

Introduction to Carbonite Data Protection Bundle

Drive greater data protection and business continuity opportunities

Introduction

Carbonite is offering the Carbonite Data Protection Bundle to our value-added resellers for a limited time. The Carbonite Data Protection Bundle is a reliable, fully managed cloud-based disaster recovery solution that ensures business continuity for critical systems with guaranteed service level agreements.

Ideal Customer	Competitors	Bundle Products	Add-ons
<p>SMBs looking for a single solution for broad platform support (Microsoft Windows Server, Linux, IBM iSeries, and VMWare ESXi). They need the flexibility to choose the SLA that best meets their RPO and RTO requirements for greater availability and data protection. In the event of a disaster, they have the ease of running these critical applications in the Carbonite Cloud for as long as needed.</p>	<p>Many competitor products are not as feature-rich or deliver as much value as Carbonite.</p> <ul style="list-style-type: none"> Churn in the industry threatens SMBs confidence in their existing provider(s). However, with the financial strength of OpenText, Carbonite’s established brand with industry-leading solutions remains intact. Carbonite data management solutions are flexible and support more types of workloads and platforms. 	<p>The bundle consists of Carbonite® Server Backup and Carbonite Cloud Disaster Recovery.</p> <ul style="list-style-type: none"> Carbonite® Server Backup offers comprehensive, reliable and proven server protection and support for over 200 operating systems, platforms and applications including physical, virtual and legacy systems. Deployed onsite, it stores copies locally as well as in the secure Carbonite Cloud. Carbonite™ Cloud Disaster Recovery enables recovery through a remotely monitored and managed service to help protect critical systems. The fully managed service includes the initial setup and deployment, ongoing management, regular testing and validation it is functioning correctly and back online in the event of a disaster. With guaranteed SLAs of 1, 24, or 48 hours, it reduces the risk of lost productivity and revenue. 	<p>The Carbonite Data Protection Bundle may be expanded to deliver greater data protection by:</p> <ul style="list-style-type: none"> Protecting SaaS applications with Carbonite™ Cloud-to-Cloud Backup Increasing business continuity for critical Windows and Linux systems with Carbonite® Availability Delivering RPO in seconds and RTO in seconds to minutes with Carbonite® Recover

Value Proposition	Differentiators
<p>Carbonite provides business continuity and data protection solutions for more workloads and greater choice of platforms (on-premises, hybrid, cloud, appliance, SaaS, or managed services) with flexible SLAs. With the Carbonite Data Protection Bundle, organizations can free up staff from managing their data protection solution and eliminate having a secondary disaster recovery site.</p>	<p>Carbonite provides differentiated technology for data protection:</p> <ul style="list-style-type: none"> All-in-one solution: secure local, hybrid and cloud backup with optional, integrated hardware — all from a single vendor. No single point of failure: agent and backup are high availability with N:1 configuration allowing backups to run even if there is a local appliance failure. Expansive platform support: Carbonite has more capabilities and supports over 200 applications and operating systems including Windows, Linux, IBM iSeries and others. Carbonite Server Backup supports agentless Hyper-V backups while Datto does not. 1, 24 and 48 hour options for recovery time with guaranteed SLAs that lets customers know we are invested in the success of their recovery. Systems recovered into a purpose-built cloud specifically designed for data protection and disaster recovery.

How to get the conversation started		What we respond with	
Q	Are you struggling to manage multiple backup and recovery and disaster recovery products with a limited staff and the expense of a DR site?	A	Many SMBs are using multiple data protection products, which decreases their staff efficiency, and creates complexity when they need to restore quickly. With Carbonite Data Protection bundle, SMBs have a single solution for their BR and DR needs, all of it is managed by Carbonite including test and recovery, and with guaranteed SLAs to ensure minimal downtime.
Q	Are you having to use several products to support all their applications or unable to move to an operating expenditure model?	A	Carbonite supports 200+ applications and enables customer to easily move to the cloud and realize greater scale and flexibility with a subscription model.
Q	Are you interested in learning how the Carbonite Data Protection bundle provides flexible and guaranteed SLAs, frees you from the grind of managing backups and recovery, and supports the broadest range of applications?	A	To learn more, can I schedule a <insert your call to action>

Additional Resources

- [Carbonite Server Backup data sheet](#)
- [Carbonite Availability data sheet](#)
- [Carbonite Recover data sheet](#)
- [Carbonite Server Backup presentation](#)
- [Carbonite Cloud to Cloud Backup data sheet](#)

Terms and Conditions

*The offer is applicable if the following conditions are met:

- Minimum 1TB Carbonite Server Backup license
- Minimum 50 seats if Carbonite Cloud-to-Cloud Backup is added to the bundle.

CARBONITE® + WEBROOT®

Carbonite and Webroot, OpenText companies, harness the cloud and artificial intelligence to provide comprehensive cyber resilience solutions for businesses, individuals, and managed service providers. Cyber resilience means being able to stay up and running, even in the face of cyberattacks and data loss. That's why we've combined forces to provide endpoint protection, network protection, security awareness training, and data backup and disaster recovery solutions, as well as threat intelligence services used by market leading technology providers worldwide. Leveraging the power of machine learning to protect millions of businesses and individuals, we secure the connected world. Carbonite and Webroot operate globally across North America, Europe, Australia, and Asia. Discover cyber resilience at carbonite.com and webroot.com.