



Data Protection and Security Made Perfect for MSPs

The **Intronis ECHOplatform** is a software-only BDR solution designed to accelerate the growth of your managed services business. Built specifically for MSPs around a centralized management portal, the solution enables you to protect, recover, and restore SMB files, folders, emails, applications, and servers — physical or virtual — both locally and in the cloud.

Real-World Partner Benefits

Key Solution Advantages

- Proactively manage every customer’s backup and recovery solution through a single sign on platform
- Quickly recover, restore, and secure critical customer data - including files, folders, emails, applications, physical and virtual services - both locally and in the cloud
- Accelerate your growth through fixed-price data protection plans

Protect Your SMB Customers with Confidence

- **Streamlined Restores**

Bare Metal Restore (BMR) helps you streamline physical and virtual machine recoveries, eliminate configuration errors, and simplify physical-to-physical (P2P) and physical-to-virtual (P2V) recoveries. You can offer your clients three types of restores, which include BMR to like hardware, BMR to dissimilar hardware, and point-in-time restore.

- **Rapid Recovery**

Our Hyper-V backup and Rapid Recovery solution, available in Microsoft’s Hyper-V offline backup, allows you to protect VMs using the same web-based platform you use to back up the rest of your data. Backup and recovery options for Hyper-V allow you to address specific restore requirements, including import to Hyper-V, object-level restore, and fast RTO.

- **Downtime Elimination**

QuickSpin, our local disaster recovery tool for VMware, helps you eliminate extended downtime and restore your SMBs’ VMware environments quickly. You can also manage VMware backup and QuickSpin alongside other backups in the central Intronis Partner Portal, which provides real-time customer assessments for easy review and resolution.

- **Application-Aware Protection**

Intronis SQL-native and Exchange-native data protection solutions offer automated, non-disruptive backups of SQL server and Exchange server instances; high-quality, application-aware protection; and simple configuration of full or incremental backups.

- **Success-Driven Partnership**

Working with Intronis means you are welcomed as a Partner and a member of our Partner support and enablement program. We are 100-percent dedicated to your success. We provide you with unlimited access to the Intronis Partner Toolkit, an enablement tool designed to empower you to market, sell, and support your Intronis solutions and long-term business goals.

1. Increase Revenue

OXEN Technology, a Partner of Intronis MSP Solutions, **projects up to 50 percent revenue growth** in the next year in managed and cloud services, with 30 percent of that growth coming directly from backup and related services.

2. Automate Your IT Processes

After migrating 95 percent of their SMB customers to managed services plans, Cohn Consulting, a Partner of Intronis MSP Solutions, has seen steady revenue growth and **double-digit profit margins**.

3. Keep Customers Compliant and Ransomware-Free

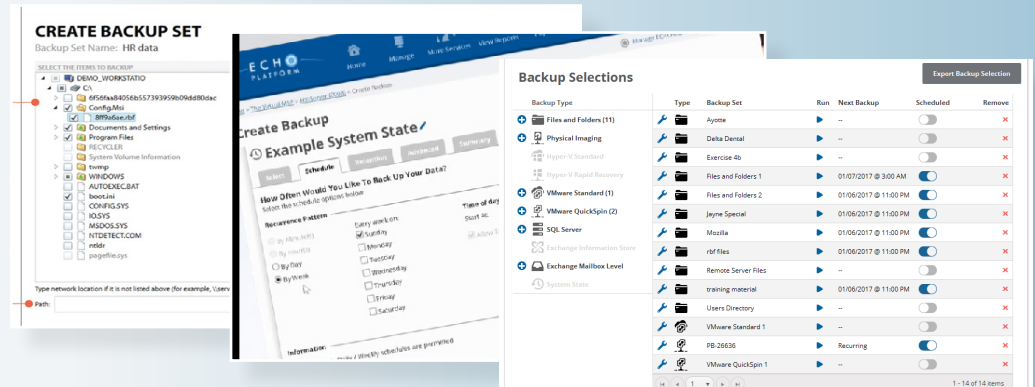
After **recovering more than 37,000 encrypted files** that fell victim to ransomware, SoundView IT Solutions, a Partner of Intronis MSP Solutions, was able to reimage the customer’s infected computer and identify the culprit that led to the infection: an infected URL embedded in a phishing email.





Supported Platforms

- Microsoft Windows 2016
- VMware vSphere 6.5
- For a complete list of the Intronis ECHOplatform supported platforms and IT environments, visit: intronis.com/technical-specifications/



Product features

Rapid and Reliable Recovery

- Maximize system uptime with Intronis QuickSpin, a disaster recovery tool that allows virtual machine recoveries in minutes
- Manage the backups of all VMs from a single backup agent using QuickSpin's support for VMware APIs
- Easily backup multiple VMs in minutes with Intronis Rapid Recovery for Hyper-V (including offline backup for Microsoft's Hyper-V)

Core PSA and RMM Integrations

- Manage everything in one place thanks to tight integrations with core MSP management, reporting, and business tools, including:
 - AVG Managed Workplace
 - Autotask
 - ConnectWise
 - Continuum
 - GFI MAX
 - Kaseya
 - LabTech
 - N-able

Ransomware Protection

- Keep your customers safe and compliant with robust cloud backup and recovery
- Quickly restore ransomed files from a client's latest backup
- Login to the Intronis ECHOplatform remotely to start the restore process from the cloud

100-Percent White Label

- The **Intronis ECHOplatform** is completely rebrandable — at no extra cost! — empowering you to develop brand equity and loyalty
- Recast our platform with your own colors and logo to sell your unique business value
- Take advantage of Intronis' expertise and thought leadership in the industry, so you can easily arm your customers, as well as your team, with rebrandable infographics, email templates, and more!

Image Backup

- Enable server-level protection for applications served by physical machines through our purpose-built, image-based backup solution.
- Deliver a higher level of data protection and safeguard all of the applications SMBs need to stay productive
- Image backup includes:
 - Physical-to-virtual (P2V) recovery
 - Object-level restore
 - Fast RTO

Application-Native Protection

- Reduce downtime for your customers' business operations by using the Intronis ECHOplatform's application-native backup protection to automate point-in-time captures of structured data in multiple states: at rest, in flight, and cached
- Minimize data loss and increase productivity through synchronized restores
- **Use Intronis ECHOplatform** SQL-native and Exchange-native data protection solutions to get automated, non-disruptive backups, along with high-quality, application-aware protection, and simple configuration of full or incremental backups

▶ ABOUT INTRONIS MSP SOLUTIONS BY BARRACUDA

Intronis MSP Solutions by Barracuda provides data protection and security solutions for businesses, delivered exclusively through the IT channel. Intronis enables MSPs to centrally deploy and manage a broad portfolio of services — protecting business-critical files, folders, email, applications, and servers, locally and in the cloud — through a rebrandable console that integrates with major RMM and PSA tools. MSPs benefit from a true partnership with Intronis, through fixed pricing plans and partner enablement tools that help MSPs accelerate growth and increase profits. Intronis was acquired in October 2015 by Barracuda.

