



Office 365 backup powered by Metallic



Westcon  Comstor | CloudPlace

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Commvault in Azure

Your clients are looking for a multi-layered approach to data protection and security for their Office 365 environments. We've got you covered.

Now available through the Azure Marketplace, as a Westcon-Comstor partner, you can offer your clients Metallic™ Office 365 Backup & Recovery eDiscovery Edition from Commvault.

Not onboarded onto the Azure Marketplace? No problem. Our CloudPlace programme will take care of all the admin and legwork for you.



Why use Metallic?

Metallic™ Office 365 Backup & Recovery eDiscovery Edition, from Commvault, is an enterprise grade cloud backup solution for Office365 with unlimited Azure Cloud storage and zero egress costs.

It's the perfect solution for customers looking to add compliance capabilities to their data backup and recovery environment and procure it as Software-as-a-Service (SaaS).

An approved and accredited Azure Independent Software Vendor (ISV), Commvault's Metallic solution available on the Azure Marketplace provides hardened security protocols such as multifactor authentication, advanced data encryption, and zero-trust user access controls. With this, you can help a customer prevent unwarranted access to systems and data.

In addition, Microsoft doesn't currently have a tool that natively backs up O365 data and suggests you use a third-party tool like Commvault.



Why do you need it?

A SaaS-based offering, it is easy to procure and even easier to deploy. As a Westcon-Comstor CloudPlace partner, you can transact on the Azure Marketplace with confidence, and our relationship with Commvault as an ISV, ensures you don't have to jump through hoops to acquire the solution.

Metallic is great for customers with the following needs:

- Needing to create backup data copies and store them outside of source data to ensure backups are immutable, available, and safe from malicious attacks.
- Require a data protection solution that meets all industry compliance requirements as mapped out by governing bodies and regulatory frameworks.



Microsoft Azure

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- Need to locate active or deleted data effortlessly and/or rapidly recover from an attack.
- Granular search & eDiscovery with flexible point-in-time and out-of-place recovery options.
- Require deduplication and compression for optimised performance.

If your client isn't worried about the impacts of human error, malicious software, hacking or internal security threats. Then this solution is NOT for them. BUT suppose they understand the value of bedding down their data, securing it, and putting it in a third-party vault. In that case, they need Metallic™ Office 365 Backup & Recovery eDiscovery Edition from Commvault.



How does it work?

Procure Metallic off the Azure Marketplace and attach this cloud backup solution to all O365 licenses for coverage and protection of data across Exchange, Teams, OneDrive, and SharePoint data.

As a reseller, you need to be a Microsoft partner; we can help you set that up if you aren't. If you have a valid MPN account, we will onboard you onto our Westcon-Comstor CloudPlace programme, manage your onboarding onto the Azure Marketplace, and guide you on becoming a Commvault partner.

What if I am already onboarded on the Azure Marketplace?

Well, then you are good to go! We will provide you details to assign to

transactions to ensure your transactions count toward Azure Consumer Revenue.

Do I need to be a Commvault partner?

We suggest you do, and will assist with that and advise what technical training you may need. If your need is immediate, though, you can turn to your Westcon-Comstor team for support with informal training or lean on our technical resources.



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The benefits of selling Metallic on Azure?

What's in it for me, you ask! Firstly, you can delight your customers by helping them meet all their security needs, and secondly, you can increase your sales revenue.

Some key benefits by selling Metallic through Azure:

- Counts towards Azure Consumed Revenue
- Opens new profitable routes to market through digital platforms
- Potential for added rebates
- 100% SaaS, so no hardware requirement



Why partner with Westcon-Comstor

With our CloudPlace Programme, we are taking the hassle of onboarding to a cloud vendor's marketplace. We have an established partnership with Microsoft and an established relationship with Commvault. This means that all your partnership requirements are met in one place.

- We remove the stress of onboarding by doing it for you.
- We provide a single entry point onto Azure and to ISVs like CommVault.
- We get billed by Microsoft for Metallic, and we then bill you per user, per month.
- We manage the admin, billing, and margin related matters.
- We offer dedicated pre-and post-sales support lines.
- We can help you get certified through our academy.
- One system, one bill, one partner.
- And all of this is available through our CloudPlace Programme.

If your clients need backup, you need Commvault Metallic. And suppose you are looking to drive new revenues while being relevant in the cloud discussion. In that case, you need to join the Westcon-Comstor CloudPlace programme to become part of the ISV solution-selling revolution.

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Get in touch

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