

# Asigra Battle Card on Datto Inc.

## Datto Inc.

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**datto**

### Company Overview

Datto is a privately held company founded in 2007 by Austin McChord with over 500+ employees. In 2013, General Catalyst Partners invested \$25M in growth capital, but the company is primarily still self-funded. In 2014, Datto acquired Boston-based Backupify, adding protection of SaaS applications such as Salesforce, Google docs and Office365 to its product portfolio. Datto's corporate headquarters is in Norwalk, CT with other offices in Canada, UK and Australia. The company's 160+ PB cloud is hosted in five data centers. Two are in the United States, one in Canada, one in the UK and one in Australia. Datto offers a full line of business continuity products to protect small businesses and all types of business data. Datto SIRIS 2 is the company's flagship product.

### Strengths / Weaknesses

Strength	Weaknesses
Image based	Agents
File Sync and Share	No mobile support
Windows and Linux support	No web based management console
Office 365, Google Apps and Salesforce.com	Does not support Android, iOS, Solaris, iSeries,

### Datto Positioning & Message

Datto's innovative technologies include Instant Virtualization, Screenshot Backup Verification™, Inverse Chain Technology™, Backup Insights™, and end-to-end encryption. All Datto's solutions are supported by 24/7/365 in-house technical support and selected products offer time-based retention, for predictable billing and budget management.

### Pricing

SIRIS 2 Business – Starting at \$1499, SIRIS 2 Professional – Starting at \$2499, SIRIS 2 Enterprise – Starting at \$6999. Datto NAS Business – Starting at \$699, Datto NAS Professional – Starting at \$2999 and Datto NAS Enterprise – Starting at \$8199.

### Key Products/ Services

Datto Appliances	Description & Local Storage Capacity	Audience
SIRIS 2	500GB – 36TB	SMB
VIRTUAL SIRIS	1TB - 50TB	SMB
ALTO XL	1TB – 24TB	Mid-Size
VIRTUAL ALTO	1TB – 50TB	Enterprise
ALTO	1TB	SMB
DATTO NAS	500GB - 60TB	Enterprise

### Enterprise Problem Solving Comparisons

Problems	Asigra	Datto
Agent or Agentless	Agentless	Agent
NIST FIPS 140-2 Certified	Yes	No
Mobile Support	Yes	No
Docker DP	Backup/Recover Docker Containers	Do not support at this time.
Mac Support	Yes	No
File Sync & Share	No	Yes
Slow end-point BU/R	WAN Optimized	No endpoint support for laptops, tablets and smartphones
No Geo-location + remote wipe	Geo-location + remote wipe BU data & optionally all data.	No
Stable end-point	Scheduled auto-deletions	No
No MS SCCM	SCCM Support	No
High Complexity	Simple user recoveries easy admin management	No
Ltd Scalability	High Scalability	Suitable for SMB
Ltd search/EDiscovery	None at this time	No
High Endpoint BU/R cost	Fair/flexible pricing w/RLM	Appliance based pricing

### Datto's Software Top Enterprise Selling Point

Datto was built as an SMB appliance based solution that can only be purchased through resellers.

### Displacing Datto's Questions

- What's your BC/DR process for VMs?
- What's your DP process for scaling?
- What is your process for monitoring and alerting of us on the day to day status of our backups?
- What's your DP process for endpoint devices – laptops, smartphones and tablets?
- What's your process for recovery testing?
- Why do you pay for 100% data recovery/yr?
- What is the data compression ratio requirement?