

Superior Data Protection for Microsoft Azure Delivered at a Lower TCO



Datto, Inc. conducted the analysis within this document using the [Microsoft Azure pricing calculator](#), referencing Azure bills, and conducting interviews with Azure MSP customers. The statistics included are based on the US market.

Reduce the total cost of ownership (TCO) of your BCDR offering for Microsoft Azure by up to 50% by switching to Datto Backup for Microsoft Azure.

BCDR Can Be Costly with Native Azure Services

Managed Service Providers (MSPs) need a business continuity and disaster recovery (BCDR) solution to keep their clients protected everywhere – including Microsoft Azure.

Historically, MSPs have turned to native Azure services, like Azure Backup and Azure Site Recovery. However, many MSPs run into three challenges with BCDR in Azure that can limit their profitability:

1. Inconsistent and unpredictable costs

Many MSPs assume that Azure Backup would meet their clients' needs. Only later do they realize that the service level needed to deliver high-quality continuity often requires Azure Site Recovery, which can increase direct BCDR costs by up to 400%.

For both Azure Backup and Azure Site Recovery, there are numerous incremental variable costs. These often unexpected egress, storage, hosting and other charges could apply to any restores, recoveries or tests and can increase the MSP's cloud bill by 20-30%.

2. Not designed for MSPs

When using native BCDR services in Azure, the management experience is not designed for MSPs. There is no multi-tenancy out of the box nor user isolation out of the box.

Adding to an already high Azure tech workload, neither native Azure solution automates the task of verifying backups, requiring manual logins. This extra work adds to the TCO of the solution. Datto's solution, designed for MSPs, automates multiple tasks, allowing you to offer stronger RPO/RTO service levels, knowing backups are reliable and bootable.

3. Cloud skills gaps

The use of Microsoft Azure to deliver cloud native infrastructure is an emerging practice area for many MSPs. Recruiting and training certified Microsoft Azure experts is a tough challenge, while native Azure solutions do not provide in-depth technical support by default. Datto solves this problem by including 24x7 technical support in the subscription, adding peace of mind and allowing you to focus on growing your cloud practice.

By the numbers: Datto Backup for Microsoft Azure vs. Azure Backup and Azure Site Recovery

Using the **Azure pricing calculator**, the estimated monthly **production cost** for a 512 GB Azure D-series VM with 4 CPUs is \$250-\$300 USD. Below is a table showing how the direct costs for Datto's solution compares with native Azure services, as well as the TCO.*

	Datto Backup for Microsoft Azure	Azure Backup	Azure Backup and Azure Site Recovery
Direct cost	\$139	\$55 – \$65	\$215 – \$235
Backup Verification	✓ Daily, automatic, included in price	✗ Manual, weekly, incremental \$15-25 internal ops cost per test	✗ Manual, weekly, incremental \$15-\$25 internal ops cost per test
Failover Operations	✓ Included for restores to Datto Cloud	✗ Incur variable fees based on VMs in use, estimated at \$5 monthly	✗ Incur variable fees and egress charges, estimated at \$10-\$15 monthly
24x7 technical support	✓	✗ Additional cost	✗ Additional cost
Monthly TCO	\$139	\$135 – \$155	\$300 – \$325

Following assumptions apply: Production VM: D-series with 4 CPUs + Premium SSD and no Azure Hybrid Benefit; Verification: 1 backup/week, 15 min, \$60/hr Failover operation: D4s v4, 30 days/yr

Included with Datto Backup for Microsoft Azure at no extra cost

- Backup copies in Microsoft Azure and in Datto Cloud
- Daily backup verification
- Powerful integrations with major PSA and RMM tools
- Automated Hero reports
- 24x7 Datto Cloud security monitoring
- 24x7 award-winning technical support
- DR failover to Datto Cloud
- DR testing in Datto Cloud

Start saving with Datto Backup for Microsoft Azure

Ready to lower your cloud TCO? Learn more at datto.com/azure or talk to your account representative.



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