

Acronis Backup Cloud and Acronis Disaster Recovery Cloud licensing changes in Acronis Cyber Cloud 8.0

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What is an edition?

Editions split the product by feature sets, fitting the needs and budgets of customers with different environment sizes and requirements. Editions are designed to help ensure accessible protection at different levels (which is also consistent for the entire environment) and to simplify the selection and sizing of the product during the pre-sales phase.

“Standard”, “Advanced” and “Disaster Recovery” editions of Acronis Backup Cloud

Beginning with version 8.0, Acronis Backup Cloud and Acronis Disaster Recovery Cloud are available in three editions:

Standard edition. Includes all features in Acronis Backup Cloud 7.9 and multiple new features added in 8.0.

Advanced edition. Includes all features in the Standard edition, plus a number of “advanced” features. These additional features include those related to scalable management of larger infrastructures and support for additional workloads.

Disaster Recovery edition. Includes all features in the Advanced edition, plus all features of Acronis Disaster Recovery Cloud.

Where can I find more details about the Advanced edition feature set?

The table below offers key information about features available in the Advanced edition.

How do the editions compare in terms of functionality?

FEATURES	STANDARD EDITION	ADVANCED EDITION	DISASTER RECOVERY EDITION
All Acronis Backup Cloud 7.9 features	✓	✓	✓
New “Standard” features in Acronis Backup Cloud 8.0	✓	✓	✓
New “Advanced” features in Acronis Backup Cloud 8.0 <ul style="list-style-type: none"> • Group management of devices • Centralized management of backup plans • Application-aware SAP HANA backup and recovery • Application-aware Oracle Database backup and recovery • Cluster-aware backup of Microsoft SQL Server • Cluster-aware backup of Microsoft Exchange Server • Script-based backup location selection 	X	✓	✓
All features of Acronis Disaster Recovery Cloud, including new DR features in 8.0	X	X	✓

Are editions applied to an entire tenant or to particular devices?

Editions are per-customer-tenant, so each customer tenant has one edition with all customer devices licensed by Standard, Advanced or Disaster Recovery editions.

Can I change the customer tenant edition?

Yes, you can change the customer tenant edition – upgrade and downgrade options are available in the management console. Please be aware that in case of a downgrade, data specific to an edition can be decommissioned. For instance, downgrading from the Disaster Recovery to the Advanced edition will lead to the decommissioning of Disaster Recovery data.

Will the three new editions be available for all Acronis cloud partners with the 8.0 rollout?

After the 8.0 rollout, all Acronis Backup Cloud customer tenants will be automatically switched to the **Standard** edition.

- For **service providers with direct contracts**, the new Advanced and Disaster Recovery editions will be available after the Acronis provisioning team activates the new edition types in their Acronis data center. Activations will be performed one data center at a time and will take place after the 8.0 rollout is completed in the particular data center. Following activation, the SP should accept the new platform terms in the management portal (after the console login).
- For **service providers with indirect contracts** (through cloud distributors), the new Advanced and Disaster Recovery editions will be available after the 8.0 rollout is completed in their Acronis data center and after the cloud distributor activates the editions for sub-partners. Distributors can do this by sending an e-mail to their partner account manager (PAM). To access these new editions, the SP needs to accept the new platform terms in the management portal (after the console login).
- For **cloud distributors**, the Advanced and Disaster Recovery editions will be available for their sub-partners once:
 - The 8.0 rollout is completed in their Acronis data center
 - The cloud distributor has sent an e-mail to its partner account manager (PAM) granting permission to enable the new editions for their sub-partners and the Acronis provisioning team has enabled the new functionality for the reseller sub-partners
 - A sub-partner has accepted the new platform terms in the management portal (after the console login)

Please note that Acronis Disaster Recovery Cloud (and, thus, the Disaster Recovery edition) is not yet available in the EU1 data center (Strasbourg, France). We aim to enable the service in this data center in Q3 2019.

If you don't know your PAM, please send an email to sp@acronis.com.

Which edition(s) will my customer tenants be switched to after the 8.0 version rollout?

After the 8.0 rollout, all Acronis Backup Cloud customer tenants will be automatically switched to the **Standard** edition. You will be **able to upgrade tenants** to the Advanced or Disaster Recovery editions thereafter.

What will happen to Acronis Disaster Recovery Cloud customer accounts after the 8.0 rollout?

The customers tenants with Disaster Recovery Add-on activated will be automatically switched to the combination of Standard Edition & legacy Disaster Recovery Add-on.

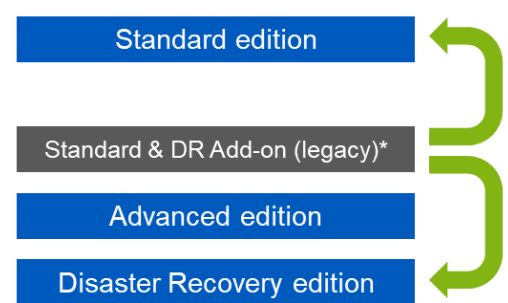
After the 8.0 rollout, Acronis Disaster Recovery Cloud customers can:

1. Switch to the new Disaster Recovery edition (**recommended** as the most convenient and profitable option for providers)
2. Switch to the “pure” Standard edition, which will **deactivate** the DR functionality
3. Stay with the Standard Edition & legacy DR Add-on until Acronis Cyber Cloud 10.0 release (this combination will become obsolete by then)

Acronis Cyber Cloud 7.9

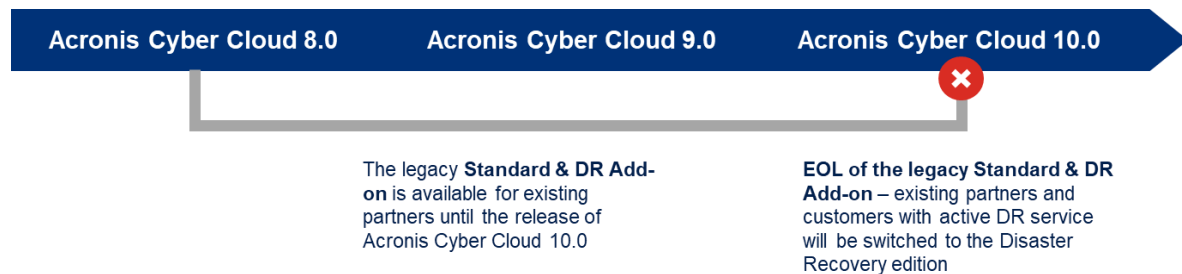


Acronis Cyber Cloud 8.0



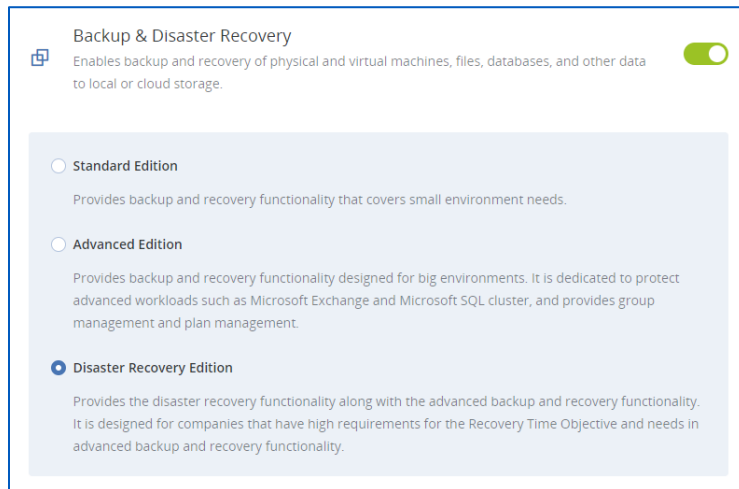
- Automatic transition when Acronis enables 8.0
- Transition initiated by partner (via the portal or API)

The combination of Standard Edition & legacy DR Add-on will be available for existing partners until the release of Acronis Cyber Cloud 10.0. The transition to the Disaster Recovery edition will become mandatory and will happen automatically with the Acronis Cyber Cloud 10.0 version rollout (partners will be notified about specific dates before the 10.0 release).



How do I switch the legacy DR Add-on customers to the Disaster Recovery edition?

In just a few clicks you can switch legacy DR Add-on customers to the new Disaster Recovery edition: Choose the Disaster Recovery edition for the customer tenant in the management portal – and click Save. There's no reconfiguration of the disaster recovery infrastructure setup needed.



How will the legacy DR Add-on be priced?

The legacy DR Add-on has no pricing change in version 8.0 – the price will remain the same as in Acronis Disaster Recovery Cloud 7.9.

How will Acronis Backup Cloud and Acronis Disaster Recovery Cloud licenses change in 8.0?

In 8.0, there will be three primary types of licensing changes. These are related to:

- The **Standard edition**: new product names for the same SKUs with no pricing change
- The **Advanced edition**: new SKUs added
- **Acronis Disaster Recovery Cloud/Disaster Recovery edition**: Acronis Disaster Recovery Cloud licensing and pricing was reworked completely, making it more straightforward and easier for partners to sell

Can you provide more detail about Acronis Disaster Recovery Cloud licensing changes?

Here is an overview of the licensing changes:

- Acronis Disaster Recovery Cloud is now available as the Disaster Recovery edition in Acronis Backup Cloud
- The new “Disaster Recovery” edition, complements Standard and Advanced editions
- In this edition, the DR Storage and Cloud Backup storage SKUs are merged into a single per-GB Cloud storage SKU
- Unit of measure is changed from the actual size of the production disk (previously used for DR Storage) to the compressed backup archive size, in line with cloud backup
- The compute points pricing was adjusted to keep the overall pricing balanced

PRODUCT ITEMS IN 7.9
Acronis Backup Cloud – Acronis Hosted (per GB)
Acronis Disaster Recovery Cloud – Acronis Hosted (per GB)
Acronis Disaster Recovery Cloud – Acronis Hosted - 1 compute point (per running hour)
Acronis Disaster Recovery Cloud – Public IP Address



PRODUCT ITEMS IN 8.0
Acronis Disaster Recovery Cloud – Acronis Hosted (per GB)
Acronis Disaster Recovery Cloud – 1 compute point (per running hour)
Acronis Disaster Recovery Cloud – Public IP Address

New disaster recovery licensing advantages for partners include:

- On average, around 30% cost reduction for per-GB model and 15% for per-device model
- Edition-based pricing simplifies per-customer product selection, sizing, and next-level entire-environment protection
- More transparent and simpler storage-licensing schema, which is more familiar to partners (one billable item instead of two, with a familiar unit of measure)

What if customers want to protect only mission critical servers with Disaster Recovery services?

Acronis Disaster Recovery Cloud is a service that protects a customer's complete environment. It gives an organization a total system backup, enabling business continuity in the event of system failure.

Indeed, it is still a common practice to categorize applications as "critical" and "non-critical" and have a DR plan only for the former – mainly because of the DR solutions costs. However, according to the recent [research](#) by IDC, ad hoc disaster recovery efforts that are applied to "non-critical" applications can take 30 days and more. Based on estimations by IDC, organizations that resume business operations longer than 30 days have 20% less chance of surviving. Plus, "critical" applications can depend on "non-critical" apps.

This means that in order to survive, customers need to have a complete DR plan that covers all critical, operational, and administrative applications. With Acronis Disaster Recovery Cloud, its new licensing and a lower TCO compared to expensive DR solutions, your customers can protect all applications without paying a fortune.

What if customers have various workloads in a single account, including those for which Disaster Recovery service is not available (workstations, mailboxes)?

Per-GB model:

Based on Acronis' research, only 19% of existing Acronis Backup Cloud customers have workloads of various types (heterogeneous environments) in a single account. These customers consume 75% of cloud storage with Servers and Virtual Machines – making edition-based licensing even more profitable for providers than legacy DR Add-on licensing.

Per-device model:

For devices that are not supported by Disaster Recovery Cloud, Advanced edition pricing applies.

Will there be pricing changes in version 8.0?

Yes, but only for certain items:

1. The Advanced edition – new SKUs will be added to pricelists.
2. The Disaster Recovery edition – Acronis Disaster Recovery Cloud licensing and pricing was reworked completely to make it simpler and (in most cases) cheaper.

The Standard edition will be priced the same way as Acronis Backup Cloud 7.9 – there will be no pricing changes.

Where can I find a new price list?

Please contact your account manager to get the new cloud pricelist. If you don't know your PAM, please send an email to sp@acronis.com.

How will SKUs change in 8.0?

Here is an overview of pricelist changes:

Per GB model changes

Items and SKUs in 7.9

SKU	Product name	Comments
SPBAMSENS	Acronis Backup Cloud – Acronis Hosted (per GB)	New product names in 8.0
SP3AMSENS	Acronis Backup Cloud – Google Hosted Storage (per GB)	
SQ2AMSENS	Acronis Backup Cloud – Azure Hosted Storage (per GB)	
SPBBMSSENS	Acronis Backup Cloud – Hybrid (per GB)	
SEBAMSENS	Acronis Disaster Recovery Cloud – Acronis Hosted (per GB)	Will be discontinued in 10.0
SECAMSENS	Acronis Disaster Recovery Cloud – 1 compute point (per running hour)	
SEDAMSENS	DR IP	New product name in 8.0

Items and SKUs in 8.0

SKU	Product name	Comments
SPBAMSENS	Acronis Backup Cloud Standard – Acronis Hosted (per GB)	Same SKUs with new product names, no pricing changes
SP3AMSENS	Acronis Backup Cloud Standard – Google Hosted Storage (per GB)	

SQ2AMSENS	Acronis Backup Cloud Standard – Azure Hosted Storage (per GB)	
SPBBMSSENS	Acronis Backup Cloud Standard – Hybrid (per GB)	
SQAAMSENS	Acronis Backup Cloud Advanced – Acronis Hosted (per GB)	New SKUs – Advanced edition
SQBAMSENS	Acronis Backup Cloud Advanced – Google Hosted Storage (per GB)	
SQCAMSENS	Acronis Backup Cloud Advanced – Azure Hosted Storage (per GB)	
SQDAMSENS	Acronis Backup Cloud Advanced – Hybrid (per GB)	
SQEAMSENS	Acronis Disaster Recovery Cloud – Acronis Hosted (per GB)	New SKU – Disaster Recovery edition
SQYAMSENS	Acronis Disaster Recovery Cloud – Acronis Hosted - 1 compute point (per running hour)	
SEDAMSENS	DR IP - Acronis Hosted	Same SKU with new product name, no pricing change

Per device model changes

Items and SKUs in 7.9

SKU	Product name	Comments
SPEAMSENS	Acronis Backup Cloud – Server (per device)	New product names in 8.0
SPFAMSENS	Acronis Backup Cloud – VM (per device)	
SPGAMSENS	Acronis Backup Cloud – Workstation (per device)	
SRAAMSENS	Acronis Backup Cloud – Office-365 (per seat)	
SQ8AMSENS	Acronis Backup Cloud – G Suite (per seat)	
SQ7AMSENS	Acronis Backup Cloud - Hosting Panel (per server)	

SRBAMSENS	Acronis Backup Cloud – Mobile (per device)	
SEAAMSENS	Acronis Backup Cloud – Website (per website)	
SPDAMSENS	Acronis Hosted Cloud Storage – Acronis Hosted (per GB)	No changes in 8.0
SPXAMSENS	Google Hosted Cloud Storage (per GB)	
SQ1AMSENS	Azure Hosted Cloud Storage (per GB)	
SEBAMSENS	Acronis Disaster Recovery Cloud – Acronis Hosted (per GB)	Will be discontinued in 10.0
SECAMSENS	Acronis Disaster Recovery Cloud – Acronis Hosted - 1 compute point (per running hour)	
SEDAMSENS	DR IP - Acronis Hosted	No changes in 8.0

Items and SKUs in 8.0

SKU	Product name	Comments
SPEAMSENS	Acronis Backup Cloud Standard – Server (per device)	Same SKUs with new product names, no pricing change
SPFAMSENS	Acronis Backup Cloud Standard – VM (per device)	
SPGAMSENS	Acronis Backup Cloud Standard – Workstation (per device)	
SRAAMSENS	Acronis Backup Cloud Standard – Office 365 (per seat)	
SQ8AMSENS	Acronis Backup Cloud Standard – G Suite (per seat)	
SQ7AMSENS	Acronis Backup Cloud Standard – Hosting Panel (per server)	
SRBAMSENS	Acronis Backup Cloud Standard – Mobile (per device)	
SEAAMSENS	Acronis Backup Cloud Standard – Website (per website)	

SQGAMSENS	Acronis Backup Cloud Advanced – Server (per device)	New SKUs – Advanced edition
SQHAMSSENS	Acronis Backup Cloud Advanced – VM (per device)	
SQIAMSENS	Acronis Backup Cloud Advanced – Workstation (per device)	
SQKAMSENS	Acronis Backup Cloud Advanced – Office-365 (per seat)	
SQLAMSENS	Acronis Backup Cloud Advanced – G Suite (per seat)	
SQMAMSENS	Acronis Backup Cloud Advanced – Hosting Panel (per server)	
SQNAMSENS	Acronis Backup Cloud Advanced – Mobile (per device)	
SQOAMSENS	Acronis Backup Cloud Advanced – Website (per website)	
SPDAMSENS	Acronis Hosted Cloud Storage – Acronis Hosted (per GB)	No changes in 8.0
SPXAMSENS	Google Hosted Cloud Storage (per GB)	
SQ1AMSENS	Azure Hosted Cloud Storage (per GB)	
SQPAMSENS	Acronis Disaster Recovery Cloud – Server (per device)	New SKUs – Disaster Recovery edition
SQQAMSENS	Acronis Disaster Recovery Cloud – VM (per device)	
SQRAMSENS	Acronis Disaster Recovery Cloud – Workstation (per device)	
SQZAMSENS	Acronis Disaster Recovery Cloud – Office-365 (per seat)	
SQTAMSENS	Acronis Disaster Recovery Cloud – G Suite (per seat)	
SQUAMSENS	Acronis Disaster Recovery Cloud – Hosting Panel (per server)	
SQVAMSENS	Acronis Disaster Recovery Cloud – Mobile (per device)	
SQWAMSENS	Acronis Disaster Recovery Cloud – Website (per website)	

SQXAMSENS	Acronis Hosted Cloud Storage - for Disaster Recovery Cloud (per GB)	
SQYAMSENS	Acronis Disaster Recovery Cloud— Acronis Hosted - 1 compute point (per running hour)	
SEDAMSENS	DR IP - Acronis Hosted	No changes in 8.0