

CHECKLIST

**TOP 5 REASONS
IT PROS CHOOSE
SPANNING BACKUP
FOR SALESFORCE**



INTRODUCTION

Salesforce houses vast amounts of sensitive information, including customer data, personally identifiable information (PII) and payment card information (PCI). Protecting this business-critical data in Salesforce is crucial to preventing data breaches and downtime and meeting compliance requirements. To ensure comprehensive protection of your Salesforce environment, you need a robust backup and recovery solution.

Spanning Backup for Salesforce is trusted by IT professionals worldwide for its unmatched reliability, ease of use and enterprise-grade capabilities. Our industry-leading backup and recovery solution simplifies data protection, providing automated protection for Salesforce data and enabling quick recovery in the event of a disaster.

In this insightful checklist, we highlight the top five reasons IT professionals rely on Spanning to safeguard their Salesforce data.



1 RELIABILITY



A SaaS backup solution is only as good as its ability to consistently and reliably protect your data. Having a solution you can count on gives the confidence that your organization can effectively face potential data loss incidents without disrupting normal business operations.

Spanning has been ranked *the No. 1 SaaS backup solution* in the G2 Spring 2024 Grid® Report for SaaS Backup. IT professionals love Spanning Backup’s automated, daily backups that make data protection effortless while saving them valuable time. It gives them peace of mind knowing their valuable data is securely backed up, up to date and available for rapid recovery if the need arises. Spanning provides clear visibility into the status, details and any errors in each backup, which are essential for building trust in our solution.



“Spanning has tremendously increased peace of mind with automatic backups. It’s amazing to be able to restore the entire record as if it was never deleted.”

— G2 Reviewer



“Spanning has been working seamlessly, and we have never had any major issue with regards to the tool.”

— Maheer G., Salesforce Business Systems Analyst

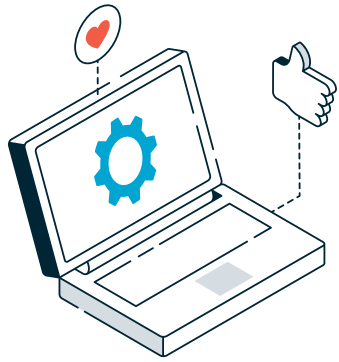


“Spanning has been a reliable tool for our Salesforce instances for over 5 years.”

— Andrew P., Senior Systems Analyst



2 QUICK TO SET UP, EASY TO MANAGE AND USE



Today's multitasking IT teams are often overworked and understaffed. The right backup solution should be simple to implement and provide easy ways for administrators to manage and protect data.

IT professionals appreciate that Spanning is built directly into the Salesforce interface, providing them with an intuitive experience. IT administrators can leverage the Salesforce-native user and permissions model to manage access to their protected data. The simple UI and guided setup process enable IT personnel to start protecting their Salesforce environment within minutes, minimizing downtime and effort.

Spanning is a "set-it-and-forget-it" backup solution for Salesforce. It automatically performs daily backups through a recurring, incremental process, requiring no additional effort from admins or users.



"I liked the ease of installation and configuration. It took about 15 minutes to install, configure and begin using."

— Bandarla U., Senior Cloud Engineer



"Great product. Simple to set up and use."

— Jeff F., Operations Manager

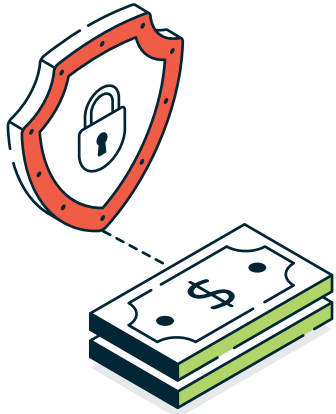


"Easy to set up, backs everything up regularly without issues."

— Aaron K., Database Manager



3 COST-EFFECTIVE DATA PROTECTION



Budget constraints shouldn't compromise your data protection. The ideal backup solution must deliver top-notch data backup and recovery features without breaking the bank.

One of the top reasons IT pros choose Spanning for Salesforce data protection is its competitive pricing and the value it provides. Spanning offers powerful administrative capabilities, cloud-native benefits and straightforward pricing, delivering the lowest total cost of ownership in its class. Designed to be cloud-native and purpose-built for Salesforce, our solution requires no hardware, installed software, data center space, management or maintenance, making it ideal for organizations of any size.

Additionally, Spanning future-proofs your backup investments with *FLEXspend for Spanning*, a unique program devised to empower you to reassign your investment to other Spanning or Unitrends solutions to meet your organization's changing needs.



“Spanning helped reduce storage costs within Salesforce and, more importantly, has tremendously increased peace of mind with automatic backups.”

— G2 Reviewer



“Spanning offers great service and value.”

— Stephen R.



“By choosing Spanning, not only did we get a reliable solution, but we were also able to get it at a price point that made sense.”

— Philip K., Salesforce Administrator



4 COMPREHENSIVE COVERAGE



A partial backup leaves your data vulnerable. An advanced backup solution should cover every aspect of your Salesforce data to ensure complete protection.

Spanning Backup gives IT professionals peace of mind by protecting all of their Salesforce data, including records, metadata, attachments, messages and customizations. Spanning automatically performs daily backups of everything — from user-generated reports, dashboards, custom views and email templates to objects, custom objects and files — saving valuable IT time and effort.

Our cutting-edge solution protects your Salesforce data against accidental overwrites or deletions, third-party application sync errors, malicious insiders, malware and ransomware. Spanning’s detailed and actionable reports and dashboards enable IT administrators to confidently monitor and manage the status of all backup and recovery operations.



“Easy to back up, report and restore data. Spanning backs up all data and metadata in Salesforce.”

— G2 Reviewer



“Spanning integrates well with Salesforce and can be accessed in-app. It provides peace of mind about the integrity of our data as we expand.”

— JP G., Vice President, Investment Management

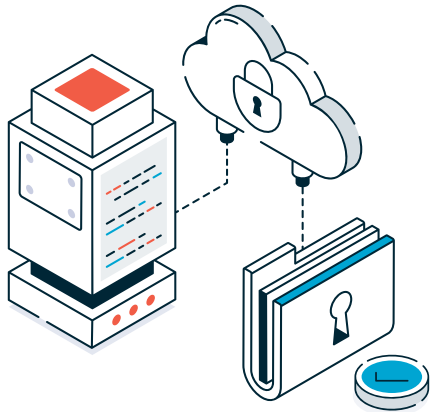


“Spanning works seamlessly and has user-friendly tools for restoring record-level, field or metadata-level content into our database.”

— Andrew P., Senior Systems Analyst



5 FAST, ACCURATE AND EASY RECOVERIES



When disaster strikes, the ability to recover quickly and accurately can be the difference between grappling with data loss and downtime and seamlessly restoring normal operations.

IT pros love Spanning's lightning-fast recovery capabilities, which allow them to restore lost or deleted data in just a few clicks with minimal or no disruption. Spanning makes data restoration quick and easy with multiple restore options, from granular field-level, point-in-time and cross-org to bulk and deleted item restore. You can even restore data into another Salesforce organization or sandbox.

Another reason why IT professionals rely on Spanning is its end-user self-service capabilities. This feature empowers end users to find and restore lost or deleted data seamlessly from within the Salesforce interface.



“The restore function is easy to navigate through. Authenticating across different Salesforce environments is easy as well.”

— G2 Reviewer



“The UI is intuitive and easy to navigate. Restores within and across environments are easy to execute.”

— G2 Reviewer



“Easy to check the status and restore items and related objects.”

— G2 Reviewer



