

# Cloud Backup for Exchange Online

## Data loss happens, even in the cloud!



75% of data loss is due to people deleting content accidentally or intentionally<sup>1</sup>.

Deleted items in Office 365 will be permanently removed after 14 days<sup>2</sup>. Expanded Office 365 licenses and features offer unlimited retention, but don't provide a fast, easy way to restore content exactly as it was and where it was so employees can get back on track quickly.

## Getting customers back on track is costly

In the absence of a backup solution, if the data can be recovered at all, it can take as much as six engineer hours to recover a single file. Between lost productivity and IT costs, that recovery can be more expensive than an entire year of a backup solution. And recovering an entire folder or mailbox can be off the charts, especially when the recovered data is unstructured.

### With SkyKick Cloud Backup (Annual cost)

25 employees @ \$4/mo.     \$1200

### Without SkyKick Cloud Backup (Estimated recovery costs)

Single file	\$1200	
Folder	\$2400	
Entire Mailbox	\$\$\$\$\$	

## Office 365 Archiving is not a substitute for backup

Office 365 offers license-dependent data protection features including Archiving, In-Place Hold and Litigation Hold.

These features are designed for compliance and litigation, not for quick search and restore of lost data.

Even with Office 365 E3 licenses across your customers' entire organization, and all policies set to optimize data protection, only a backup solution gets employees back on track quickly with minimal skill, time, and cost.

FEATURE	OFFICE 365 <sup>3</sup>	SKYKICK <sup>4</sup>
Granular backups of email	x	x
Designed for restoring data		x
One-click restore		x
Restores directly to the mailbox		x
Maintains mailbox folder structure		x
Includes SharePoint and OneDrive backup options		x
Single interface for all backup & restore operations		x
Unlimited data capacity and retention	x	x
Allows for discovery and cross-mailbox search	x	x
Easy to set up and use		x
Relies on PST exports	x	
Stored outside of Office 365		x
Dedicated support included		x

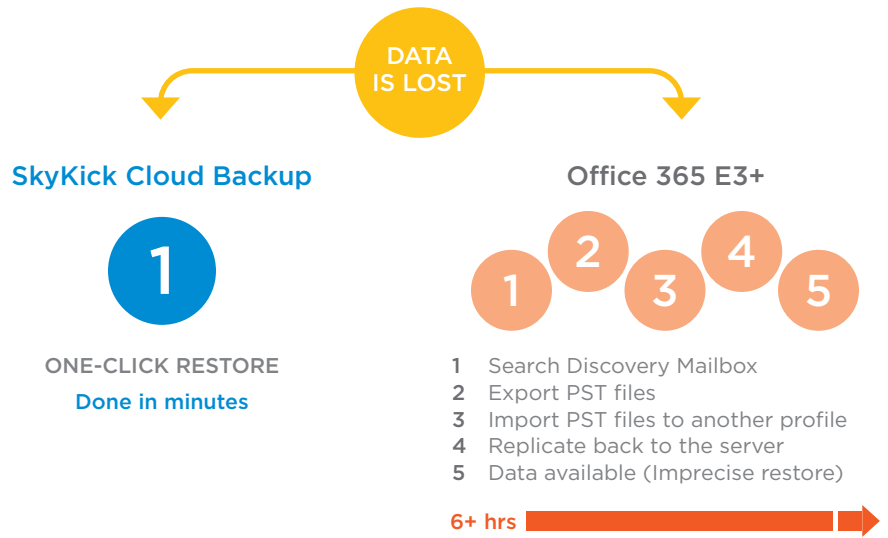
<sup>3</sup> Office 365 Archiving Data Recovery    <sup>4</sup> SkyKick Cloud Backup

<sup>1</sup> IT Compliance Policy Group. <sup>2</sup> This retention can be extended to a maximum of 30 days.

*"SkyKick's new Cloud Backup service without question is the best I've seen in the market. Its instantaneous recovery time changes the industry standard and will give customers the instant timeframe they expect."* - Melanie, Centerpoint Solutions

# Quickly restore data

SkyKick Cloud Backup's lightning-fast search and one-click restore saves time, money, and resources compared to relying only on Office 365's native data protection and archiving features.



## Protect your customers and grow your recurring revenue

Without a cloud backup solution for Office 365, your customers are missing the foundational piece of data protection.

SkyKick's Cloud Backup solution allows you to restore data quickly and avoid customer satisfaction issues.

Plus, it's a great way to boost recurring revenue in your cloud business or practice with a predictable, low monthly fixed price per user.



- **Disaster Recovery**  
*Business Continuity*  
Cost prohibitive for non-enterprise businesses
- **Office 365 Archiving Features**  
*Compliance and Litigation*  
Requires retention policies & management
- **SkyKick Cloud Backup**  
*Quickly Restore Data*  
Protect your productivity

## Key features



### Easy Setup

Nothing to install  
Easy to use  
Set and forget



### One-Click Restore

Simple, intuitive interface  
Find lost data in seconds  
Restore with a single click  
Back on track quickly



### Unlimited Backup

No data caps  
No retention limits  
No overages or hidden charges  
Peace of mind