

ACRONIS-POWERED. SOTERIA CLOUD DELIVERED.

How to prove recoverability with restore-test evidence

Move the backup conversation from stored copies to visible restore confidence for files, systems, SaaS data, and critical workloads.

Buyer-ready

Operational evidence

Total Data Protection

BEST FIT

MSPs, resellers, compliance owners, and customer IT teams that need proof that backup can actually recover business data.

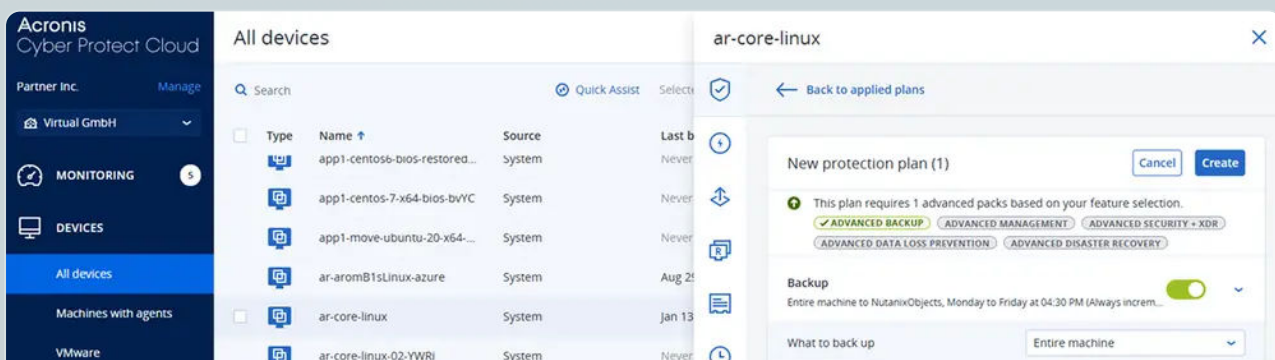
A buyer is asking whether backups work, whether restores are tested, and whether recovery evidence can support a service review or audit.

Acronis

Powered by Acronis



Soteria Cloud delivered



The screenshot displays the Acronis Cyber Protect Cloud management console. On the left, a sidebar shows navigation options: Partner Inc. (Manage), Virtual GmbH, MONITORING, and DEVICES. The DEVICES section is expanded, showing 'All devices' and 'Machines with agents'. The main area, titled 'All devices', contains a table of protected workloads:

Type	Name	Source	Last backup
System	app1-centos6-bios-restored...	System	Never
System	app1-centos-7-x64-bios-bvYC	System	Never
System	app1-move-ubuntu-20-x64...	System	Never
System	ar-aromB1sLinux-azure	System	Aug 25
System	ar-core-linux	System	Jan 13
System	ar-core-linux-02-YWRl	System	Never

On the right, a modal window titled 'ar-core-linux' is open, showing the configuration for a 'New protection plan (1)'. It lists required advanced packs: ADVANCED BACKUP, ADVANCED MANAGEMENT, ADVANCED SECURITY + XDR, ADVANCED DATA LOSS PREVENTION, and ADVANCED DISASTER RECOVERY. The 'Backup' section is configured to back up the 'Entire machine' to 'NutanixObjects' on 'Monday to Friday at 04:30 PM (Always incremental)'.

Review protected workloads and backup status

BUYER NEED

Make the commercial requirement operational.

Recovery guidance and modern buyer expectations are shifting the focus from backup completion to verified, auditable restoration.

BUYER TRIGGER

A buyer is asking whether backups work, whether restores are tested, and whether recovery evidence can support a service review or audit.

PRODUCTS INVOLVED

Advanced Backup, Microsoft 365 Protection, Advanced Disaster Recovery, Cyber Protect Cloud

CONSOLE SURFACES

Backup management, Recovery actions, Reports, Audit log, Executive summary

01

Restore testing should cover the recovery scenarios buyers actually care about, not only random files.

02

A small recurring test is more valuable than a large test that never happens.

03

Keep restore evidence readable for non-technical buyers: source, target, date, result, and business impact.

04

Use failed or partial restore tests to improve policy, retention, and support process.

05

Test SaaS restore separately from device and server restore.

06

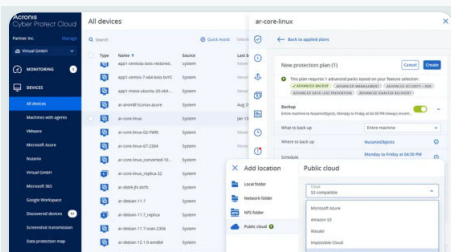
Tie restore tests to customer tiers so higher-value environments get stronger validation.

PRACTICAL PATH

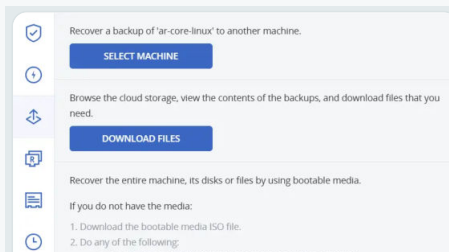
Turn the offer into a repeatable service motion.

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

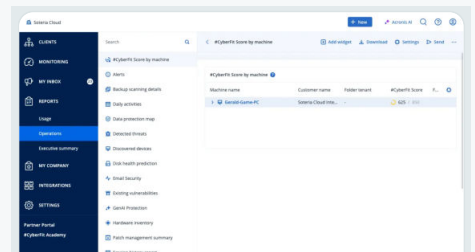
SELECT RESTORE SCENARIOS	Choose representative file, folder, mailbox, server, SaaS, or DR recovery tests based on business priority.
CONFIRM RESTORE POINTS	Check backup history and available recovery points before running a test so the test maps to a real recovery objective.
RUN THE RESTORE	Restore to an agreed test location or safe target, then validate access, data integrity, permissions, and application behavior.
RECORD THE OUTCOME	Capture the restored item, source, target, recovery point, owner, result, and any remediation actions.
REPORT TREND AND GAPS	Use Reports and Executive summary to show restore confidence, open gaps, and improvements since the previous review.



Review protected workloads and backup status



Use recovery actions for the selected scenario



Convert restore activity into service evidence

BUYER OUTCOME

Move the backup conversation from stored copies to visible restore confidence for files, systems, SaaS data, and critical workloads.

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

- Restore scenario list
- Recovery point used
- Successful restore confirmation
- Failed restore remediation
- Customer-facing restore summary

Measures to review

- Restore tests completed
- Restore success rate
- Average restore time
- Policy gaps corrected
- Critical workloads tested

01

Restore tests completed

02

Restore success rate

03

Average restore time

04

Restore scenario list

05

Recovery point used

06

Successful restore confirmation

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.