



Microsoft + CrashPlan

Microsoft 365 backup and recovery, archiving, and compliance that's 100% Azure-centric

Quota Retired. AWS Competitive. Customers Satisfied.



Retire Quota Faster

- ✓ 100% Azure-centric for both compute and storage
- ✓ IP Co-Sell incentivized
- ✓ PRACR eligible for Azure consumed revenue
- ✓ MACC eligible to help customers reach spend commitment



Beat AWS, Win with Azure

- ✓ 100% of CrashPlan wins drive Azure consumption including archiving Exchange and SharePoint data
- ✓ Competitive edge over AWS competitors like Druva
- ✓ A preferred Microsoft 365 MBS solution
- ✓ Azure-centric eDiscovery and Search



Keep Customers Engaged

- ✓ Enhance customers' Microsoft 365 experience with simple deployment and use
- ✓ Grow your account long-term with a sticky solution
- ✓ Provide confidence in the value of Microsoft
- ✓ Leverage Azure OpenAI

Why It's Easy for You

- ✓ CrashPlan manages demos and support
- ✓ Stay informed on customer engagement
- ✓ Faster, smoother closes with Microsoft-first alignment

Why Customers Care

- ✓ Save money with flexible storage options including free Microsoft 365 OneDrive
- ✓ Meet compliance and cyber insurance requirements
- ✓ Maximize Microsoft 365 investment

Proof You Can Trust



CrashPlan SaaS is the industry's Best Rated solution in every category as per G2

CrashPlan provides a Microsoft Azure-centric cyber-resilience solution for data protection and governance from a single SaaS platform.

Want to learn more about CrashPlan?

Contact microsoft@crashplan.com



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