

Competitive Summary: Carbonite vs. Mozy

When it comes to overall value, Carbonite is the best choice. Built for small to medium-sized businesses, Carbonite gives customers the ability to automatically and continuously protect their files and data in a simple, reliable and affordable manner. Mozy's backup solutions are less flexible, restricting your customers' ability to right-size their business solutions without having to pay significantly more for added storage.

IT Situation 1 - Carbonite Pro Prime vs. MozyPro

10 workstations and a file server that total a backup size of 450 GB

Solution: The best plan is Carbonite's Pro Prime for a total of \$599.99. A comparable package from MozyPro would cost your customers \$2,089.89.

Solution	SUPPORTED DEVICES			INCLUDED IN PLAN		Cost for 1yr. of service
	Workstations	File Servers	NAS Devices	Number of Devices	Cloud Storage	
Carbonite Pro Prime	●	●	●	unlimited	500 GB	\$599⁹⁹
MozyPro	●	●	●	unlimited	500 GB	\$2,089⁸⁹

Key Takeaways

- Carbonite is built specifically to meet the needs and budgets of SMBs. Mozy expects everyone to fit into their enterprise solutions.
- Carbonite Pro includes Sync&Share in the cost. MozyPro offers a similar service, but charges \$10 per month.
- For a small business with 1-50 workstations, Carbonite is the clear choice for affordability and scalability.
- Carbonite Server Backup is much faster than MozyPro with Server – 12x faster for backup, and 29.4x faster for restore.*
- Unlike Carbonite Server Backup, Mozy can't back up Oracle databases.

IT Situation 2 - Carbonite Server Pro Bundle vs. MozyPro w/Server

20 workstations, 1 Exchange server, 1 Windows file server, 1 virtualized server with 3 Hyper-V VMs hosting Microsoft applications and SQL database that total a backup size of 1 TB

Solution: The best plan for this IT situation is Carbonite's Server Pro Bundle for a total of \$1,499.94 (\$999.99 per year plus 5 additional 100 GB storage packs at \$99.99 per pack). In comparison, this same package would cost your customers an astronomical annual rate of \$4,509.78 with MozyPro with Server.

Solution	SUPPORTED DEVICES					FEATURES	INCLUDED IN PLAN		Base Cost	Additional Storage	Cost for 1yr. of service
	Workstations	File Servers	NAS Devices	Databases & Live Apps	Hyper-V Environments		Hybrid Backup Available	Number of Devices			
Carbonite Server Pro Bundle	●	●	●	●	●	●	unlimited	500 GB	\$999⁹⁴	\$499⁹⁵ for 500 GB	\$1,499⁹⁴
MozyPro w/Server	●	●	●	●	●	●	unlimited	1 TB	\$4,509⁷⁸	N/A	\$4,509⁷⁸