

Datto Continuity for Microsoft Azure

A comprehensive continuity solution for protecting Microsoft Azure workloads



Datto Continuity for Microsoft Azure is a comprehensive business continuity and disaster recovery (BCDR) solution that is built exclusively for managed service providers (MSPs). It provides customized protection and streamlined recovery for critical business infrastructure residing in Azure.

The Challenges of Cloud Adoption

Public cloud adoption is accelerating, with an increasing number of organizations moving workloads to Azure to increase agility, flexibility, and scalability. However, when you adopt Infrastructure-as-a-Service (IaaS), workloads are not necessarily protected. Microsoft describes the Azure shared responsibility model as follows:

- **The cloud provider (e.g., Azure)** handles the security of the physical hosts, network, and data centers.
- **The customer** remains responsible for protecting everything else: applications, data, endpoints, and so on.

As a result, it's crucial to establish a business continuity plan with many layers of protection. In doing so, MSPs face a number of challenges.

Single-Cloud Vulnerability

When you protect workloads with a native Azure service or a third-party solution in Azure, you're relying on a single cloud provider, which leaves you susceptible to public cloud outages and single points of failure.

Complex Billing

It can be hard to build margin with cloud-based business continuity solutions since the OpEx nature of the cloud makes spending difficult to predict. Plus, you have to factor in services fees and other unexpected costs, like egress fees and support overhead.

Difficulty Managing Across Environments

As an MSP, you must be able to easily monitor resources across environments and clients while enforcing protections consistently. If you're using a different solution in the cloud than you are for on-premises servers, SaaS apps, or endpoint devices, you may experience additional complexity.

Datto Continuity for Microsoft Azure

Datto Continuity for Microsoft Azure is a simple, secure, and reliable business continuity solution that enables multiple layers of protection for critical business infrastructure. With simplified

pricing that is designed to build margin for MSPs, multi-cloud replication, and access to Datto technical experts, MSPs can ensure comprehensive protection, management, and recovery for their clients' workloads in Azure.

Best-in-Class Technology

Datto Continuity for Microsoft Azure provides MSPs with a premium business continuity and disaster recovery solution for the critical workloads residing in Microsoft Azure, built on our flagship SIRIS technology.

- **Peace of mind:** Eliminate single-cloud risk with hourly replication to the secure, reliable Datto Cloud.
- **Optimal RTO/RPO:** Offer optimal recovery time objective (RTO) and one-hour recovery point objective (RPO) performance with intra-day backups and a simple, four-step restore process.
- **Consistent protection:** Manage protections for both on-premises and Azure VM workloads from a single portal.

Simple, Flat-Fee Pricing

Eliminate the hassle and confusion of calculating egress charges and complex, multi-vendor billing. Datto offers a single-quote solution that MSPs can make healthy margin selling.

- **Predictable, simple pricing:** Datto makes it easy to predict cloud costs with flat-fee pricing – embrace multi-cloud backups with \$0 egress charges and eliminate the need to try and estimate Azure costs.
- **Total cost of ownership (TCO):** Easily forecast the TCO of business continuity in the cloud with one easy-to-understand bill that accounts for all associated costs.
- **No egress costs:** By offering locally redundant backups and then replicating data to the Datto Cloud, you can avoid egress costs altogether.
- **Designed for growth:** Customize protections, increase margin, and scale business growth with a flexible, turnkey solution.

Purpose-built for MSPs

Go beyond basic backup and recovery. Feel confident your clients' backups are booted correctly and easily recoverable.

- **Patented technology:** Simple, secure, and reliable business continuity technology built to deliver the same performance level protection MSPs trust with Datto's on-premises SIRIS solutions.
- **Efficient management:** Protect your clients' Azure VM workloads with the click of a few buttons and efficiently manage client data retention, licenses, and costs from a single vendor.
- **Intuitive deployment:** Offered with a three-step onboarding process, team members familiar with Datto can deploy a Cloud SIRIS in as quickly as five minutes.
- **Streamlined restore:** Quickly restore workloads with a simple four-step process, all managed through a single, intuitive interface.
- **Rapid file restore:** Recover files in seconds – without restoring the whole disk – through an easy three-step process. Recover multiple files and folders at once.



Datto Continuity for Microsoft Azure backs up your clients' VMs to the Datto Cloud that resides in a Datto-owned Azure tenant. Every hour, that data is then backed up to the Datto Cloud for an extra layer of protection.

Protecting Business Data Wherever It Lives

Datto Unified Continuity gives MSPs the comprehensive tools necessary to protect their clients' files and applications, whether they live on local servers, SaaS applications, end user computers, or the cloud. Datto offers data protection solutions built specifically for MSPs that are reliable regardless of size or infrastructure. With a wide array of restore options to match different recovery scenarios, Datto Unified Continuity provides MSPs and the clients peace of mind knowing critical business data can be restored in seconds and normal business operation can continue in the event of a disaster or data loss.

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Corporate Headquarters

Datto, Inc.
101 Merritt 7
Norwalk, CT 06851
United States
partners@datto.com
www.datto.com
888.294.6312

Global Offices

USA: 888.294.6312
Canada: 877.811.0577
EMEA: +44 (0) 118 402 9606
Australia: +61 (02) 9696 8190
Singapore: +65-31586291

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How it Works

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Datto Cloud

The Datto Cloud is a purpose-built cloud backup and recovery platform. Its immutable architecture sets the standard for a secure cloud infrastructure with features like Cloud Deletion Defense.

- **Multi-regional presence** to help you support geographically redundant backups
- **Consistent stack** for you to protect client PCs, SaaS apps, and servers
- **Cloud Deletion Defense** for protection against ransomware, enabling access to deleted cloud snapshots when an agent is either mistakenly or maliciously deleted
- **Virtualization to Datto Cloud** within minutes when you need to recover workloads outside of Azure.