



ANYCLOUD BACKUP – 365 + ENTRA ID BUNDLE

Whitepaper for partners

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Executive summary

Microsoft Entra ID and Microsoft 365 form the foundation of modern enterprise productivity and identity. Entra ID governs secure access to systems and applications, while Microsoft 365 contains the core of collaboration data across Exchange, SharePoint, Teams, and OneDrive for Business.

For end-customers, the responsibility for protecting data and identities goes beyond Microsoft's uptime guarantees. Backup is essential to mitigate risks such as accidental deletion, insider threats, ransomware, and misconfigurations.

The Anycloud Backup for 365 and Entra ID Bundle provides partners with a powerful solution to deliver complete protection for both Microsoft 365 data and Entra ID identity configurations. With one subscription, End-customers gain enterprise-grade backup, rapid recovery, and governance capabilities – all managed through a single portal. For partners, this bundle represents a differentiated offering that drives customer value, strengthens trust, and creates recurring revenue opportunities.

Scope of services

Each bundle license includes both Microsoft 365 Backup and Entra ID Backup services.



1 licensed Entra user including the corresponding Microsoft 365 user



Unlimited unlicensed Entra members



Unlimited Microsoft 365 objects

This model allows partners to deliver scalable backup coverage to end-customers, supporting both licensed and unlicensed users. It creates an opportunity for partners to address hybrid workforce environments where not all accounts require a full license but still need protection to meet compliance requirements.



Partner benefits

By offering the Anycloud Backup for 365 and Entra ID Bundle, partners can deliver comprehensive backup and governance solutions that combine Microsoft 365 content protection with Entra identity continuity.

- ✓ Margin and commercial advantage through competitive pricing models, predictable recurring revenue, and scalability across both PayGo and Commit options
- ✓ Differentiation in the market by offering holistic protection that addresses both collaboration data and digital identity
- ✓ Upsell and cross-sell opportunities by moving standalone Microsoft 365 Backup customers to the bundle, enhancing protection and driving additional revenue
- ✓ Access to Anycloud enablement, training, and technical support resources to strengthen service delivery
- ✓ Strong role in helping End-customers meet compliance obligations under GDPR, DORA, and ISO

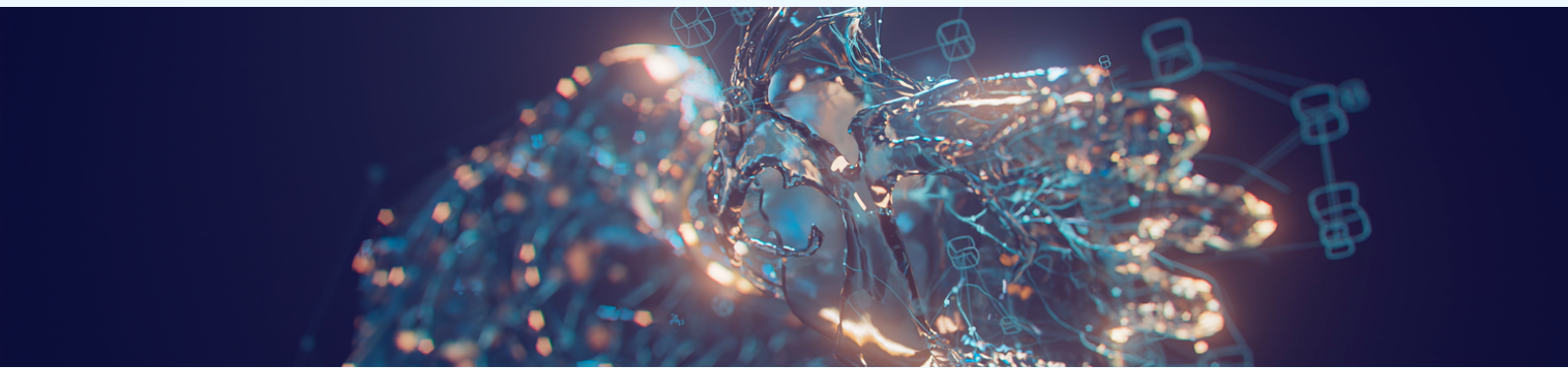
Ability to position a complete protection strategy that integrates Microsoft 365 (data/content) backup with Entra ID (digital identity) backup.

Microsoft 365 Backup

The bundle ensures comprehensive protection for Microsoft 365 workloads that are critical to end-customer operations.

- Exchange Online protection of mailboxes, calendars, contacts, attachments, and delegated permissions, with granular recovery of individual items or complete mailboxes.
- SharePoint Online backups including sites, document libraries, metadata, and permissions, with site-level or file-level recovery.
- Teams protection covering private and group chats, meeting recordings, files, channels, tabs, and configurations.
- OneDrive for Business protection of files, folders, metadata, and sharing configurations, ensuring quick recovery of user data.

Backups are performed automatically and stored in secure IBM Cloud data centres with AES-256 encryption in transit and at rest. Data is segregated from Microsoft tenants using an air-gapped model to ensure ransomware resilience. Retention options range from 1 year up to 25 years, providing end-customers with flexibility to align with operational needs or regulatory mandates.



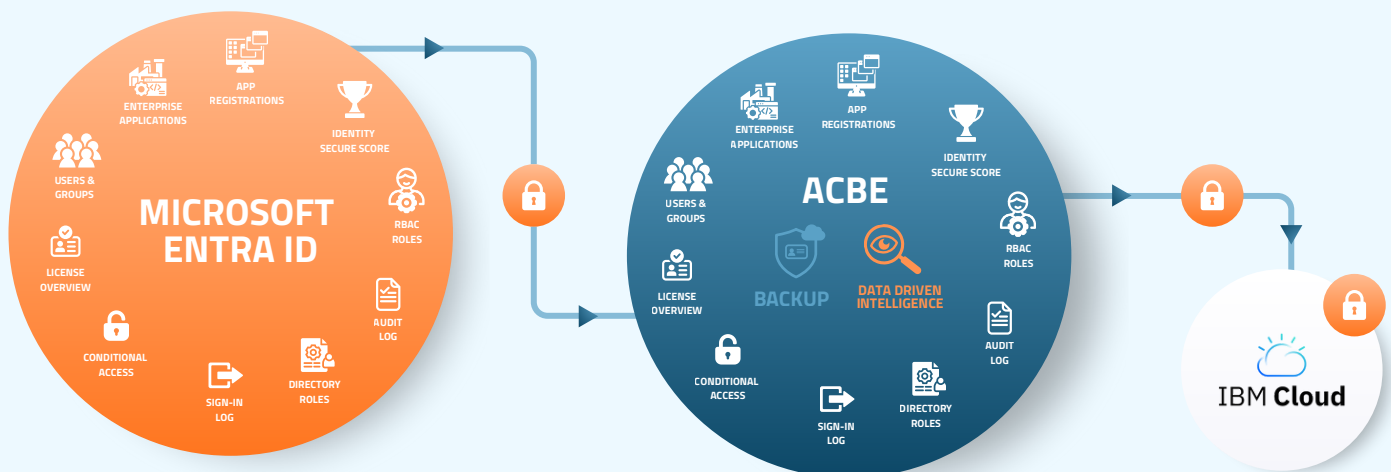
Entra ID backup

The bundle extends protection to the identity layer in Microsoft Entra ID, ensuring that the end-customer's most critical digital identity configurations are secured.

With Anycloud Backup for Entra ID, partners enable end-customers to recover deleted or misconfigured identity objects within minutes. Recovery Time Objective (RTO) is optimized with automated workflows and one-click restore, reducing downtime. Recovery Point Objective (RPO) ensures frequent snapshots of identity state, minimizing exposure to data loss.

- Insider Threat Protection retains deleted identity data for 30 days
- GDPR-compliant permanent deletion ("Right to be Forgotten") with a 72-hour grace process

For partners, Entra ID Backup provides strong differentiation. It demonstrates value by extending beyond data protection to secure digital identities – an increasingly targeted attack vector and a critical compliance area for all organizations.



Security and governance

The Anycloud backup for 365 and Entra ID Bundle equips partners with enterprise-grade security and governance features that extend the solution beyond simple backup.

- AES-256 encryption in transit and at rest
- Air-gapped backups separated from Microsoft production tenants
- Multi-factor authentication for portal access
- Audit logging with full traceability of backup and restore actions
- Granular admin roles and delegated administration controls
- Policy enforcement and compliance reporting against GDPR, DORA, and ISO
- Change comparison tools for identifying unauthorized modifications
- Security dashboard with actionable risk insights

The solution also leverages backup content as a governance toolset. Partners can offer customers the ability to monitor configuration changes, validate policy enforcement, and generate compliance reports directly from the portal. By turning immutable backup data into governance intelligence, partners can help End-customers improve accountability, strengthen oversight, and reduce operational risk – without additional cost.

Unified management portal

Both Microsoft 365 Backup and Entra ID Backup are managed through the same portal, ensuring simplicity for End-customers and partners alike.

- Unified configuration of backup jobs and retention policies across both collaboration and identity data
- Central dashboard providing a real-time overview of status, alerts, and activities
- One-click restore for rapid recovery of both Microsoft 365 and Entra objects
- Automated reports and configurable notifications
- Full audit trails exportable for compliance requirements
- Security scoring and AI driven best-practice recommendations

For partners, the unified portal simplifies onboarding, reduces complexity, and creates opportunities to provide managed services on top of the solution.

Licensing models

The Anycloud Backup for 365 and Entra ID Bundle is available in flexible licensing models.



PayGo bundle

is consumption-based and billed monthly in arrears. It is ideal for organizations with fluctuating user counts or short-term needs.



Commit bundle

is a 1-year or 3-year commitment at a lower unit price, billed annually in advance, with overages billed monthly in arrears. It is designed for stable environments where predictable licensing offers cost savings.

These models give partners the ability to tailor commercial structures to customer requirements, enabling competitive positioning and ensuring profitability across diverse customer segments.

Importance of protecting both platforms

A key differentiator for partners is the ability to protect both Microsoft 365 collaboration data and Entra identity together. Most End-customers recognize the value of securing their data but often underestimate the risk of losing or misconfiguring digital identities. By combining these two protection layers, partners can position the Anycloud Backup for 365 and Entra ID Bundle as a complete, holistic safeguard against both operational data loss and identity-based security breaches.

Key selling points

The Anycloud Backup for 365 and Entra ID Bundle enables partners to deliver clear value to end-customers. Key selling points include:

- ✓ Comprehensive coverage of both collaboration data and digital identities.
- ✓ Single portal management for simplicity, visibility, and efficiency.
- ✓ Built-in governance features without additional cost.
- ✓ Flexible licensing models for both short-term agility and long-term planning.
- ✓ Market differentiation by addressing both Microsoft 365 and Entra in one solution.
- ✓ Support from Anycloud in sales, enablement, and technical implementation.

Value messaging and elevator pitch

Partners can position the Anycloud backup for 365 and Entra ID Bundle with a simple and compelling message to end-customers:

“With Anycloud Backup for 365 and Entra ID, your organization gains complete protection for both collaboration data and digital identities. One subscription secures email, files, and Teams collaboration while also ensuring your Entra identity policies, users, and applications are safeguarded. Delivered through a single portal, it provides not just backup but governance, compliance, and continuity – all in one solution.”

LET'S STAY CONNECTED

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