FLEX SPEND
for Backup

datto
A Kaseya COMPANY

Protect Your Investment While Adapting to Your Clients' Needs

In the ever-evolving business landscape, one thing remains constant: change. As managed service providers (MSPs) know all too well, staying ahead of the curve is not just a strategy — it's a necessity. Technology is advancing at an unprecedented rate, and your clients are continually adapting — and so should you.

Your clients' IT needs may change, but data protection is a must

The data protection requirements of businesses are continually changing, whether it's migrating their on-premises workloads to the cloud or transitioning from Microsoft Exchange to Microsoft 365. Let's say a few of your clients want to migrate their on-premises servers to Microsoft Azure. How do you plan on recovering the sunk investment you made on backup appliances?

This is where our revolutionary *FLEX*spend for Backup program comes in. It offers a game-changing solution that empowers MSPs to adapt to their clients' ever-shifting needs while also safeguarding their investments.

Futureproof your backup services with *FLEX*spend for Backup

*FLEX*spend for Backup allows you to flexibly reassign your committed contract investments from one Datto Backup solution to another. You can replace any Datto Backup solution with another to match your clients' needs without worrying about sunk costs. It's a win-win scenario — your clients get exactly what they need, and you get to protect your margins.
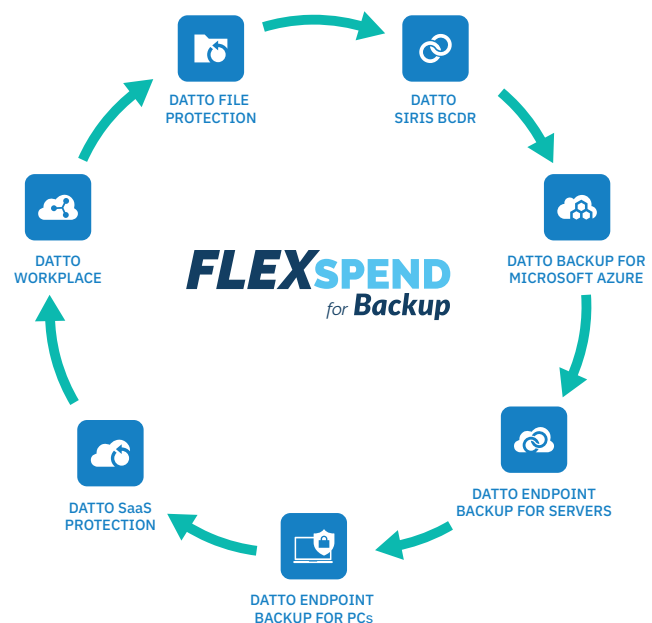
Protect your investment

The heart of this program lies in its ability to safeguard your investment. *FLEX*spend assures that your backup investments deliver margins while addressing ever-changing client needs.

Predictable returns

MSPs waste up to 30% of costs on multiple vendors whose solutions and licensing are locked into specific platforms. *FLEX*spend lets you plan and predict your business without being locked into the underlying infrastructure.

Power of adaptability

You can flexibly reassign your backup investments to any type of workload and data, even in the case of lost clients or M&A. You can also migrate data within the migration period without extra fees.

FLEX SPEND *for Backup*

- DATTO FILE PROTECTION
- DATTO SIRIS BCDR
- DATTO BACKUP FOR MICROSOFT AZURE
- DATTO ENDPOINT BACKUP FOR SERVERS
- DATTO ENDPOINT BACKUP FOR PCs
- DATTO SaaS PROTECTION
- DATTO WORKPLACE

5 Ps of *FLEX*spend

Protect data wherever it lives

Protect client data and workloads no matter where they live with Datto's most complete backup portfolio — expanding your revenue and margin opportunities.

Propel your MSP growth

Specifically designed for MSPs, most Datto solutions offer immediate ROI with larger margins without any CAPEX investment.

FAQ

Why do I, as an MSP, need *FLEXspend* for Backup?

Let's say your client has an on-premises server that you protect with the Datto SIRIS BCDR appliance under a committed term — and the client wants to migrate the workload to Microsoft Azure. As with any other cloud vendor, Microsoft does not automatically back up cloud VMs. However, with *FLEX*spend for Backup, you can easily switch from on-premises backup to Datto Backup for Microsoft Azure.

Do I need to enroll in *FLEX*spend?

No. *FLEX*spend automatically safeguards your current and new Datto Backup purchases. If your clients' data protection needs change and you're interested in switching to another Datto backup technology, all you have to do is contact your Account Manager.

Are all Datto Backup products included in *FLEX*spend?

Yes. All current and future Datto backup products are included in the program. Datto SIRIS BCDR, Datto ALTO, Datto Backup for Microsoft Azure, Datto Endpoint Backup for Servers, Datto Endpoint Backup for PCs, Datto SaaS Protection, Datto Workplace and Datto File Protection are all covered.

As an MSP, can I switch the product from one client to another with *FLEX*spend?

Yes. You can generally transfer your backup investment from one client to another, whether to the same or different backup technology. This can help you protect your backup service margins when you lose a client or when a client undergoes M&A. Contact your Account Manager for more information.

Is there a migration period with *FLEX*spend?

Yes. There is a 60-day migration period with *FLEX*spend, during which both original and replacement products will be active to facilitate the migration without any additional charges. After 60 days, the original product licenses will be discontinued, and the payment attribution will be switched over to the new module.

How do I start the process of moving to a new solution with *FLEX*spend?

It's easy. Contact your Account Manager for the next steps.

Protecting business data wherever it lives

Datto Unified Backup gives MSPs the comprehensive tools necessary to protect their clients' files and applications, regardless of whether they live on local servers, SaaS applications, end-user computers or the cloud. Built specifically for MSPs, Datto's data protection solutions are reliable regardless of the size of the infrastructure. With a wide array of restore options to match different recovery scenarios, Datto Backup gives MSPs and clients IT peace of mind. You can rest assured that your business-critical data will be restored in seconds and normal business operation can continue in the event of a disaster or data loss.