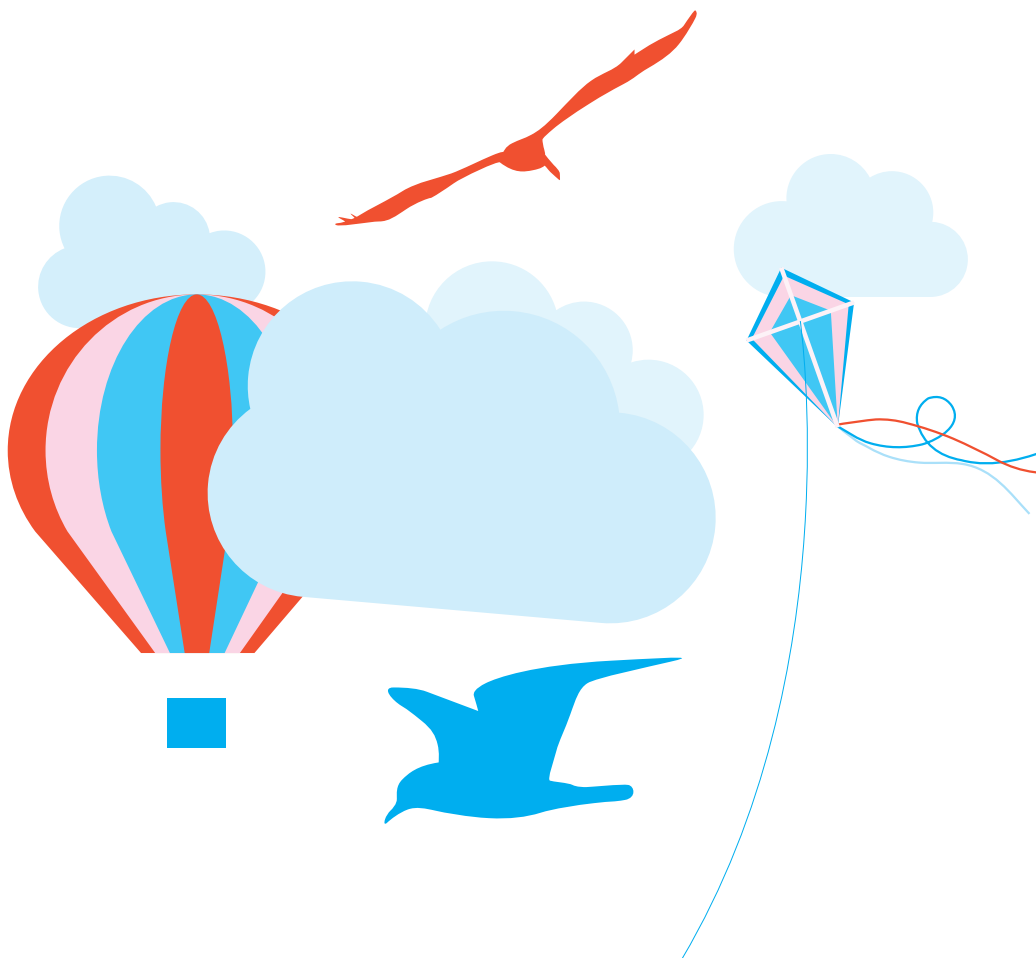




SALES GUIDE



1 Draw attention

- Are you already using Office 365?
- Are you using SharePoint?
- Did you know that Office 365 doesn't have its own back up?
- What happens if your Office 365 information disappears?
- What happens if you are not able to sign in to Office 365?
- Up to 32% of companies have lost data on cloud.
- Over 60% of data disappearance is caused by user error.

Take it **easy**, we take care of your backup.

2 Increase interest

- Office 365 Backup secures all data at Office 365.
- Shield Backup Office 365 is Finnish and fully automatic Office 365 backup.
- O365 Backup is easy to start using. No software installation needed.
- The service is secure. All data will be strongly encrypted and stored in a secure data center.
- The recovery portal is used to restore information and retrieve information.
- When the Microsoft Office 365 is down, you can access the data through the recovery portal. This will allow you to continue working.

3 Make them want to buy

- The price of the service is only 3,99 eur/month per user.
- Exchange e-mail, One Drive and SharePoint backup included.
- Backup is fully automatic and requires no action.
- You can try the service for free for one month, completely risk free.
- According to the GDPR Privacy Policy, a company must have the ability to recover lost data quickly. With this service, you meet these criteria.
- Add a campaign section if needed.
- If you order today, get...
- For example, a free deployment service



4 Close the deal

- Now is the time to take care of this.
- Data is the company's most valuable asset.
- Make sure your business continues without interruption in all situations.
- Microsoft does make backup copies for their own use, for example in case if a server breaks down. If a client loses data there is no way to get the data back with certainty.

The most common arguments against

Doesn't Microsoft make backup copies?

- Microsoft does make sure that the service works on a technical level, but the customer is responsible for the content.

It's a bad timing

- You never know when the damage will happen. Damage might happen tomorrow. Now is a good time to put this in order, because it is important that your company's valuable data is secured.
- The deployment is very quick, and the backup is fully automatic.

Doesn't Office 365-trash work as backup?

- The trash has a limited time for storage, usually only 30 days. It takes in average 140 days to discover that data is missing.

Not valuable data

- Data has become the most valuable asset for the companies. The users move more and more valuable data to Office 365.
- The disruption of business for a day costs on average 5000–20000€ (Imperva).
- Office 365 e-mails often have more valuable data than CRM.

Couldn't happen to us, because our staff doesn't make mistakes/ they have been given instructions

- No one is safe from these risks.
- The users might delete data by accident. In addition there are risks as ransomware and breaks in service.
- Instructions rarely work as the users have their way of working.

Too expensive

- Data is nowadays the most valuable asset of businesses.
- Without business data, the business cannot go on.
- The price is only 3.99 eur/month per user.
- All data can be backed up with the same license, an extra license for SharePoint or One Drive backup is not needed.

Not working? Contact our sales support.

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