

## **FLEXspend for Unitrends**

PROTECT YOUR INVESTMENT WHILE ADAPTING TO THE NEEDS OF YOUR ORGANIZATION

In today's fast-paced business world, staying ahead of the curve means embracing change. Over the years, IT needs have evolved significantly. To adapt to these changes, businesses of all sizes are turning to cloud solutions. For example, moving on-premises IT workloads and other critical business operations to cloud platforms like Microsoft Azure or migrating on-premises Microsoft Exchange Server to cloud-based Microsoft 365.



### **Your IT needs may change, but data protection remains a necessity**

Amidst the change, one thing remains constant — data protection. Businesses must implement adequate data protection methodologies and technologies regardless of where the data is hosted so as to prevent cyberattacks, data loss and disclosure of critical information. As businesses switch from on-premises environment(s) to cloud platforms or vice versa to meet their business needs, they must also invest in data backup and protection solutions designed for that specific environment. This often translates into additional costs and complexity associated with data migration and security.



### **Future-proof your business continuity with FLEXspend for Unitrends**

Although your IT needs change, the need for data protection doesn't. *FLEXspend for Unitrends* is a unique program that protects your IT investments while meeting ever-changing business needs.



### **Embrace change with FLEXspend for Unitrends**

Seamless adaptability is key to thriving in a constantly evolving IT landscape and volatile market conditions. *FLEXspend for Unitrends* allows you to adapt to rapidly changing IT environments by converting licensing from one backup module to another to fit your organizational requirements without any hassle.



### **Safeguard your mission-critical data without breaking the bank**

All data — whether stored on-premises, in cloud platforms or in SaaS applications — must be protected at all times. Depending on your data protection needs, the *FLEXspend* program for Unitrends allows you to flexibly reassign your backup contract to another solution within the Unitrends Unified Backup suite to protect any type of workload and data — including on-premises, remote, distributed and cloud servers, as well as cloud data stored in SaaS applications like Google Workspace, Microsoft 365 and Salesforce.

## Seamlessly adapt your business to rapid changes

Whether you are moving on-premises servers to cloud platforms or replacing PCs with Macs, we've got you covered. With *FLEX*spend for Unitrends, you can now easily switch from one Unitrends solution to another, even during the committed service contract, without worrying about data migration, security or costs.

## Achieve greater predictable returns on your IT investments

*FLEX*spend for Unitrends future-proofs your investment in a constantly changing IT environment while ensuring predictable returns on your investments in Unitrends solutions. Our flexible licensing models allow you to plan and predict data backup and protection budgets without being locked into the underlying infrastructure or platform.

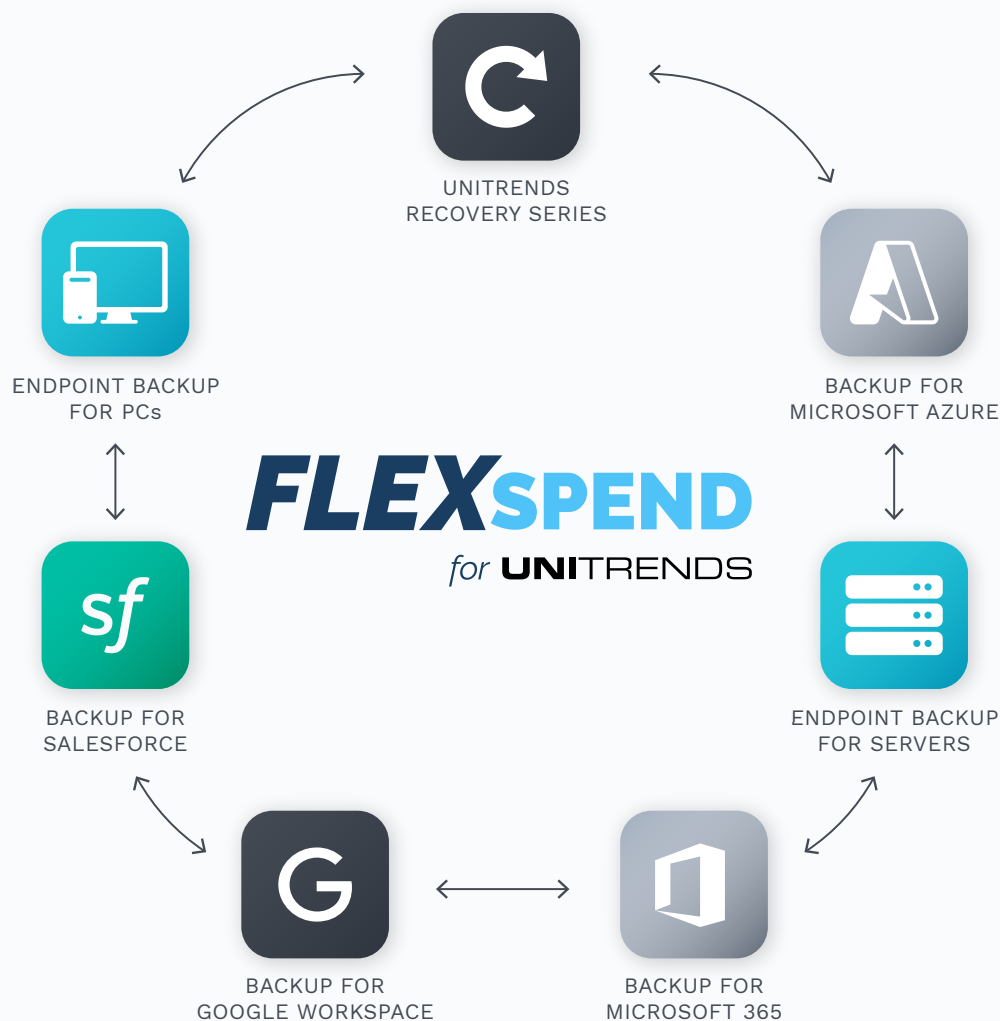


Fig: How *FLEX*spend for Unitrends works

## FAQ

### > Why do I need **FLEX**spend?

**FLEX**spend future-proofs your IT investments. For instance, let's say you have an on-premises server protected with a Unitrends Recovery Series backup appliance under a committed term. However, your leadership wants to migrate the workload to Microsoft Azure. Although Microsoft, like any cloud vendor, does not automatically back up cloud VMs, with **FLEX**spend for Unitrends, you can switch on-premises backup to Unitrends Backup for Microsoft Azure.

### > Do I need to enroll in **FLEX**spend?

**No.** **FLEX**spend for Unitrends automatically safeguards your current and new Unitrends backup purchases. If your data protection needs change and you want to explore another solution, contact your Account Manager.

### > What products are included in **FLEX**spend?

All current and future Unitrends backup products are included in the program. Recovery Series appliances, Unitrends Backup software, Backup for Microsoft Azure, Endpoint Backup for PCs, Endpoint Backup for Servers, Backup for Microsoft 365, Backup for Google Workspace and Backup for Salesforce are all covered.

### > Is there a migration period with **FLEX**spend?

**Yes.** There is a 60-day migration with **FLEX**spend to allow time for IT to safely migrate production data. Both backup products will be active and available during this period at no additional charge. After the 60-day period, the original product licenses will be discontinued, and the payment attribution will switch over to the new module.

### > How do I start the process of moving to a new solution with **FLEX**spend?

It's easy. Simply contact your Account Manager for next steps.



## Protecting business data wherever it lives

Unitrends Unified Backup combines over 30 years of backup and recovery expertise with next-generation backup appliances and cloud solutions. Purpose-built to streamline data protection, Unitrends Unified Backup uses artificial intelligence and automation to provide end-to-end protection against cybercrime and human error, simplify complex systems and provide a unified experience with visibility across a complete backup infrastructure.

**READY TO GET STARTED? WATCH A DEMO TODAY.**

## ABOUT UNITRENDS

Unitrends makes efficient, reliable backup and recovery as effortless and hassle-free as possible. We combine deep expertise gained over thirty years of focussing on backup and recovery with next generation backup appliances and cloud purpose-built to make data protection simpler, more automated and more resilient than any other solution in the industry.

Learn more by visiting [unitrends.com](http://unitrends.com) or follow us on LinkedIn and Twitter @Unitrends.

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