



Cloudmore and Acronis – Better Together

The Challenge

With Acronis, offering the leading backup and disaster recovery services has never been easier, but reaching scale and maintaining profitability relies on three things - 1. Automating the provisioning of new customers, 2. Streamlining your billing processes, and 3. Ensuring there is no revenue leakage or errors. All SaaS services differentiating the customer experience with secure and feature-rich self-service experience can be a crucial selling USP in a competitive and price sensitive world.

The Solution

Cloudmore, one of the leading commerce 3.0 platforms for service providers, has added a distributor-agnostic Acronis integration that solves the scale billing challenge for all sizes of Acronis partners. This functionality is being made available to all Acronis partners.

The Outcome.

By giving your team and customers visibility and control to manage Acronis in Cloudmore, you can reduce costs, introduce self-guided sales and support, ensure billing accuracy, and add a set of tools that can help you manage all your subscription and consumption type services

The subscription model is thriving but managing subscriptions is very different to managing one-time sales. The additional meta-data related to the rate card, payment frequency, add-ons, renewal, and payments must all be (a) understood and (b) tracked. Failure to automate processes and manage subscriptions can lead to revenue loss and margin erosion.

With Acronis and Cloudmore's Better Together offering, Acronis Resellers can take advantage of a Platform that can manage and automate all of the elements that inherently make subscriptions so complex to keep your billing consistent and error-free. Once the fast-onboarding process is complete, Cloudmore unlocks your business's growth through scale and cost efficiencies.

Cloudmore's multi-tenanted platform is built on a foundation of extensible APIs and is designed to support integration, automation, and data exchange with other business systems. A dedicated, innovation-driven production and development team constantly upgrades and supports the platform.

Cloudmore's subscription management and billing solution provides a one-stop shop to help IT service providers thrive in a cloud-first world. Whether the primary purpose is to be a subscription partner of choice, build a sustainable, scalable, and profitable business, do business with complete transparency, honesty, and efficiency, or deliver an excellent customer experience, Cloudmore can provide the single platform you need.

With an impressive SLA of +99.99%, for 15 years running, and mobile-friendly working so you can manage your recurring business 24/7 from anywhere in the world, welcome to Cloudmore's future-ready platform for buying and selling in a subscription world.

Speak to a member of the Cloudmore team about how the Cloudmore Platform can future proof your world today, so you are ready for tomorrow.