

10. Cloud Security Innovator of the Year

Leading the Way in Cloud Security Innovation

AvePoint is a global leader in cloud security, dedicated to protecting its customers with innovative and comprehensive cloud security solutions. Our commitment to security, compliance, and data protection has positioned us as a trusted partner for organizations worldwide, including government agencies, regulated industries, and commercial enterprises.

AvePoint addresses several critical issues in data management, primarily focusing on data protection, compliance, and operational efficiency. One of the key problems AvePoint solves is comprehensive data protection across multiple SaaS platforms, such as Microsoft, Salesforce, Google, and others.

With 89% of organizations (1) adopting a multi-cloud approach, Gartner recommends (2) selecting one technology provider to protect all enterprise workloads and systems. Cloud Backup (3) is integrated into the AvePoint Confidence Platform (4), enabling organizations to protect and optimize all enterprise data when using multi-cloud sources, enabling secure and efficient collaboration across their entire digital workplace environment.

For example, AvePoint bridges the gap between agility and scalability with Microsoft 365 Backup Storage, supporting demanding recovery points and recovery time objectives that users expect only from on-premises or fully controlled workloads (5). Unlike competitors, AvePoint offers a more comprehensive solution with features like built-in storage, encryption, and support for complex compliance requirements, such as GDPR.

According to the AI and Information Management Report 2024, 71% of organizations state that data privacy and security are top concerns when considering AI implementation, while 61% are concerned about the quality and categorization of internal data (6). AvePoint offers our customers a comprehensive solution that combines speed, security, and compliance, keeping their businesses resilient and secure. By addressing these common data management issues, AvePoint's cloud solutions stand out in the market, providing a robust and reliable option for organizations looking to safeguard their critical data.

AvePoint has been at the forefront of digital transformation for over 20 years. It has evolved over time to become the global leader in data security, governance, and resilience, with a new focus on driving AI readiness. While some vendors may focus solely on information lifecycle management, we apply robust data protection and security as part of the AvePoint Confidence Platform to help organizations not only use AI effectively but also know their data is safe.

The AvePoint Confidence Platform is built with user needs in mind, featuring AvePoint Opus and Cloud Backup in the Resilience Suite (7). AvePoint Opus is a comprehensive, AI-powered information lifecycle management solution which enables organizations to discover, classify, protect, and manage their data across Microsoft 365 accurately and at scale (8). It includes AvePoint Maestro, which uses AI models powered by Azure Machine Learning to analyze content and metadata and assign appropriate policies to document data efficiently and effectively. For example, AvePoint helps organizations automate Copilot data readiness by preparing, securing, and optimizing their Microsoft 365 environment.

AvePoint Cloud Backup is a multi-SaaS backup solution that supports various platforms, including Microsoft, Google, Salesforce, and AWS among others (2). It is a cornerstone of our services, offering

enterprise-grade data protection with features like built-in storage, encryption, and flexible pricing plans. This solution ensures unlimited storage and retention, which is invaluable for businesses with growing data needs. Ultimately, organizations can protect their critical data from accidental loss and oversharing, as well as manage and automate business processes effectively.

Groundbreaking Technologies and Unique Services: AvePoint's commitment to innovation is evident in our use of cutting-edge technologies and unique service offerings:

- **Integration with Microsoft Syntex:** As an early launch partner for Microsoft Syntex, AvePoint offers advanced in-product integrations that enhance data protection, classification, and secure collaboration.
- **Virtual Assistant (AVA):** AVA, AvePoint's virtual assistant, provides users with self-service capabilities to restore lost content, reducing the burden on IT teams and ensuring quick recovery from data loss incidents.
- **Global Reach and Scalability:** Our SaaS platform is available in over 14 data centers globally, enabling us to support data sovereignty requirements and scale to meet the needs of organizations of all sizes.

Conclusion: AvePoint's innovative cloud security solutions, rapid pace of innovation, and commitment to customer success make us a standout candidate for the Cloud Security Innovator of the Year Award. Our comprehensive approach to data protection, compliance, and governance ensures that our customers can confidently embrace the cloud and modern collaboration while safeguarding their critical data.

By choosing AvePoint, organizations gain a trusted partner dedicated to delivering groundbreaking cloud security solutions that protect their digital workplace and drive business continuity.

References:

1. <https://www.flexera.com/about-us/press-center/flexera-2024-state-of-the-cloud-managing-spending-top-challenge>
2. <https://www.avepoint.com/ebook/gartner-market-guide-for-baas>
3. <https://www.avepoint.com/products/cloud-backup>
4. <https://www.avepoint.com/confidence-platform>
5. <https://www.avepoint.com/news/avepoint-announces-general-availability-of-cloud-backup-express>
6. <https://www.avepoint.com/news/avepoints-inaugural-ai-and-information-management-report-reveals-organizations-with-mature-im-strategies-are-1-5x-more-likely-to-realize-ai-benefits>
7. <https://www.avepoint.com/confidence-platform/resilience>
8. <https://www.avepoint.com/products/avepoint-opus>

Supporting case studies and testimonials:

1. **OMRON Corporation**

Case Study: OMRON Standardizes Compliance, Decentralizes Management of Microsoft 365 With AvePoint Cloud Governance

Link: [Case Study OMRON](#)

2. **University of Auckland**

Case Study: The University of Auckland Delivers Compliant Self-Service and Secure Management for 5,000 Microsoft Teams Users with AvePoint Cloud Governance

Link: [Case Study University of Auckland](#)