skykick
CLOUD BACKUP

pax8

Protect customers, grow recurring revenue

Data loss happens in the cloud

32% of businesses lose data

Office 365 does not prevent data loss. 71% of data loss is due to people deleting content accidentally or intentionally.[1]



- User Error (64%)
- Malicious Deletion (7%)
- Software Issues (16%)
- Hackers (13%)

It is costly

For Customers: $3957 or more of business impact.[2]

For Partners: Hours of manual burden for your cloud desk. Damage to your trusted-advisor relationship.



- Value of Lost Data - $3400
- Technical Services - $340
- Lost Productivity - $217

Cloud Backup: Ideal second service for Office 365 customers

Protect your customers, deepen your relationship, increase recurring revenue

Protect Customers

Increase Annual Recurring Revenue

Promote Customer Retention

5–10x Revenue Business Valuation

1. IT Compliance Policy Group
2. Graziadio Business Review - The Cost of Lost Data - 2003.

> As trusted advisors, it is critical to present a strong data protection story across the Office 365 tenant, including new solutions like Groups and Teams. We standardized on SkyKick's Cloud Backup Suite for its technical comprehensiveness, ease of use, and leadership in data privacy policies like GDPR."
>
> *Ívar Hákonarson, Director of Product Management and Development, Sensa*

skykick CLOUD BACKUP SUITE for Office 365

Most comprehensive backup solution across the Office 365 tenant

- Exchange Online
- SharePoint for Business
- OneDrive for Business
- Office 365 Groups
- Office 365 Teams

The 3 things savvy MSPs look for when evaluating Office 365 backup solutions[1]

Complete Protection

- **Exchange Online**
- **OneDrive for Business**
- **SharePoint for Business**
- **Innovative features including:** Groups, Teams, Modern Team Sites

Partner Experience

- **Easy to implement**
- **Efficient to support**
- **End-customer experience**
- **Free phone and email technical support**

Driver of Profitability

- **Easy to sell**
- **Predictable profitability**
- **To-Partner only**
- **Low support costs**

Groups, Teams, and Modern Team Sites

Microsoft collaboration apps and services covered by SkyKick Cloud Backup Suite

Microsoft Teams									
Office 365 Groups								Teams Wiki	Teams Chat
Modern Team Sites[2]	Conversations	Calendar	Files	Notebook	Plan	Stream Portal	Power BI		
✓	✓	✓	✓	✓					

1. Accelerate Growth and Profitability with Office 365 Migrations and Ongoing Cloud Services. AMI-Parnters Inc. 2018
2. Modern Team sites are SharePoint Team Sites integrated with Office 365 Groups

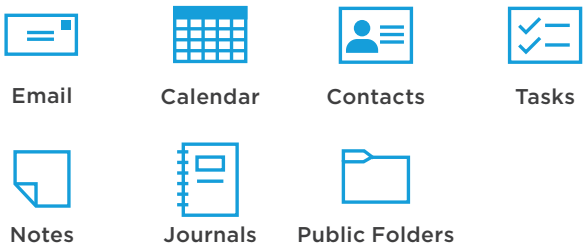
> "The fact that SkyKick is one of the first to offer a robust backup solution for Groups and Teams demonstrates their commitment to partner success. Leading with a comprehensive, integrated solution like SkyKick's gives us a competitive advantage while enhancing customer satisfaction
>
> *Ryan Chernick, President, CCCP*

skykick CLOUD BACKUP for Exchange Online

For customers who only need to back up Exchange Online, achieve greater profitability with SkyKick's comprehensive coverage and efficient partner experience.

Exchange

- Coverage for email, calendar, contacts, tasks, notes, journals, and Public Folders
- Bulk restore options across all object types, including point-in-time restore of a full mailbox



skykick CLOUD BACKUP for SharePoint and OneDrive for Business

For customers who only need to back up SharePoint and OneDrive for Business, achieve greater profitability with SkyKick's comprehensive coverage and efficient partner experience.

SharePoint

- Coverage for site collections, Team Sites, subsites, lists, folders, files, and versions
- Granular and bulk restore options

OneDrive

- Coverage for folders, files, and versions
- Point-in-time restore of an entire OneDrive for Business account

> We would have been in real trouble had BOAB IT not configured SkyKick to protect our data. We would have likely had to pay a $6,000 ransom, with no guarantee of getting our data unencrypted."
>
> *Practice Manager at law firm that was victim of ransomware, but protected by Cloud Backup*

SkyKick Cloud Backup and Office 365: Better together

Empower customers to unleash all the productivity in Office 365

Office 365 is the number-one cloud-based productivity suite, with powerful tools for communication, collaboration, and content creation. However, it is not designed to quickly and easily restore lost, deleted, or corrupted data to ensure ongoing productivity. Cloud Backup empowers your customers to get the most out of their Office 365 investment by protecting their data and productivity across the Office 365 tenant.

BETTER TOGETHER

Office 365

EMPOWERS PRODUCTIVITY

- Always-on email, collaboration, and communication
- Office Online applications
- Add-on compliance-related features available
- Limited retention

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CLOUD BACKUP

PROTECTS DATA AND PRODUCTIVITY

- Up to 6 automated backups per day
- Easy setup and configuration
- Unlimited backup and retention
- Fast search and one-click restore

	Office 365	Office 365	Office 365 + Skykick
Data Protection & Data Recovery Features	**E1**	**E3+**	**Combined**
Exchange			
Deleted item retention	14 days[1]	14 days[1]	Unlimited
Storage capacity	50 GB per Mailbox	100 GB per Mailbox	50–100 GB per Mailbox & Unlimited Backup
Can be configured to address compliance and litigation requirements	Available as add-on	✓	✓
Allows for discovery and cross-mailbox search	Available as add-on	✓	✓
Data recovered as it was where it was			✓
Autodiscovery and backup of all mailboxes and Public Folders			✓
Restore Emails, Calendars, Contacts, Tasks, Notes, Journals, and entire mailbox			✓
Point-in-time restore			✓
SharePoint & OneDrive for Business			
Deleted item retention	186 Day	Unlimited	Unlimited
Storage capacity baseline	1 TB	Unlimited Backup	1 TB + Unlimited Backup
SharePoint storage capacity per user	500MB	Unlimited Backup	500MB + Unlimited Backup
Protection from immediate permanent deletion of SharePoint site content by Site Admin and OneDrive for Business content by end user			✓
Autodiscovery of SharePoint sites and OneDrive for business accounts			✓
Backup and restore SharePoint files, lists, Modern & Classic Team Sites and subsites, and OneDrive for Business files, folders, and full account			✓
Point in time restore of OneDrive for Business accounts			✓
Office 365 Groups and Microsoft Teams			
Deleted item retention	30 days	30 days	Unlimited
Mailbox Storage Capacity (Conversations & Calendar)	50 GB	50 GB	50 GB + Unlimited Backup
Data Storage Capacity (Files & Notebook)	1 TB	1 TB	1 TB + Unlimited Backup
Backup and restore Conversations, Calendar, Files, and Notebook		✓	✓

[1] The default 14-day retention can be extended to 30 days