

## Introduction

Ensuring the continued operations and availability of your client's applications and IT infrastructure is one of your highest priorities as an MSP. To achieve this, you place your trust in a Partner who is singularly focused on your ability to ensure the seamless operation of your client's business.

Through the availability of our enterprise-class suite of solutions based on our patented IP, Axcient / eFolder provides industry leading platforms that meet the needs of your customer's Business Continuity and Data Protection solutions.

### 1 3-Factor Business Assurance

Our 3-factor Business Continuity platform provides three levels of assurance that your client's IT environment will be available in the event of a disaster.

1. Backup to a local storage appliance for **FIRST LINE RECOVERY** in the event of file, image or server failure with visual verification and alerting.
2. Replication to cloud for **SECOND LINE OF DEFENSE** in the event of a lack of availability at your primary site, providing secondary location recovery.
3. Operational enablement of the cloud as your **THIRD LINE OF BUSINESS AVAILABILITY**, ensuring that you can operate in the cloud while you restore your primary location.

### 2 Ease of Use

Our Business Continuity solutions can be managed through a single portal, giving you the tools to meet your client's needs in one easy-to-use interface. Additionally, our solutions integrate with the leading RMM and PSA tools for total business process management.

### 3 Reduced Labor Costs

Built on Chain-Free and Reverse-Incremental chain technologies, our Business Continuity solutions give you the flexibility to adapt to different client scenarios and reduce the headache associated with traditional chain-based backups. Each backup is independent of itself - if a corruption occurs on your client's device, server or system, our advanced intelligence software enables a direct rebuild of the last stable version, eliminating incremental builds.

## 4 Channel-Focused Support

Our technology is based on our patented IP, providing the highest level of operational capability and control in the industry. We are continuously improving upon the technology to meet the needs of the MSP market and will work with you to ensure a superior Partner experience.

## 5 Financial

Axcient / eFolder can improve your margins and/or reduce cost in multiple ways.

- The flexibility of our solutions allows you to provision the right solution based on your client's needs. You can purchase a la carte for your client, or purchase in bulk and spread data backup across all your clients.
- You can offer your client the option to perform test / dev in the cloud independent of your client's production environment, reducing the need for additional servers, networking and storage.
- Additionally, our technology provides ease of management both operationally and through backups, lightening the amount of time your technicians spend on restores.

## 6 Flexible Vaulting Options

Axcient / eFolder Business Continuity solutions allow you to vault to Axcient's cloud, another backup appliance, your cloud, or all three, providing complete control and management of your client's environment.

## 7 You-Choose-It Hardware

Axcient / eFolder Business Continuity solutions provide you the flexibility to leverage your own hardware for local backup or to offer our enterprise-grade solutions that have been preconfigured to exacting specification with the robustness and longevity your customers demand.

With flexible options to meet your unique specifications, Axcient / eFolder is the premier leader in Business Continuity and Data Protection solutions. Contact a member of our team today to start discussing your options and learn how with Axcient / eFolder, you gain peace of mind knowing your client data is easily recoverable - while growing your bottom line.

Visit us at [www.eFolder.net](http://www.eFolder.net)