



IT NATION™

SECURE

hosted by  CONNECTWISE



Maximize Profit

ConnectWise Co-Managed Backup™ with Axcient

Presented by: Mike Goldberg, Adam Preeo, and Topher Barrow



IT NATION™ **SECURE**

Agenda

1 **Introductions**

2 **Asio™ Integration**
ConnectWise RMM™

3 **Axcient Capabilities**

4 **Co-Managed Backup**
ConnectWise NOC Services™

5 **Partner Program**
BCDR & Security

6 **Product Roadmap**
ConnectWise & Axcient

Introductions



Mike Goldberg

VP Global Sales Unified
Monitoring and
Management
ConnectWise



Adam Preeo

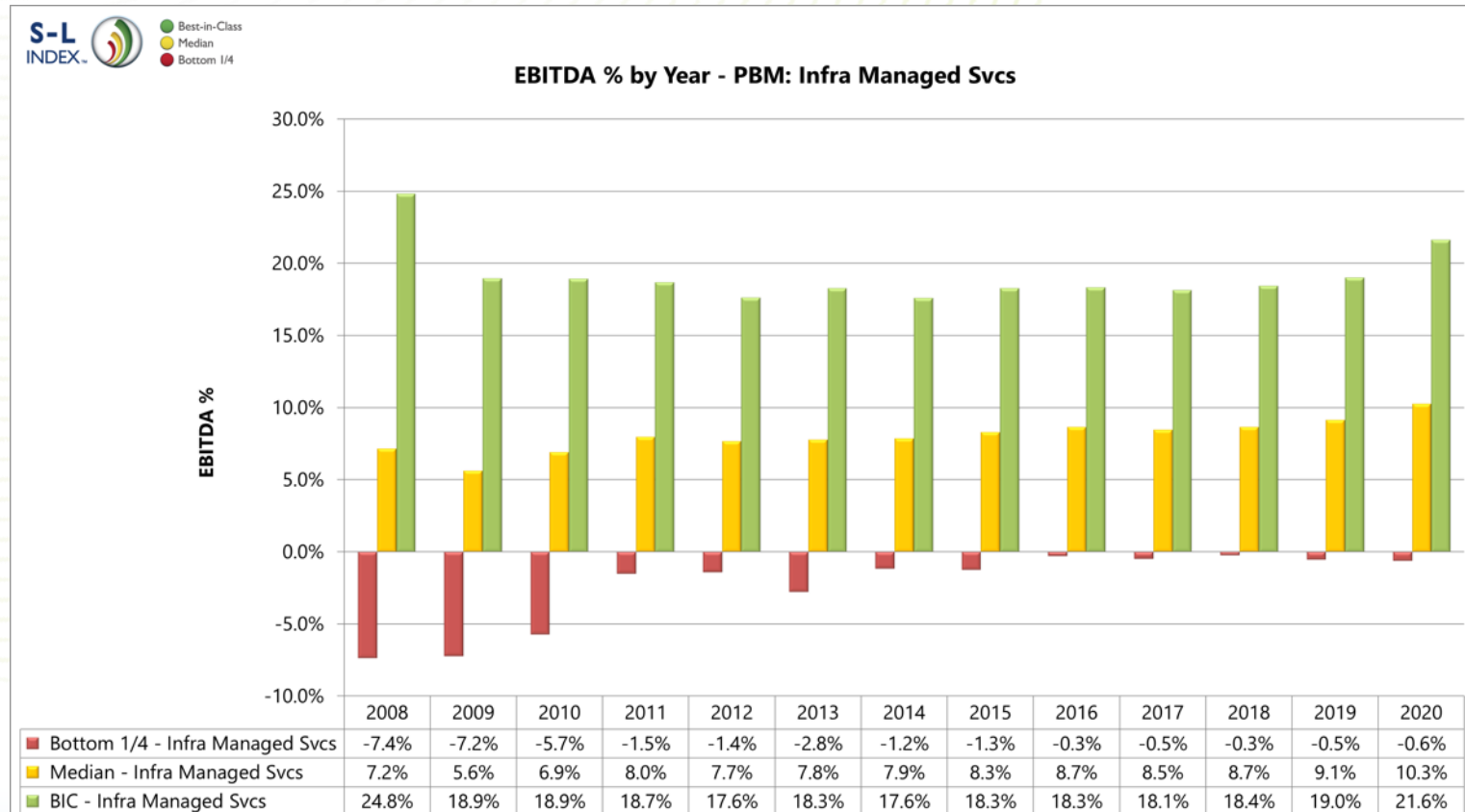
VP Product
Axcient



Topher Barrow

Manager Technical Sales
ConnectWise

10+ Year Benchmark: MSP Profit



2.1 x EBITDA =
2.1 x Stock Value

Announcing New Asio Integration



CONNECTWISE®

+

Axcient

The Axcient ConnectWise integration is exciting because it will give us better visibility into the management of our client operations, and Co-Managed Backup strengthens our ability to provide top-notch security without requiring us to add staff in house.”

- Robert Cioffi

CTO and Co-Founder, Progressive Computing

Integration Features



Agent Deployment



Backup Status



Screenshot Verification



Alerts to Tickets



Billing



NOC Services

ConnectWise Asio and Axcient

CONNECTWISE Support Resources

Workstations & Servers Total 59 Filtered 0 Selected 0 Protected 4 Unprotected 55

Run Manage Endpoint Policy Management Other Devices

Search for devices

General Patching Integrations Networking **BDR**

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Name	Friendly Name	Log In	Device Type	Package	Protection Plan	Backup Status	Last Backup	Protected Data	Agent Version	Console Access
<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	ubuntu-ibm.r1 dem...	ubuntu-ibm.r1demo.com	→	Server (Virtual)	Acronis	Backup to...	Failed	Tue, Jun 21, 2...		15.0.29695	Link
<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	vspc	vspc	→	Server (Virtual)	Acronis	Backup to...	OK	Fri, May 26, 2...		15.0.35320	Link
<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	veeam01	veeam01	→	Server (Virtual)	Veeam NO...	Daily Back...	Success	Fri, May 26 at ...	100 GB	15.0.31771	Link
<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	AXCIENT01	AXCIENT01	→	Desktop (Virtual)	Axcient		Healthy	Fri, May 26, 2...	58 GB	2.38.1376	Link
<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	mssql	mssql	→	Server (Virtual)	Acronis	File Backu...	OK	Fri, May 26, 2...		15.0.35320	Link
<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	VEEAMVBR	VEEAMVBR	→	Server (Virtual)	Acronis	File Backup	Not p...			15.0.31771	Link
<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	veeam02	veeam02	→	Server (Virtual)	Veeam		Not p...			15.0.31771	Link
<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	bw-ws22-umm-tpa	bw-ws22-umm-tpa	→	Server (Virtual)	Axcient		Troub...	Thu, May 4, 2...		2.38.1376	Link
<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	TPA-HQ-SalesESX1....	VMware Host		Server							

Why Axcient?



Chain-Free

Independent backups, no cloud reseed, no data bloat.



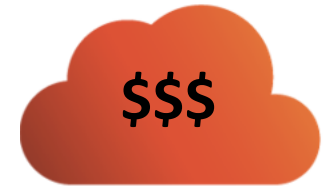
Security

With AirGap technology, requests to delete data are separated from the mechanics of data deletion.



Flexibility

Multiple deployment options.
Multiple hardware options.
Multiple data center options.
Choose what fits your business model.



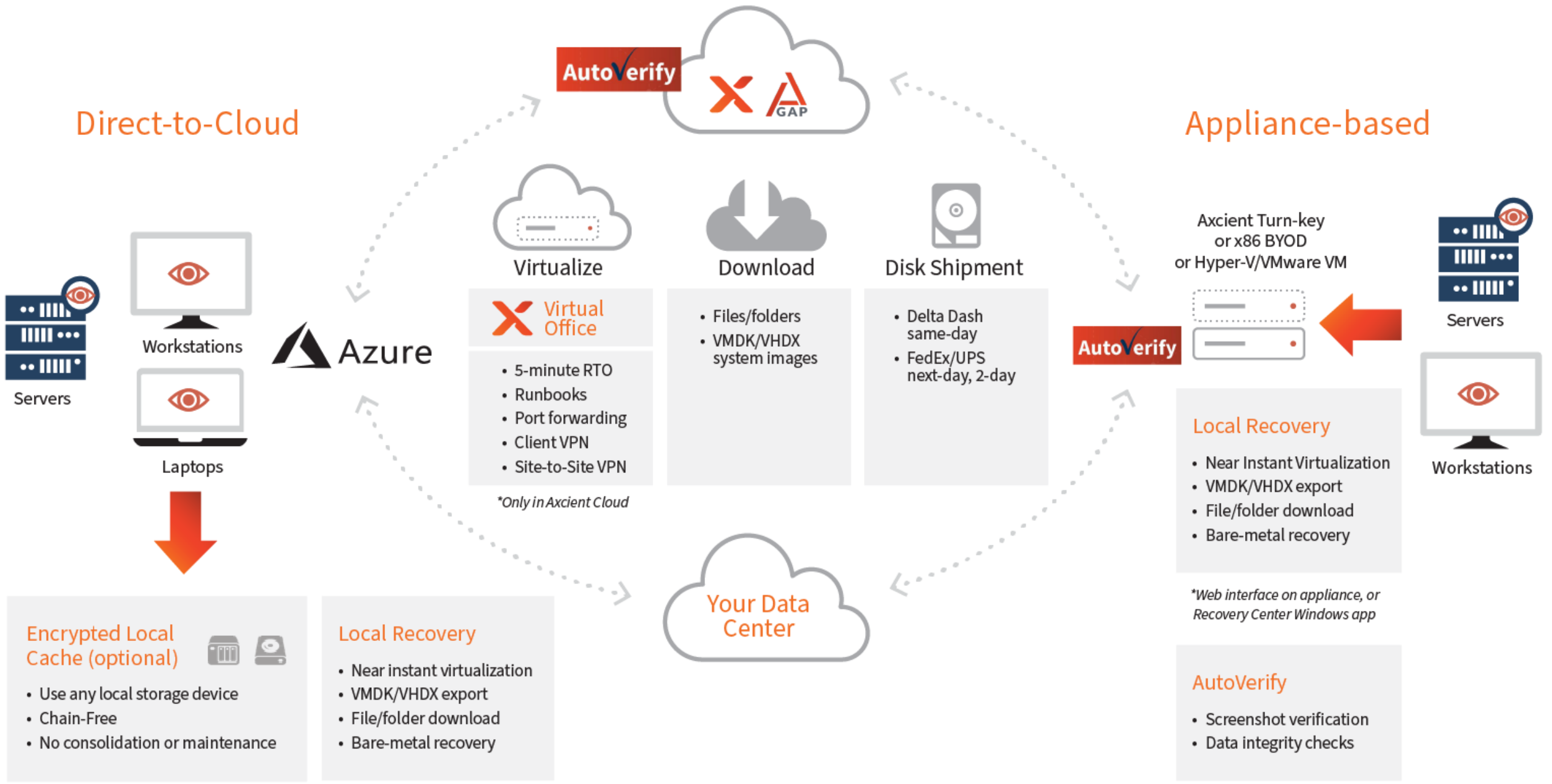
Worry Free Pricing

Limit unexpected overage charges with flat-fee pricing including storage.



x360Recover





Direct-to-Cloud

Appliance-based

AutoVerify



Azure

Virtualize



- 5-minute RTO
- Runbooks
- Port forwarding
- Client VPN
- Site-to-Site VPN

**Only in Axcient Cloud*

Download

- Files/folders
- VMDK/VHDX system images

Disk Shipment

- Delta Dash same-day
- FedEx/UPS next-day, 2-day

AutoVerify

Axcient Turn-key or x86 BYOD or Hyper-V/VMware VM

Local Recovery

- Near Instant Virtualization
- VMDK/VHDX export
- File/folder download
- Bare-metal recovery

**Web interface on appliance, or Recovery Center Windows app*

AutoVerify

- Screenshot verification
- Data integrity checks

Your Data Center

Encrypted Local Cache (optional)



- Use any local storage device
- Chain-Free
- No consolidation or maintenance

Local Recovery

- Near instant virtualization
- VMDK/VHDX export
- File/folder download
- Bare-metal recovery



Servers



Workstations



Laptops



Servers



Workstations

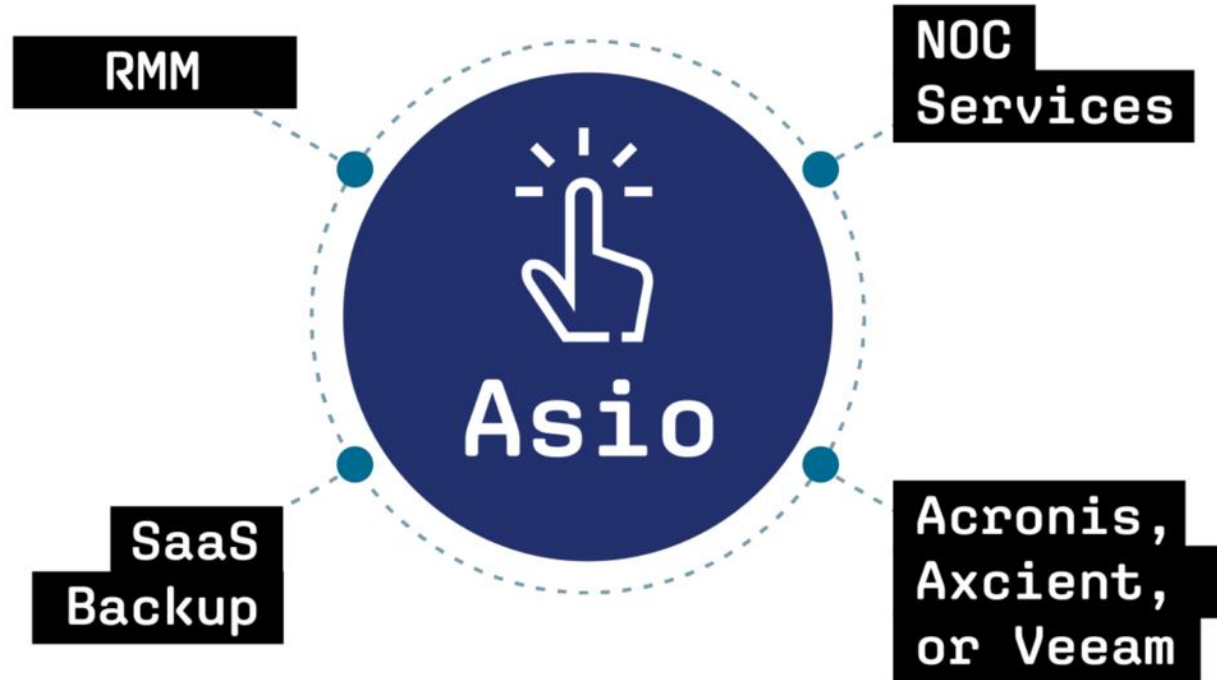
“I’m making six figures more than I was last year on backup savings alone. I don’t know why anyone wouldn’t move to Axcient. We were a Datto partner for about five years, and we were struggling with the price, the support, and minor upgrades to their hardware. We were really getting nicked and dimed, and our clients were getting beat up by it.”

- Todd Maddex

President, Tampa Bay Tech Solutions

ConnectWise Business Continuity

1. Co-Managed Backup
 - Single Management Console
 - Acronis, Axcient, and Veeam
 - ConnectWise NOC Services
2. SaaS Backup
 - Microsoft 365 & Azure AD
 - Google Workplace



Managed Backup: “Done-with-You”

BCDR Activity or Resource	DIY	DWY
Monitor Alerts	MSP Tech	ConnectWise NOC
Troubleshoot Backup Failures	MSP Tech	ConnectWise NOC
Disaster Recovery	MSP Tech	ConnectWise NOC
MSP Tech Time and Cost	High	Low
24/7 Follow-the-Sun Support	No (usually)	Yes
Multi-BCDR Management	Multi-vendor UX	ConnectWise Asio
Partner Program	Less MDF	More MDF & Personnel

Return on Investment (ROI)

	DIY	Done-with-You
Server Count	15	15
Management	37-Hours	3-Hours
24/7 Support	No	Yes
MDF	No	Yes
Cost	100%	20%

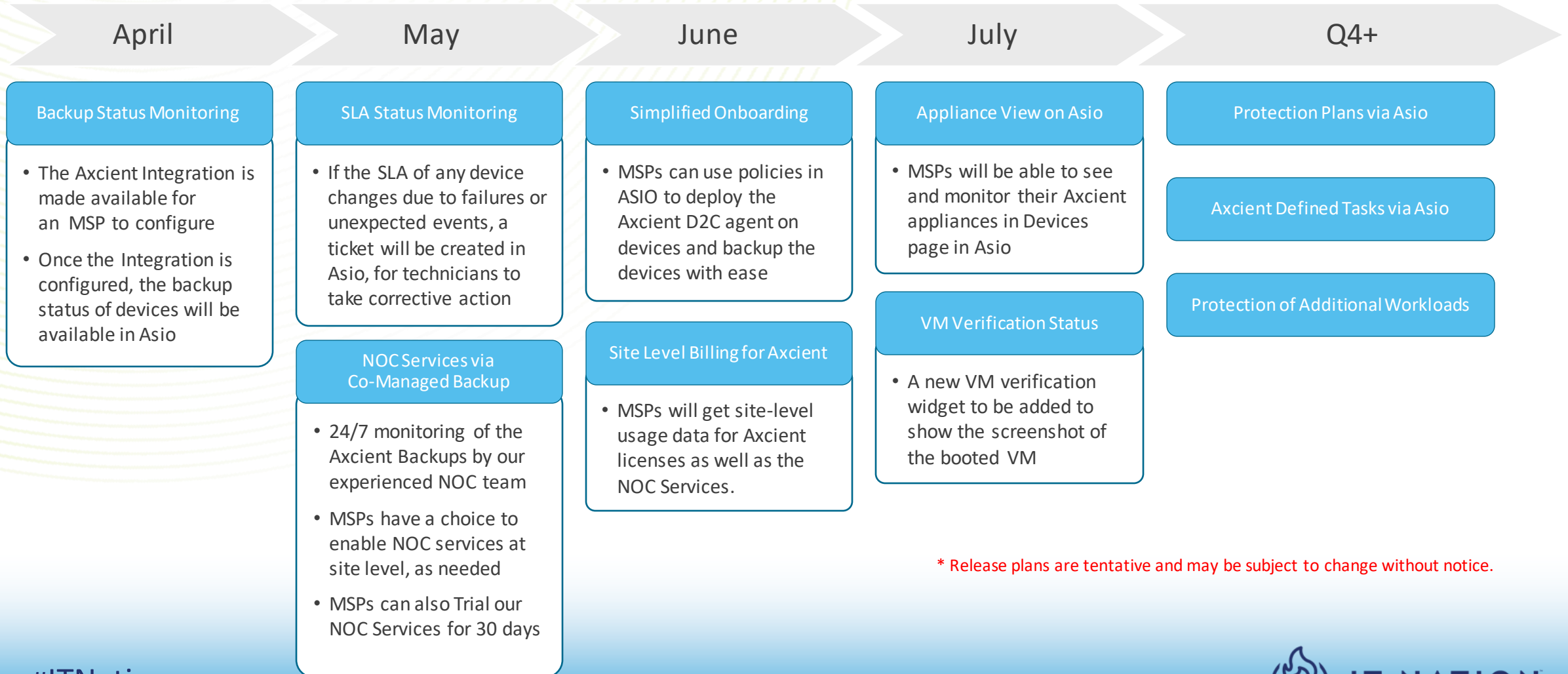
ConnectWise Co-Managed Backup saves up to 80% of cost and 90% of BCDR management time.

“We get what we intended to get from ConnectWise Co-Managed Backup, which is **peace of mind** around backup failures which we consider production failures. We appreciate the NOC monitoring our backups and the quick response we get when there are backup failures.”

- Esteban Delgado

CTO, BIZITSS

ConnectWise & Axcient Product Roadmap



* Release plans are tentative and may be subject to change without notice.

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Don't forget to fill out your

SESSION SURVEY