

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**



**2x+ O365 Unit
Margins**



**Differentiate
Offering**



**Promote Customer
Retention**

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

Get started

Log in at skykick.com to register and start your first migration or Cloud Backup subscription.

skykick CLOUD BACKUP SUITE for Office 365

Most comprehensive backup solution across the Office 365 tenant



The 3 things savvy MSPs look for when evaluating Office 365 backup solutions¹

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-Partners 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



Email



Calendar



Contacts



Tasks



Notes



Journals



Public Folders

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

Protect customer productivity

Office 365 is the number-one cloud-based productivity suite, but it is not designed to quickly and easily restore lost, deleted, or corrupted data to ensure ongoing productivity. Cloud Backup ensures your customers get the most out of their Office 365 investment by protecting their data across the Office 365 tenant.

BETTER TOGETHER



EMPOWERS PRODUCTIVITY

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

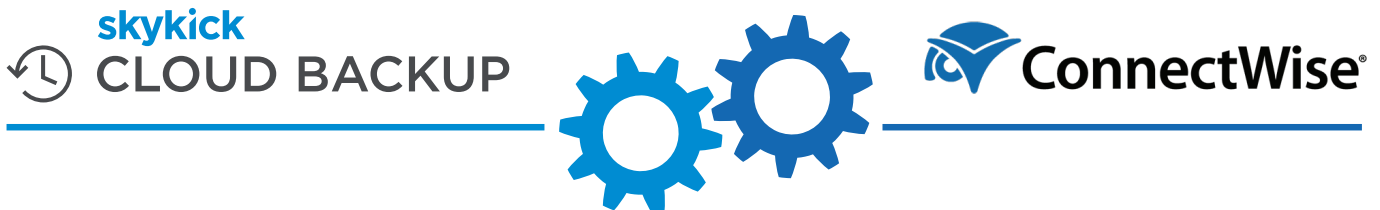


PROTECTS DATA AND PRODUCTIVITY

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

Reduce costs and streamline operations

Cloud Backup integration pushes user and cost data to ConnectWise Manage where partners can create Cloud Backup invoices through the same tool they use to manage other services.



Strengthen customer connection while reducing support costs

Easily brand a Cloud Backup self-service search and restore portal for your customers to reduce support costs while reinforcing your brand and connection to your customers.

Your brand
and customer
connection

