Macrium Software

PARTNER SALES QUICK REFERENCE

SiteBackup on a Page

Central backup and recovery for **multiple Windows systems** across IT and OT — managed from **one console**, on-premises, with or without internet.

THE PITCH

SiteBackup in 60 seconds

Macrium SiteBackup helps IT and OT teams manage backup and recovery across multiple Windows systems from **one central console**.

Instead of checking machines individually, customers apply **consistent backup policies**, monitor protection and spot issues in one place.

Full-system image backups recover single files or whole systems, including to replacement hardware — with legacy Windows support and controls that fit around operations.

QUALIFY

When to recommend SiteBackup

- Backups are managed machine by machine, and it's eating time.
- There's no clear visibility of failed or missed backups.
- Multiple critical Windows systems need consistent protection.
- On-premises operation, legacy Windows support or operational constraints matter.

POSITIONING

Which product?

SiteBackup many connected systems

Central management, policies and monitoring across connected machines and sites.

Reflect standalone machines

Backup and recovery for machines that are managed individually.

DISCOVER

Three discovery questions

01 How are you managing backups today?

LISTEN FOR manual work and limited visibility.

02 What happens if a critical system fails?

EXPLORE recovery expectations and preparedness.

03 What technical or operational constraints do you have?

CHECK connectivity, Windows versions and production requirements.

HANDLE OBJECTIONS

Common customer questions

No internet?

Runs on local infrastructure without internet access; offline activation available.

→ Protected systems still need network access to the console and backup repositories.

Older Windows systems?

Windows XP SP3 and Server 2003 SP2 through to current Windows, including supported IoT and Embedded editions.

→ Confirm exact OS and hardware compatibility.

Replacement hardware?

Full-system recovery is supported.

→ Validate rescue media and drivers.

Production disruption?

Scheduling, blackout periods and resource controls limit impact.

Multiple sites?

Central management across connected sites, with backup repositories local to each site.

Need more detail?

Technical specs, compatibility and deployment guides.

SiteBackup Knowledge Base kbx.macrium.com/sitemanagerplatform