

Competitive Comparison (1)

Axcient

Single, cloud-based solution for backup, disaster recovery and business continuity

Straightforward SaaS model with no upgrade fees and multiple purchase options

US-based, 24x7 support

100% Channel focused

Axcient strategic partnership with HP enables Axcient to provide on premise hardware built on HP ProLiant Servers

Others

Extra fees for additional capabilities such as data pre-load

Partner is given only one purchase option and is required to purchase hardware

Support team focused on many products

Direct and Channel Sales

Hardware is built from lower end components , not all models are RAIDed

Axcient's advantage

✓ Axcient single solution eliminates unnecessary cost and complexity for Simplified pricing

✓ No requirement to start over for migration of data

✓ Multiple options and flexibility

✓ Option to purchase, rent or lease hardware

✓ Axcient support team available live and focused

✓ Support team works closely with Axcient engineers

✓ Non-disclosed pricing, Channel controls margins

✓ Leads are passed to Channel

✓ Reliability of hardware

✓ More stable and less prone to failure

Competitive Comparison (2)

Axcient

Others

Axcient's advantage

SSAE16 compliant data center

Not SSAE16 compliant

✓ Ability to sell into security conscious customers with compliancy regulations

Business Continuity for virtual failover and Bare Metal Restore

Virtual failover not provided. BMR for server only via third party product Yosemite

✓ Complete solution providing full business continuity

Agentless

Required to install agents on all protected systems

✓ No administrative burdens and less load on each protected system

Web based remote monitoring (RMC) is a standard feature

Web based remote monitoring does not come standard and is sold as "preferred" service

✓ Compared to competition the Axcient remote monitoring is best of breed versus known problems of other solution, e.g. Linking codes non functional missing units, and permission problems

Transactional local and cloud backups

Backups are non-transactional

✓ Consistent backups and less risk of corrupt data

Axcient provides rapid innovation and roll out of new product features

Less innovation and heavily reliant on open source and acquisitions

✓ Innovative, responsive to feature requests, and consistent on time delivery of new features

Reverse incremental technology

Forward incremental approach reconstructs data from a series of backups.

✓ Enables partner to recover data at any point in time

✓ Much faster and less risk of appliance filling up