

BUILD YOUR BUSINESS CASE FOR MICROSOFT 365 BACKUP: THE ULTIMATE GUIDE TO POWER UP YOUR PITCH

You now understand the importance of safeguarding your Microsoft 365 data with Spanning Backup. But how do you convince others about the robust capabilities of Spanning? This step-by-step guide is designed to achieve exactly that. Whether it's your boss, a colleague or your entire team, this guide will help you make a compelling case for Microsoft 365 backup.



STEP 1 EDUCATE WHY MICROSOFT 365 BACKUP IS CRUCIAL




If you think this step isn't particularly important, you should know that it's quite common for many IT pros to treat Microsoft 365 backup as a luxury. Here are some resources that will help you have an informed discussion with your team on the criticality of Microsoft 365 backup.

-  [The Shared Responsibility Model Video](#)
-  [Microsoft 365 Backup Evaluation Checklist](#)
-  [Microsoft 365 Security and Data Protection - What's Included and What's Not?](#)



STEP 2 DEMONSTRATE THE PRODUCT

Words can only say so much. Demonstrating the product's capabilities can instill confidence and excitement in your team. Set up a few backup tasks and test the restores. Let them take the product for a spin to get a firsthand experience.

-  [Live Demo - Sign Up](#)
-  [Microsoft 365 Backup Power Demo](#)
-  [Free Trial](#)



STEP 3 COMPARE SPANNING WITH ITS COMPETITION





Success stories are powerful, but authentic voices like yours hold unparalleled weight. Dive into unfiltered reviews from genuine IT professionals on respected third-party platforms. Explore firsthand experiences and see how Spanning Backup stands out in direct comparison to its competitors.

-  [G2 Review Platform](#)
-  [TrustRadius Review Platform](#)



STEP 4 SIMPLIFY YOUR BUDGETING WITH TRANSPARENT PRICING OPTIONS

At Spanning, licensing and pricing are straightforward. Just count your Microsoft 365 users and you've got your license count. The only other decision to make is the contract duration — whether it's one, three or five years. The longer the commitment, the more you save.

-  [ROI Model to Justify the Cost](#)
-  [ROI Calculator](#)
-  [Safeguard Your Investment - FLEXspend for Spanning Backup](#)
-  [Licensing FAQ](#)

GOT ANY QUESTIONS? WE'RE HERE TO HELP.

If you ever need assistance in making a case for Spanning Backup for Microsoft 365, **please reach out.**

