



Acronis

SOTERIA CLOUD SOLUTION BROCHURE

Build the cloud service your customers are asking for

Acronis Cyber Frame combines infrastructure, protection and service-provider operations in one coherent IaaS platform.



Infrastructure demand is changing. Customers want alternatives to expensive legacy virtualisation, more predictable cloud economics and better control over where workloads run. Cyber Frame gives service providers a practical way to respond without assembling a new platform from disconnected products.

Control: Choose Acronis-hosted Cloud, provider-hosted Local, or a phased combination.

Protection: Integrate backup, security, resilience and RMM into the workload service.

Revenue: Turn infrastructure into a differentiated recurring managed service.

Infrastructure is becoming a service conversation again

The strongest opportunity is not a simple hypervisor swap. It is the chance to redesign how infrastructure is packaged, protected, billed and supported.



Four market pressures create the opening

- Legacy virtualisation economics are forcing providers and customers to reassess platform choices.
- Hyperscaler bills can become difficult to forecast when services, data transfer and support are added.
- Data residency and regional performance are increasingly part of infrastructure decisions.
- Customers expect cyber protection and recoverability to be designed into the service, not bolted on later.

A controlled path forward

Cyber Frame supports phased migration and coexistence. Direct bulk migration can accelerate supported moves, while staged and backup-based approaches give teams time to validate, synchronise and cut over with greater control. Selective migration can start with low-risk or high-value workloads before a broader transition.

The commercial shift: Move the conversation from virtualisation cost alone to the value of a complete protected IaaS service: infrastructure, recovery, security, visibility, customer access and operational support.

One platform, two routes to market

Start quickly through Acronis-hosted infrastructure or build deeper ownership through provider-hosted infrastructure.



	Cyber Frame Cloud	Cyber Frame Local
Launch profile	No infrastructure purchase; fast service activation	Qualified cluster deployment and provider operations
Control profile	Acronis operates the underlying infrastructure	Provider controls hardware, location, performance and lifecycle
Customer experience	Provider-delivered and packageable under the partner service	Native multitenancy, quotas, self-service and provider branding
Growth path	Ideal for proving demand and scaling consumption	Ideal when infrastructure ownership becomes strategically valuable

Protected by design

- Backup integrated into the Cyber Frame VM lifecycle.
- Security controls available around anti-malware, anti-ransomware, behavioural detection and EDR/XDR capabilities according to the service plan.
- Disaster recovery, failover and failback options for workloads requiring higher resilience.
- RMM, PSA and API-aligned operations to reduce tool switching and manual administration.

Launch a service, not another technology project

Soteria Cloud helps partners connect the technical design to the commercial offer and the customer outcome.

1. **Discover.** Inventory workloads, dependencies, current costs, RPO/RTO needs, data-location requirements and customer priorities.
2. **Design.** Select Cloud, Local or a phased model; define migration waves, protection tiers, responsibilities and service boundaries.
3. **Validate.** Run a proof of concept with representative workloads, testing performance, recovery, networking, monitoring and customer access.
4. **Package.** Create clear service tiers, usage rules, support coverage, onboarding steps and a margin model that can scale.
5. **Launch and optimise.** Move in controlled waves, review utilisation and protection posture, and expand into higher-value managed services.

Ready to assess Cyber Frame?

Bring us one target workload group, the current platform and your desired service model. We will help structure the next decision.

[Talk to AB - Soteria Cloud Sales](#)

Financial outcomes cited by Acronis are illustrative and depend on utilisation, hardware, service packaging, partner tier, customer mix and operating costs. They are not guarantees. Product capability and availability can vary by data centre, edition and licensed service plan.