Flexiant Cloud Orchestrator Backup as a Service integration

What is the integration use case?

Flexiant have partnered with best of breed backup software vendor Acronis, empowering service providers to seamlessly extend their cloud services to include Backup as a Service. This lets your Infrastructure as a Service customers provision and configure Backup as a Service on their virtual servers through a single UI, and with consolidated billing.

What is the benefit to me as cloud service provider?

As the Infrastructure as a Service market is becoming more commoditised, you can differentiate your offering against the competition by offering true value-add with Backup as a Service. Being able to sell virtual servers with backup plans attached also opens up new revenue streams for you. Also, the integrated billing function makes it easy for you to bill customers for Backup as a Service on the same invoice as Infrastructure as a Service, greatly simplifying the process.

What is the benefit to my end customer?

Your customers can easily consume your backup plans by being able to self-serve directly through the Flexiant Cloud Orchestrator control panel with a unified experience. All the required Acronis software stack is automatically provisioned onto the virtual servers when they are created, saving your customer time and effort. The integration enables them to be charged for this service on a Pay As You Go basis, consistently with your Infrastructure as a Service business model, letting them align their costs with actual usage.

How do I enable this on my Flexiant Cloud Orchestrator infrastructure?

The Backup as a Service integration is delivered as a plugin. This plugin has been included in the standard Flexiant Cloud Orchestrator build since v5.0.3. You can view the source code here: https://github.com/flexiant/extility-acronis-plugin.

All you have to do is set up a Backup as a Service account with Acronis by contacting your Flexiant sales rep or emailing baas@flexiant.com, register your cloud storage backend, use your credentials to configure the plugin and set up product offers within Flexiant Cloud Orchestrator as per our documentation (http://docs.flexiant.com/display/DOCS/Acronis+BaaS+integration) – and you're done.

How does my end customer access the functionality?

When provisioning a server via the Flexiant Cloud Orchestrator UI, users simply need to select a configuration with the backup option enabled. Optionally, they can also specify backup parameters such as frequency and retention.

Users are automatically signed up to your Acronis Backup as a Service account when provisioning their first virtual server with a backup plan, with the Acronis agent automatically being installed and registered to the Backup as a Service API*.

Advanced backup functionality, as well as virtual server restores, can be accessed directly from the Acronis control panel via Single Sign On from Flexiant Cloud Orchestrator.

How can this help me grow my revenue streams?

By using the advanced product offer functionality within Flexiant Cloud Orchestrator you can define how much you want charge your customer for backups per compressed GB of backed up data. You also have the option of charging a fixed amount if you prefer.

for virtual servers based on Ubuntu with cloud-init installed