ELEMENTS PLATFORM
Powered by AvePoint

Managed Operations Complete

Build recurring resilience, governance and security services from one platform.

Book a Demo



Recover With Confidence
Deliver reliable recovery across cloud and infrastructure workloads.

Govern Every Tenant
Standardise users, devices and workspaces across customers.

Strengthen Security
Identify risk and strengthen cloud security posture.

The Challenge: Scaling Security Services Across Every Customer

Limited Visibility
Customers can't see their cloud posture, so risk goes unmanaged.

One-off Assessments
A single review fades fast and rarely leads to renewal.

Audit and Insurer Pressure
Customers need evidence of how their cloud is secured.

AI Widens Exposure
Copilot adoption puts more data and access in play.

What's Included: Everything You Need to Deliver the Service

RESILIENCE

Microsoft 365 Backup
Mail, files, sites and Teams

Entra ID Backup
Users, groups and settings

Backup Express
3 GB per user, pooled

Power Platform Backup
Apps, flows and agents

Infrastructure Backup
VMs, Databases, Storage, K8s, DevOps

GOVERNANCE

Baseline Management
Tenant configurations

User & Device Management
Joiners, leavers and devices

Workspace Management
Teams, sites and groups

SECURITY

Azure Security Management
Azure workload protection

Cloud Security Posture
Posture and risk findings

WHY AVEPOINT ELEMENTS

28,000+ organizations

6,000+ channel partners

25+ years on Microsoft

One Multitenant Platform
Every customer tenant from one console.

Built for Microsoft
Microsoft 365, Entra ID, Power Platform and Azure.

Built for recurring services
Per-user pricing that grows with customers.

What You Gain

Build recurring security services, prioritise customer risk and expand the value you deliver.

Recurring Security Revenue

Turn one-off assessments into reviews customers renew.

RECURRING REVENUE

Risk Visible Across Customers

Posture, identity and vulnerability findings, prioritised per customer.

RISK PRIORITISED

Bigger, Stickier Deals

Add cloud security and Azure workload protection to your existing services.

STRONGER RETENTION

Your Security Service Menu

Managed Posture Reviews

Monthly

Findings, priorities and progress tracked for every customer.

Executive Security Reporting

Quarterly

A clear view of risk and progress for leadership and insurers.

Remediation Projects

Project

Scoped fixes drawn from each review, delivered by your team.



IDEAL FOR

- ✓ MSPs and MSSPs building a security practice
- ✓ Customers with Azure workloads or audit pressure
- ✓ Partners turning one-off assessments into reviews

Extend your offer with monitoring and incident response services.

GET STARTED IN THREE STEPS

1. **Book a Demo**
   With your AvePoint channel team.
2. **Build Your Service**
   Define offer, pricing and target customers.
3. **Launch & Scale**
   Take the service to customers and expand.

Start Selling Security as a Service

Book a demo to see how Managed Operations Complete turns reviews into recurring revenue.

Book a Demo

Key Certifications
Scope varies by service. See the AvePoint Trust Center.

ISO 27001 · ISO 27017 · ISO 27701 · SOC 2 Type II · IRAP · FedRAMP · CSA STAR L2 · Data Protection · Microsoft 365

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