

Make your case for Office 365 backup

Now that you know Veeam® Backup for Microsoft Office 365 is the right solution to protect your Office 365 data, use this step-by-step guide to convince someone else – your boss, a peer or even your team – that this is important.



Step 1: Explain why Office 365 backup is needed

It's easy to want to jump over this step, but it's quite common that many IT pros still question whether a backup is really needed. Here are some tools to help back you up with this discussion.



[The Shared Responsibility Model blog](#)



[Office 365 Native Capabilities vs. 3rd Party Backup video interview](#)



[7 Critical Reasons for Office 365 Backup Special Report](#)



Step 2: Show the product

You know your boss/peers better than we do and for some there's nothing better than showing them how great the product is. Create a few backup jobs or run a few test restores. Let them take a test-drive.



[Live demo videos \(upcoming schedule with live Q&A\)](#)



[Recorded demos \(watch on-demand\)](#)



[FREE trial of Veeam Backup for Microsoft Office 365](#)



Step 3: Compare Veeam to others

Any company can write a "Success Story" to make themselves look good. That's why we love third-party review platforms. Real IT pros share their own reviews – unbiased and unedited. See how we stack up in the real world!



[TrustRadius review platform](#)



[G2 Crowd review platform](#)



[Veeam's Reddit channel](#)



Step 4: Plan budget and pricing options

Veeam's licensing is very simple. Count your Office 365 users and that's how many licenses you need! The only other decision is if you want a one, three or five-year contract. The longer the contract, the more you can save!



[Pricing information](#)



[Pricing calculator](#)



[Licensing FAQ](#)

We're here to help!

If you ever need assistance making the case for Veeam Backup for Microsoft Office 365, please [reach out](#).