

# Make your case for Microsoft 365 backup

Now that you know Veeam® Backup for Microsoft 365 is the right solution to protect your Microsoft 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 Microsoft 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](#)



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



[7 Critical Reasons for Microsoft 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 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 Microsoft 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 365, please [reach out](#).