

Top 5 MSP Backup Solutions

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In brief

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In this digital world, data backup has become part for businesses, particularly for Managed Service Providers (MSPs). In this blog, we will list out the some of the top-notch MSP backup solutions available in the market. This blog will empower MSPs to make an informed decision to add the right backup solution to their portfolio and enhance their service offerings.

Let's first discuss the important features that MSPs should look for in a solution before choosing it.

Top Features to Look into MSP Backup Solution

Multi-Platform Support

Ensure that the backup solution supports diverse workloads - virtual, physical, cloud and SaaS Applications

On-premise, Remote & Cloud Backup Options

Backup solution should be able to support flexible deployment options such as On-premise for local backup on client side, Remote Backup for backing from client side to your site/client's remote data center and Cloud Backup to backup to your private cloud or client's cloud or backup vendor cloud.

Flexible Licenses

Ensure the backup solution offers flexible licensing options such as subscription and perpetual model along with flexible pricing models such as per CPU-socket, per VM, per User, per Server, per Endpoint basis.

Centralized Management

Streamline operations with centralized management, providing a unified platform to oversee and control all backup activities from a single location.

Multi-Tenant Capabilities

Effortlessly manage multiple clients within a single platform, offering scalability and efficiency through multi-tenant capabilities tailored for MSPs.

Partnership Benefits

Ensure that the backup solution provider offers good margins for your business profits exclusive advantages, personalized support with dedicated manager, marketing and sales resources and other benefits for beneficial partnership.

Branding Options

Customize the backup solution to match your brand with seamless white-labeling, ensuring a professional and cohesive client experience. Now that we've delved into the features that backup solution offers to Managed Service Providers (MSPs), let's look into some of the top backup solution available in the market to aid you in making an informed decision for your company.

The MSP industry has distinct backup needs, and several cloud providers cater specifically to these requirements. Let's look into some of the leading MSP backup solutions.

1. BDRSuite - Our Top Pick for MSP Backup Solution

BDRSuite offer MSP backup solution specifically designed for service providers like Managed Service Providers (MSPs), Cloud Service Providers (CSPs), and Hosting Service Providers (HSPs). BDRSuite partnership program empowers MSP to drive a profitable business offering BaaS (Backup as a Service) and DRaaS (Disaster Recovery as a Service).

BDRSuite's MSP program offers unbeatable discounts and benefits for Service Providers:

- Higher Margins than competition
- No minimum monthly commitments
- No yearly sales targets
- Pay-as-you-go pricing
- Flexible licensing for your convenience
- Personalized branding options
- Third-party tools integration support
- No Eligibility for marketing fund
- Free Marketing & Pre Sales Resources

BDRSuite supports MSP backup and management capabilities within their product for easier management.

- Multi-platform Support from a Unified Interface - VMs, Servers, Endpoints, SaaS Applications, Cloud VMs
- BDRSuite centralized management console supports multitenancy helps manage multiple customers from a single interface.
- Flexible licensing options allows you to choose the licensing option suitable to your business needs - Server Level, User Level, Endpoint Level, VM-level, CPU socket-level pricing, subscription-based or perpetual licensing.
- Flexible Deployment options - Local, Remote and Direct Cloud options
- 24/7 technical support to assist you whenever you need assistance.
- Partner portal to centrally manage clients and their purchases, licenses, billing, and invoices

BDRSuite also offers Partner program for Distributors, VARs, System Integrators, OEMs and more.

2. Veeam

Veeam Cloud & Service Provider Program is a partner program designed for cloud and managed service providers (MSPs) to provide data protection services to their customers. The program offers innovative solutions and a true partner dedicated to helping MSPs build reliable, revenue-generating Backup as a Service (BaaS) and Disaster Recovery as a Service (DRaaS) offerings.

Veeam offers a robust platform that covers cloud, virtual, and physical workloads with remote backup services managed at scale. Veeam also offers a Competency Program for Veeam Value-Added Resellers (VVARs) and Veeam Cloud and Service Provider (VCSP) partners.

Eligible VVARs and VCSP partners that have developed first-class solutions can apply to have their use case specific offering audited by Veeam. The program is designed in a simple but robust way, and it helps MSPs put break-fix in the rear-view mirror.

Veeam powers self-service BaaS for hosting customers and connects MSPs with net new customers looking for affordable, effective DRaaS. From flexible licensing that aligns to a monthly recurring revenue (MRR) model to valuable sales and technical training, a partnership with Veeam unlocks access to resources that can help MSPs get the most out of their Veeam investment.

3. Acronis

Acronis MSP program is a platform that enables service providers to deliver cyber protection in an easy, efficient and secure way. With a single platform, you and your customers gain access to hybrid cloud backup, disaster recovery, ransomware protection, file sync and share, and blockchain-based file notarization and e-signature services, all managed from a centralized console.

Acronis Cyber Cloud is an MSP-first, cyber protection services delivery platform that goes beyond backup and disaster recovery by safeguarding client data and systems with AI- and blockchain-based solutions. It streamlines management, maintenance, training, supervision, and billing so you can concentrate on your clients.

It also enables you to build new standard and custom services, white label them, and price them so you stand out from the competition. Acronis has launched MSP Academy, an educational initiative aimed to provide managed service providers (MSPs) with business and technological knowledge, skills and tools necessary to excel and grow.

4. MSP360

MSP360 Managed Backup is an online backup service for MSPs and IT departments who require a comprehensive data protection strategy. It provides centralized management, monitoring, reporting, and free web-based remote access.

The platform is natively integrated with all major public cloud services such as AWS, Wasabi, Backblaze B2, and Microsoft Azure to enable best-in-class data protection for Windows, Linux, macOS, VMware, Hyper-V, Microsoft 365, and Google Workspace.

MSP360 Managed Backup is an easy-to-use solution that offers flexible pricing and a wide range of features, making it a perfect remote access tool for MSPs and businesses worldwide. Features include a centralized management portal to access and manage backup, user-friendly user interface, instant file and image recovery, and multi/cross-platform migration of backup data. MSP360 support both type of storage, whether local or cloud-based, and provides top-tier 24/7 technical assistance.

5. Carbonite

Carbonite MSP Partner Program is designed to help MSPs, resellers, distributors, and network and security vendors grow with predictable, recurring revenue through cloud-based cybersecurity, threat intelligence, and backup/recovery solutions.

The program enables MSPs to offer Carbonite products as a service, host and support end user data in their own environment, and participate in early access programs such as beta testing. The program also offers exclusive tools and resources to grow your business, including eLearning courses for training and certification, deal registration, sales and marketing tools, internal and Not For Resale (NFR) licenses, and more.

The Carbonite + Webroot Partner Program, which is designed for resellers and service providers looking to supplement traditional offerings with additional backup, disaster recovery, and replication capabilities, is also available.

Conclusion

In today's environment of constant cybersecurity threats, secure and reliable data backup solution is crucial for MSPs. Investing in one of the best MSP backup solutions ensures the security of your company's and customers' data. Choose wisely to safeguard your digital assets effectively.

References

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