

SOTERIA CLOUD CYBER PROTECT CLOUD

How to standardize cyber protection across customers

Unify backup, security, endpoint management, and recovery around a protection model that is easier to explain and operate.

Cyber protection platform

Acronis Cyber Protect Cloud

Total Data Protection

BEST FIT

MSPs, resellers, and IT leaders replacing fragmented backup and security stacks.

Security tools, backup tools, and management tools often live in separate silos. That creates blind spots when downtime, ransomware, user error, or device failure hits.

Acronis Powered by Acronis

Soteria Cloud

+ New

Acronis AI

CLIENTS

MONITORING

MY INBOX 23

REPORTS

View: Cyber Protection

Configure services

Name	Tenant status	Management mode	Billing mode	2FA status	7-day history
Partner Workspace 1	Active	Full access	Service-based (per workload)	Enabled	
Soteria Cloud Internal	Active	By canister provider	Service-based (per workload)	Enabled	

Tenant coverage and protection readiness view

DECIDE FIRST

Make the business choices clear before rollout.

Useful protection starts with the workloads, users, data, recovery targets, and risk decisions that shape the service.

01**Which workloads and tenants need the same baseline****02****Where backup, security, and management policies differ****03****Which reports prove coverage and service progress****04****How exceptions are approved and reviewed****05****What recovery targets matter for each customer tier****06****Who owns service review and incident escalation**

Readiness checklist

- Inventory endpoints, servers, SaaS tenants, and priority users
- Group customers by risk profile, industry, and recovery tolerance
- Set a standard policy baseline before custom exceptions
- Confirm restore paths for files, systems, and SaaS data
- Align reporting with monthly service reviews

Gaps to close

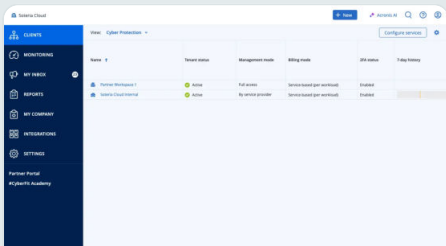
- Different tools creating different protection stories
- Unknown backup coverage across remote endpoints
- Security alerts with no recovery plan behind them
- Retention policies that were never tied to business risk

PRACTICAL PATH

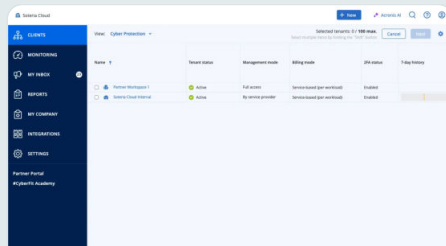
Turn the requirement into an operating model.

Soteria Cloud surrounds Acronis technology with assessment, policy design, onboarding, review, and support ownership.

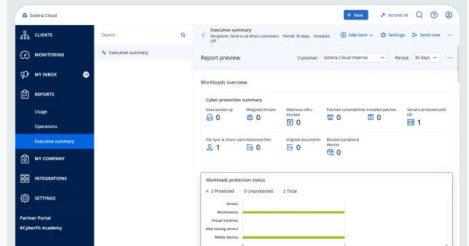
MAP THE ESTATE	List the protected workloads, unprotected systems, user groups, tenants, and known recovery priorities.
DEFINE BASELINES	Create customer tiers with required backup, security, management, retention, and reporting standards.
ROLL OUT BY PRIORITY	Start with high-value workloads and users, then expand to lower-risk systems once visibility is stable.
VALIDATE RECOVERY	Run targeted restore checks and confirm that support teams know the expected escalation path.
REPORT PROGRESS	Show protected assets, open exceptions, blocked threats, backup status, and review actions in one rhythm.



Confirm customer and tenant scope



Enable the right protection services



Review customer-ready evidence

SOTERIA CLOUD OFFER
Soteria Cloud Cyber Protect Cloud

POWERED BY
Acronis Cyber Protect Cloud

SERVICE FIT
Best for buyers that want a single Soteria Cloud protection standard across backup, security, management, and recovery.

OUTCOME

Reduce tool sprawl across backup and security. The plan is stronger when controls, recovery expectations, and reporting evidence are connected from the start.



EVIDENCE

Measure the things that prove protection is working.

Good cyber resilience is visible. Buyers need coverage, exceptions, recovery confidence, and service actions they can understand.

01

Coverage by workload and customer tier

02

Backup success and restore validation rate

03

Endpoint protection status

04

Open policy exceptions

05

Monthly review actions closed

Business outcomes

- Reduce tool sprawl across backup and security
- Recover workloads and SaaS data with more confidence
- Give service teams a single protection story to sell and support

Strong fit scenarios

- Standardize customer protection packages
- Replace fragmented backup and endpoint tools
- Create a recurring cyber resilience service

SOTERIA CLOUD

All your data. One strategy. Zero compromise.

One cloud platform for backup, cyber protection, management, and recovery. Delivered with Soteria Cloud onboarding, support, reporting, and recurring review.