



ACRONIS-POWERED. SOTERIA CLOUD DELIVERED.

How to review usage, subscriptions, and service packaging

Make service consumption understandable by tying users, workloads, storage, service packs, and commitments to buyer outcomes.

Buyer-ready

Operational evidence

Total Data Protection

BEST FIT

MSPs, resellers, finance teams, customer success teams, and buyers reviewing recurring service cost.

The buyer needs to understand what is included, what changed, why cost moved, and where service coverage should expand.

Acronis

Powered by Acronis



Soteria Cloud delivered

Soteria Cloud

+ New

Acronis AI

Q

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CLIENTS

MONITORING

MY INBOX 23

REPORTS

MY COMPANY

Acronis Cyber Protect Cloud ACTIVE

Pricing plan

Payment method Billing is managed by distributor

Data center France, Strasbourg (EU)

Billing information Edit

Company billing information Soteria Cloud

Review service subscription and commitments

BUYER NEED

Make the commercial requirement operational.

Recurring cloud protection requires transparent usage, clear commit levels, service tier alignment, and simple expansion conversations.

BUYER TRIGGER

The buyer needs to understand what is included, what changed, why cost moved, and where service coverage should expand.

PRODUCTS INVOLVED

Cyber Protect Cloud, Advanced Backup, Microsoft 365 Protection, RMM, EDR, Email Security, DLP

CONSOLE SURFACES

Subscription, Reports, Clients, Configure services, Executive summary

01

Explain service packaging by protected outcome before showing line items.

02

Break usage into users, workloads, storage, devices, services, and add-ons.

03

Show what is included in a commitment and what can create overage or expansion cost.

04

Use unprotected assets as a risk conversation before making it a pricing conversation.

05

Make customer tier changes visible before renewal or billing surprises.

06

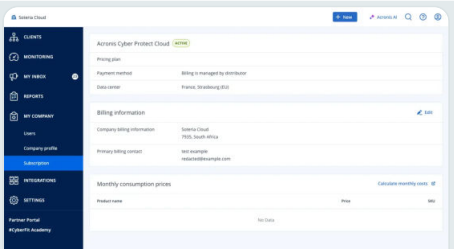
Keep the commercial review connected to the protection review.

PRACTICAL PATH

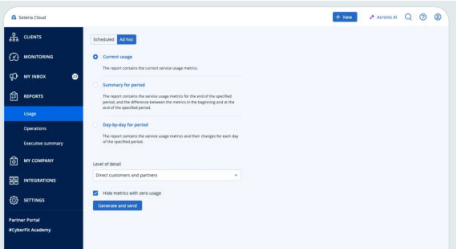
Turn the offer into a repeatable service motion.

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

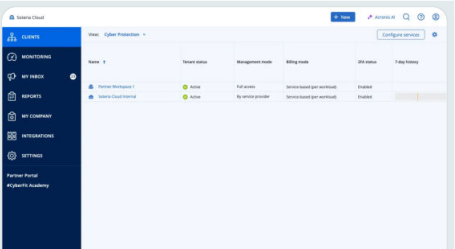
CONFIRM PACKAGE SCOPE	List the service tier, included products, protected asset types, storage assumptions, and agreed commitment level.
REVIEW CURRENT USAGE	Use Subscription and Reports to check protected users, devices, workloads, storage, add-ons, and service changes.
EXPLAIN MOVEMENT	Separate growth, onboarding, storage retention, new services, and exceptions so the buyer understands why usage changed.
MAP GAPS TO OPTIONS	Show unprotected assets, higher-risk users, excluded workloads, or missing services as clear coverage choices.
RECORD DECISIONS	Capture accepted usage, approved expansion, deferred protection, and any pricing or commitment changes.



Review service subscription and commitments



Use usage reports to explain consumption



Tie usage back to customer and tenant scope

BUYER OUTCOME

Make service consumption understandable by tying users, workloads, storage, service packs, and commitments to buyer outcomes.

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

- Subscription view
- Usage report
- Protected asset count
- Coverage gap list
- Approved commercial decisions

Measures to review

- Usage variance explained
- Commitment fit
- Unprotected assets reviewed
- Approved expansions
- Billing questions reduced

01

Usage variance explained

02

Commitment fit

03

Unprotected assets reviewed

04

Subscription view

05

Usage report

06

Protected asset count

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.