

Tech Data Cloud Backup on Azure

Simple and reliable server backup to the cloud, Microsoft Azure offers your customers a unified solution to protect data on-premises and in the cloud.



Cloud storage is set to take over traditional storage systems.

Tech Data Cloud offers you instant Azure Backup

“Organisations are turning to their trusted advisors to enable safe backup of business-critical information.”

When you need a reliable backup service that offers protection, scalability, 99.9% availability with low operational costs, Tech Data Cloud Backup is the obvious choice.

Cloud storage market drivers are heavily influenced by increased demand for hybrid cloud storage, enterprise mobility growth and requirements for easy storage operation.

The cloud storage market is estimated to grow from USD 23.76 Billion in 2016 to USD 74.94 Billion by 2021, at a CAGR of 25.8 % from 2016 to 2021.*

*Source MarketsandMarkets research

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Is a simple, cost-effective and reliable solution that gives you trusted tools on-premises with rich and powerful tools in the cloud. It delivers strong protection for customer data wherever it is located – in your datacenter, remote and branch offices, or the public cloud – while taking specific scenario and compliance requirements into consideration.

Keep your storage costs low

Your storage, as well as your business, needs flexibility. As your business expands, so does your data and storage space. Tech Data Cloud Backup offers hugely scalable cloud storage. Once fully deployed, only incremental back up data is securely sent at a defined frequency.

Pay-as-you go allows you to manage predictable operational costs.
Only pay for what you need!

Stay in control

On-premises or in the cloud, your business data needs maximum protection. No matter the size of your customers' organisation, security, privacy and compliancy regulations are key to any company success. Tech Data Cloud Backup offers an easy way to safeguard your customer's data.

Secure and reliable

Tech Data Cloud Backup is built on the strong foundation of Microsoft Azure. Your backup data is highly secured over the wire and at rest, with up to 99 years' retention. You can choose from two types of replication; locally redundant storage (LRS) and geo redundant storage (GRS).



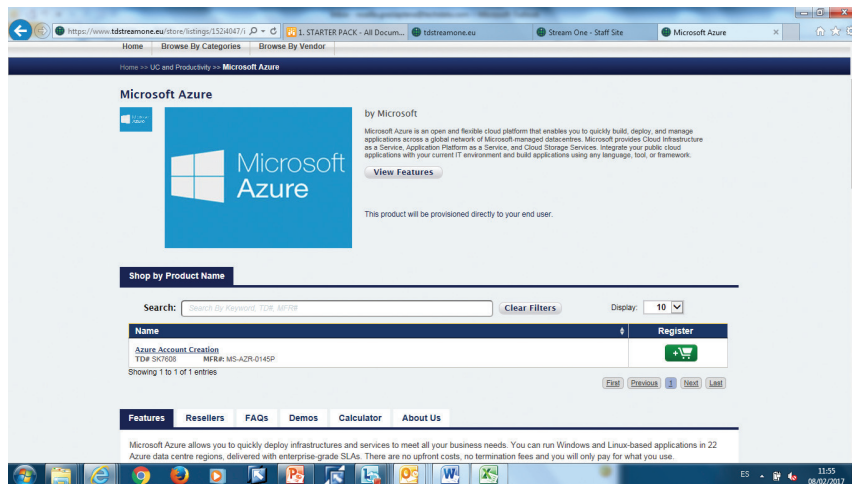
Why Tech Data Cloud Backup?

Only Tech Data Cloud makes Microsoft Azure easy. Partners across Europe are signing up to Microsoft CSP program to sell Azure solutions and choosing Tech Data Cloud as their CSP Tier 2 partner, and this is why:

- **Easy to buy** – 3 ways to buy: pre-configured ‘click to run’ solutions / configure your own / a managed solution.
- **Easy to sell** – Starting with Tech Data Cloud Backup on Azure makes it easier to grow Azure with your customer, create additional revenue and a long term relationship.
- **Easy to control** – Tech Data Cloud Backup on Azure runs on proven and secure Microsoft technology, with multiple copies of your customer’s data stored across multiple locations.
- **Easy to manage** – Access the management portal from anywhere at any time. As a Microsoft CSP partner, Tech Data provide you with an overview of Azure consumption and analytics on its StreamOne cloud store.
- **Easy to deploy** – We have the know-how. Our centres of excellence provide Azure experts in the field to support and train our partners. Tech Data help you reach Cloud Mastery with a range of Cloud enablement activities.

Key reasons to buy

- Unlimited scaling, as well as unlimited data transfer, allow your customers to start off small and increase storage and capacity on the go.
- Guaranteed availability of 99.9%. Data stay safe and encrypted.
- Azure backup is very flexible, from a single file up to your whole datacenter. Incremental changes are securely sent once fully deployed.
- Azure Backup will securely keep three copies of your data in one datacenter and optionally at an additional remote datacenter.
- Help your customers to protect their data and be up to date with business and compliance regulations.





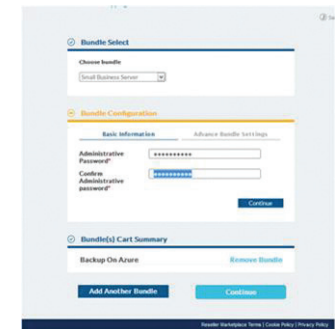
Easy to deploy

Our cloud solutions can be easily ordered and deployed via our StreamOne cloud store, the process for infrastructure is fully automated. If you are already a Tech Data account holder, simply use your credit account to order these services which you would pay for monthly in arrears.

Only Tech Data will make your journey to the cloud with Azure easy. We will provide with you with in-depth technical how to guides for each of our pre-configured 'click to run' solutions.

If you wish to configure your own solutions all settings are automated in PowerShell so setting an environment can be deployed in just an hour.

Tech Data will also provide you with a suite of Azure training for both commercial and technical resources. From bite sized video tutorials to on-site in depth technical training we have everything your commercial and technical resources will require.



Why partner with Tech Data?

We are committed to delivering across four key areas, our team will help you to grow your sales, increase your profit margins, reduce your costs, and improve customer satisfaction.

Grow customer sales

Improve your margins

Reduce your costs

Increase customer satisfaction

Gold Distributor

Tech Data have established a long and trusted relationship with Microsoft and is fully committed to Microsoft technologies. Through its dedicated cloud team, Tech Data have been providing best in class cloud solutions to its partner ecosystem. Tech Data serve, support and work with over 15,000 cloud partners.



Next steps

Become a Tech Data CSP partner and open your business to growth and profitability.

Wherever you are on the journey to Cloud, Tech Data will help you to Access, Power and Master the cloud. We have the cloud portfolio, marketplace, enablement, support and advanced services to make you a successful CSP.



Access – Sign up to Microsoft Cloud Solutions Provider (CSP) program with Tech Data and gain exclusive access to programs and promotions.



Power – Cloud Platform and Customer Lifecycle Management. Comprehensive Cloud Marketplace that provides greater exposure for partners' cloud offerings to help increase sales productivity and flexible billing to ease transitions to subscription and consumption models.



Master – Use Tech Data learning materials to train your commercial and technical resources to sell Azure cloud based solutions. Be a cloud master.

For further information please contact your Microsoft specialist:

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E-mail: cloud@techdata.dk

Further Resources

Tech Data Cloud Backup Sales Battle card

Tech Data Cloud Backup How to Order

Tech Data Azure Backup Storage Step-by-Step guide

Tech Data Cloud onepager fact sheet