



## FLEXspend FOR SPANNING

—  
PROTECT YOUR BACKUP INVESTMENT WHILE ADAPTING  
TO YOUR ORGANIZATION'S NEEDS

### BENEFITS

- Future-proof backup and recovery with the flexibility to reassign contract terms to alternative Spanning and Unitrends solutions that meet the changing needs of the organization.
- Protect your budget with a program that doesn't lock your solution into an underlying infrastructure or platform.
- Safely migrate production data with a migration period where both data protection technologies are available in parallel, with no extra fees.

In today's digital landscape, data is scattered across multiple locations and this haphazard data distribution is reshaping the rules of the game. It's no longer a matter of choice but a necessity to protect data comprehensively, regardless of where it lives. Adaptability is the key, and organizations like yours, especially IT teams, must embrace this change to achieve holistic data security.

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

The data protection requirements of businesses like yours are constantly evolving. Data is continually moving, and IT workloads frequently migrate to new environments and platforms.

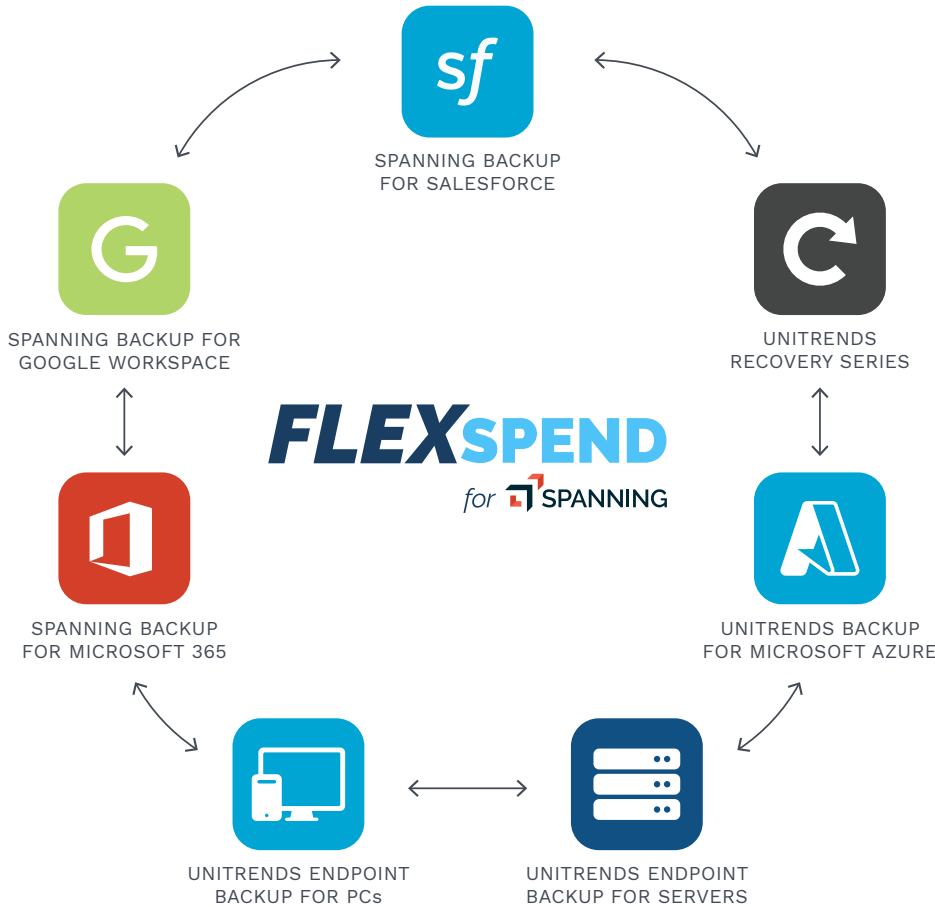
Let's say, for example, your organization leverages Google Workspace for productivity and collaboration, but now, because of a leadership decision, you must transition to Microsoft 365. One of your IT team's first worries will be how to recover the sunk investment made in the existing backup framework and platform.

Similarly, if your organization decides to reduce its SaaS footprint and bring services back in-house, your current Spanning solution would no longer be the right fit. A natural transition would be to be convert to a Unitrends solution to protect on-prem workloads.

This is where our revolutionary **FLEXspend for Spanning** program comes in handy, allowing you to flexibly reassign the investment from the existing Spanning solution to a different Spanning or Unitrends solution that fits your organization's needs.

## Future-proof your business continuity with *FLEX*spend

Thanks to *FLEX*spend for Spanning, you can match the data protection needs of your business while getting predictable returns on your Spanning backup investment. You can reassign the investment to a different Unitrends or Spanning backup technology when needed, even during a committed service contract. So, when it comes to replacing any unneeded Spanning solution with another technology matching your needs, you can easily do so without worrying about sunk costs.



### Protecting your investment

The goal of this program is to safeguard your backup investment. *FLEX*spend ensures that your investment with us is adaptable and isn't locked to an underlying technology or platform.



### End-to-end data protection

Protect your data and workloads, regardless of their location, with the most complete backup portfolio in the industry. Defend your business from data loss and extended downtime no matter where your data lives.



### Predictable, secure returns

IT teams waste up to 30% of their costs on multiple vendors whose solutions and licensing are locked into specific platforms. Escape this rigidity and allow IT teams to plan and predict their budget with contracts that aren't locked into an underlying infrastructure or platform.



### Flexibility is key

A good backup and recovery solution like Spanning offers flexible licensing models to allow IT teams to plan their budgets accordingly. Seamlessly and safely migrate production data within the migration period, where both data protection technologies will be available simultaneously without extra fees.

## FAQ

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

Let's say your organization leverages Google Workspace for productivity and collaboration. If leadership decides to migrate from Google to Microsoft 365, you can easily swap Spanning Backup Google licenses for Microsoft licenses with *FLEX*spend for Spanning.

Similarly, if your organization decides to reduce your SaaS footprint and bring services back in-house, for which you would require an on-prem backup solution, you can convert Spanning licenses no longer needed for Microsoft 365, Google Workspace or Salesforce protection to a Unitrends Backup Appliance or Unitrends Backup software to protect the on-premises workload.

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

**No.** *FLEX*spend for Spanning automatically safeguards your current and new Spanning 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 Spanning and Unitrends backup products are included in the program. Spanning Backup for Microsoft 365, Spanning Backup for Google Workspace, Spanning Backup for Salesforce, Unitrends Recovery Series appliances, Unitrends Backup software, Unitrends Backup for Microsoft Azure, Unitrends Endpoint Backup for PCs and Unitrends Endpoint Backup for Servers 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 moving to a new solution with *FLEX*spend?

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

## Smarter SaaS backup for Microsoft, Google and Salesforce

Spanning Backup is a purpose-built, cloud-to-cloud SaaS Backup solution for Microsoft 365, Google Workspace and Salesforce, designed for simple, secure and affordable backup of your critical SaaS data. Its integrated dark web monitoring capability alerts administrators to compromised or stolen credentials, empowering them to secure accounts at risk before malicious activity occurs. Leverage Spanning's immutable audit logs, reporting and search capabilities to determine whether data loss has occurred and restore any corrupted data in just a few clicks.

LEARN MORE ABOUT SPANNING  
AND START A FREE TRIAL [HERE](#).

## ABOUT SPANNING

Spanning Cloud Apps, a Kaseya company, is the leader in SaaS Cloud-to-Cloud Backup, proven and trusted by more than 10,000 organizations across the globe to provide enterprise-class data protection. Spanning's cloud-native, purpose-built solutions for Microsoft 365, Google Workspace and Salesforce provide easy-to-use yet powerful capabilities for end users and administrators and meet the rigorous requirements for listing on Microsoft AppSource, Salesforce AppExchange and Google Workspace Marketplace.

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