



ACRONIS-POWERED. SOTERIA CLOUD DELIVERED.

How to protect Microsoft 365 beyond native retention

Position Soteria Cloud Microsoft 365 protection around recoverability, security visibility, and buyer responsibility for business data.

Buyer-ready

Operational evidence

Total Data Protection

BEST FIT

Microsoft 365 customers, MSPs, and resellers protecting Exchange, OneDrive, SharePoint, Teams, and collaboration data.

The buyer depends on Microsoft 365 but needs clearer protection against accidental deletion, malicious overwrite, account compromise, and recovery delays.

Acronis

Powered by Acronis



Soteria Cloud delivered



Review Microsoft 365 protection posture

BUYER NEED

Make the commercial requirement operational.

Microsoft cloud compliance guidance uses a shared responsibility model, and Microsoft 365 backup guidance emphasizes restore confidence for ransomware and deletion scenarios.

BUYER TRIGGER

The buyer depends on Microsoft 365 but needs clearer protection against accidental deletion, malicious overwrite, account compromise, and recovery delays.

PRODUCTS INVOLVED

Microsoft 365 Protection, Advanced Email Security, Collaboration Security, Email Archiving, Security Awareness Training

CONSOLE SURFACES

Microsoft 365 protection, Reports, Email security, Executive summary

01

Retention and backup answer different buyer concerns; explain both without making the buyer parse product terms.

02

Protect high-risk mailboxes and departments first, then expand by group or role.

03

Email security and Microsoft 365 backup should be reviewed together after phishing or account compromise.

04

Make restore scope clear: mailbox item, OneDrive, SharePoint site, Teams-related data, or full service recovery.

05

Use executive summaries to show SaaS protection as a resilience service, not a storage add-on.

06

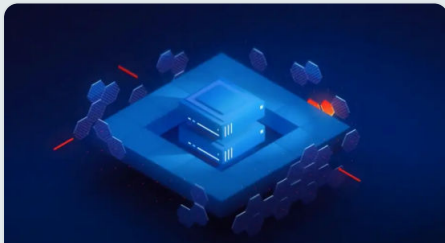
Track departed users and privileged accounts as separate Microsoft 365 protection use cases.

PRACTICAL PATH

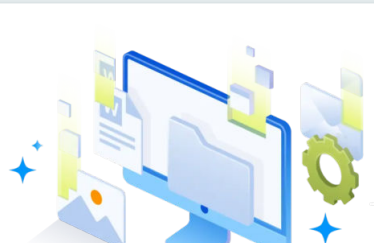
Turn the offer into a repeatable service motion.

Soteria Cloud positions Acronis technology around buyer outcomes, support ownership, recurring review, and evidence that can be explained without product jargon.

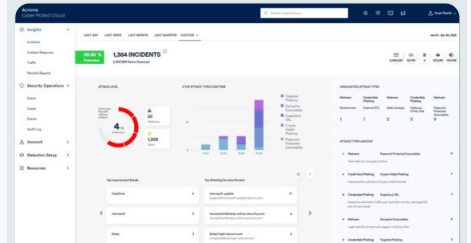
MAP MICROSOFT 365 RISK	Identify executive, finance, shared mailbox, SharePoint, OneDrive, and Teams data that needs protection beyond normal platform retention.
SET PROTECTION GROUPS	Use groups or customer tiers to make backup, email security, archiving, and collaboration protection easier to manage.
CONFIRM RECOVERY SCENARIOS	Define what the buyer expects after deleted mail, overwritten files, compromised accounts, ransomware, or departed user requests.
VALIDATE SECURITY SIGNALS	Review phishing, malicious attachment, and suspicious activity evidence alongside backup coverage.
REVIEW SAAS EVIDENCE	Show protected users, backup status, security events, restore activity, and open exceptions during recurring reviews.



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Explain collaboration data protection



Connect email security and SaaS resilience

BUYER OUTCOME

Position Soteria Cloud Microsoft 365 protection around recoverability, security visibility, and buyer responsibility for business data.

EVIDENCE

Show the proof buyers expect to see.

Soteria Cloud service reviews give buyers visible status, known exceptions, agreed actions, and a reviewable record of protection activity.

Evidence to keep

- Protected Microsoft 365 users and workloads
- Mailbox and file restore capability
- Email threat trends
- Shared responsibility coverage statement
- SaaS exceptions and actions

Measures to review

- Protected mailbox coverage
- Protected OneDrive and SharePoint scope
- Email threats blocked
- Restore tests completed
- High-risk users protected

01

Protected mailbox coverage

02

**Protected OneDrive and
SharePoint scope**

03

Email threats blocked

04

**Protected Microsoft 365 users
and workloads**

05

**Mailbox and file restore
capability**

06

Email threat trends

SOTERIA CLOUD

All your data. One strategy. Zero compromise.

Acronis-powered protection packaged with Soteria Cloud onboarding, service ownership, reporting, and recurring buyer-ready review.