

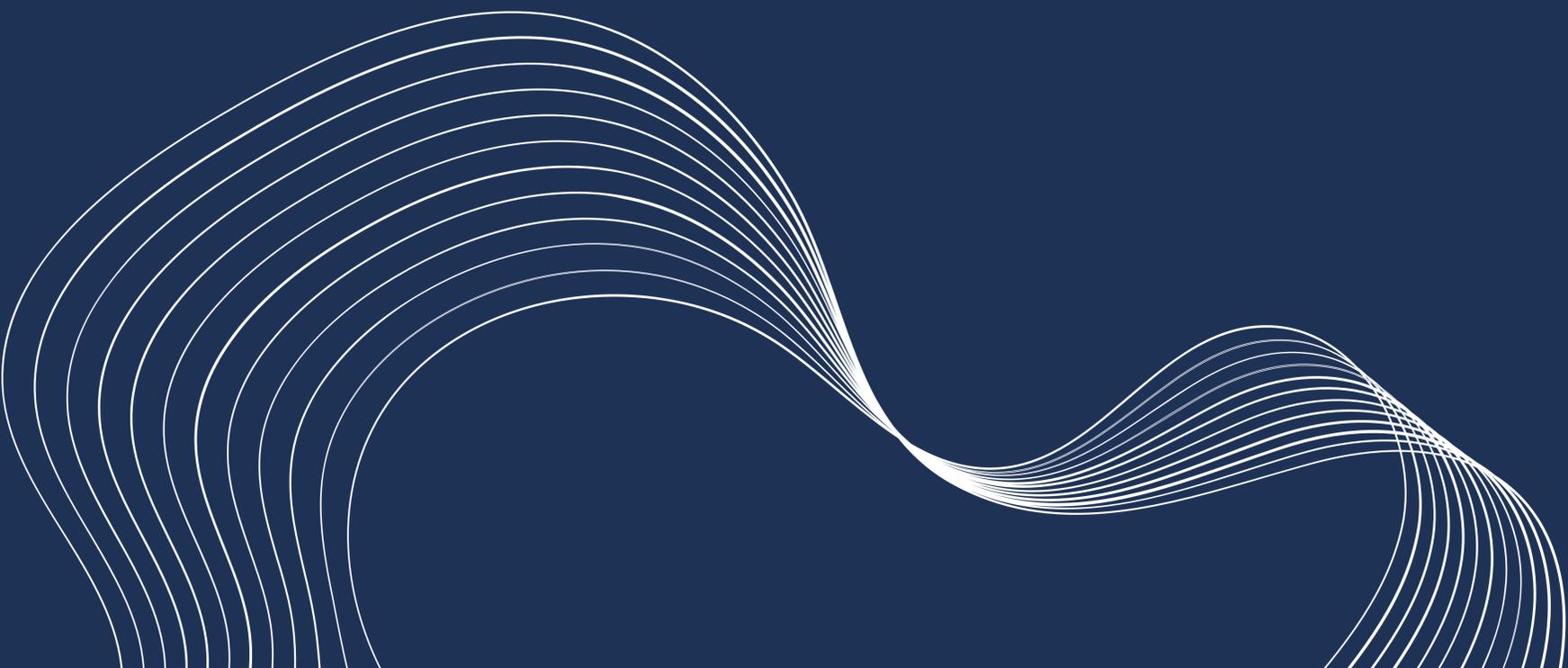


BDRShield (formerly BDRSuite)

VS

Datto

**Cost-Effective, Scalable Backup & DR for MSPs,
SMBs, and Mid-Market Organizations**



Executive Summary

This comparison evaluates BDRShield by Vembu and Datto BCDR (by Kaseya) as backup and disaster recovery platforms for three distinct audiences: Managed Service Providers (MSPs), Small and Medium Businesses (SMBs), and Mid-Market Enterprises. BDRShield emerges as a compelling alternative for organizations prioritizing cost-efficiency, operational simplicity, and comprehensive workload protection from a single unified platform.

Top 3 Areas Where BDRShield Delivers Measurable Value

- 1. Cost & TCO:** BDRShield's software-only model eliminates hardware CapEx. With industry-lowest subscription pricing, no minimum commitments, and 3x higher MSP margin potential, it delivers up to 70% lower total cost over 3 years vs. Datto.
- 2. Workload Breadth Without Product Sprawl:** A single BDRShield platform covers endpoints, servers, VMs (VMware, Hyper-V, Proxmox, KVM, oVirt), SaaS (M365 and Google Workspace), cloud VMs (AWS/Azure), and databases – all from one console. Datto addresses these workloads through multiple distinct product lines (SIRIS, SaaS Protection, Endpoint Backup), requiring separate licensing and management.
- 3. MSP-First Architecture with Flexible Economics:** BDRShield provides native multi-tenancy, monthly billing, white-labeling, WebServices API, and PSA/RMM integration with no contracts or minimums. Datto's MSP model requires hardware procurement, specific appliance sizing, and commitment to the Datto/Kaseya partner program.

Decision Matrix

Decision Criteria	BDRShield Summary	Datto Summary	Business Impact	Verdict
Total Cost of Ownership	Industry-lowest software pricing; perpetual + subscription options; no hardware CapEx; no minimum purchase; monthly billing for MSPs; up to 70% lower TCO	Appliance-based model requires hardware investment; subscription service fees on top; separate licensing for SaaS Protection and Endpoint Backup products	High Impact: Hardware + software + cloud service fees compound over years for Datto deployments	BDRShield: No CapEx, lower TCO
Ease of Use & Deployment	Cloud console ready in minutes; single edition, all features included; low learning curve; on-premise console option also available	Plug-and-play appliance deployment; partner portal for fleet management; straightforward setup for MSPs already in Datto ecosystem	Medium Impact: Both platforms are accessible to MSPs; BDRShield eliminates hardware provisioning	BDRShield: Software- only speed
MSP Multi-Tenancy	Native multi-tenancy in unified console; monthly billing; white-labeling; PSA/RMM integration; WebServices API; no minimums or sales targets	Multi-tenant Partner Portal (Datto cloud-based); FLEXspend for portfolio management; sold exclusively through MSPs; no direct-to-business sales	High Impact: BDRShield offers greater licensing flexibility and margin	BDRShield: Higher margins, no minimums
Workload Coverage	Single platform: Endpoints, Servers (Win/Lin/Mac/NAS), SaaS (M365, Google Workspace), VMs (VMware, Hyper-V, Proxmox, KVM, oVirt), Cloud VMs (AWS, Azure), DBs, Apps	SIRIS: Physical/virtual servers and workstations; Endpoint Backup: PCs; SaaS Protection: M365 and Google Workspace (separate product); Backup for Azure: cloud VMs (separate)	High Impact: BDRShield unifies all workload types under one license; Datto requires separate products and billing for SaaS and endpoint	BDRShield: Unified platform for diverse IT workloads
Storage Flexibility	BYOC (Amazon S3, Azure Blob, Google Cloud, Wasabi, any S3-compatible); BDRShield Cloud option; on-premise local/NAS/SAN; hybrid simultaneous	Datto Cloud (proprietary, immutable, geographically distributed); FLEXspend allows portfolio reassignment; no BYOC for primary backup storage	Medium Impact: BDRShield's BYOC model reduces storage lock-in	BDRShield: Storage flexibility
RTO / RPO Capabilities	Instant Boot VM (<1 min, any hypervisor); backup every 15 mins; automated backup verification (3-tier); granular recovery; cross-platform restore; Azure VM restore	Instant virtualization locally or in Datto Cloud; Screenshot Verification for automated testing; bare metal recovery	Low Impact: Both platforms meet enterprise RTO/RPO targets	Tie: Both meet enterprise SLAs

Decision Criteria	BDRShield Summary	Datto Summary	Business Impact	Verdict
Ransomware Protection	Immutable backups (Linux hardened repo + Object Lock); anomaly detection; pre-backup/pre-restore malware scanning; MFA enforced; RBAC; air-gapped 3-2-1; custom restore passwords; Zero Trust access model	Immutable Datto Cloud (proprietary); Cloud Deletion Defense; ransomware detection on all backups; forced 2FA; Screenshot Verification; FIPS Mode (SIRIS 6)	Low Impact: Both platforms offer layered ransomware defense	Tie: Enterprise-grade on both
Support & SLA	24/7 support (email, chat, phone) included with all license types; free training and certification for all; highly responsive across all account sizes, 100% satisfaction rating	24/7/365 US-based direct-to-tech support; dedicated Backup Solution Architect (free); some user reviews cite variable ticket resolution times	Medium Impact: BDRShield's inclusive support model has no tiering; Datto's US-based support is well-regarded though some community reports note inconsistency	BDRShield: Inclusive for all tiers
Compliance Readiness	Security controls support SOC 2, HIPAA, GDPR, ISO 27001; customizable retention (basic and GFS); audit logs; on-premise console for data sovereignty	FIPS Mode (SIRIS 6) for regulated industries; infinite cloud retention; geographically distributed Datto Cloud for data sovereignty; compliance reporting features	Low Impact: Both platforms address major compliance frameworks	Tie: Both compliance-ready
Hypervisor & Platform Breadth	VMware vSphere 5.x-8.x, Hyper-V 2012-2025, Proxmox VE 7.4-8.4, KVM (Debian/Ubuntu/RHEL), oVirt 4.5+, Windows, Linux, macOS, NAS, AWS EC2, Azure VMs	VMware vSphere, Hyper-V, physical Windows/Linux; macOS agent End of Life (2020); no native Proxmox/KVM/oVirt support; AWS/Azure via separate Backup for Azure product	Medium Impact: BDRShield covers Proxmox, KVM, oVirt natively – significant for MSPs with diverse hypervisor environments	BDRShield: Broader hypervisor coverage
Hardware Dependency	Software-only; runs on any Windows/Linux server, VM, or Docker; no proprietary appliance required; can be deployed in minutes	Appliance-based (SIRIS hardware, 2TB- 60TB) or software-only (vSIRIS on own hardware); appliance provides plug-and-play convenience but adds hardware cost and lifecycle management	Medium Impact: Software-only model reduces procurement complexity and eliminates hardware refresh cycles; appliance model provides simplicity for hardware-bundled deployments	BDRShield: No hardware dependency

Feature-by-Feature Comparison

1. Supported Platforms & Hypervisors

Category	BDRShield	Datto BCDR (SIRIS)
Endpoints & Servers	Windows Server 2012+, Windows 8.1+, Linux (Debian, Ubuntu, CentOS, RHEL, SUSE), macOS (Intel & ARM), NAS	Windows Server 2012–2025, Windows 8/10/11, Linux (Fedora, Debian, CentOS, Ubuntu LTS, RHEL); macOS agent is End of Life (since Oct 2020)
SaaS Backup	Microsoft 365 (Mail, Calendar, Contacts, OneDrive, SharePoint, Teams) + Google Workspace – both included in unified console licensing	Microsoft 365 and Google Workspace via separate Datto SaaS Protection product; requires separate licensing and billing
Virtual Platforms	VMware vSphere 5.x–8.x, Hyper-V 2012–2025, Proxmox VE 7.4–8.4, KVM (Debian/Ubuntu/RHEL-based), oVirt 4.5+	VMware vSphere, Hyper-V; no native Proxmox, KVM, or oVirt support listed
Cloud VMs	AWS EC2 Instances, Azure VMs	AWS/Azure via separate Backup for Azure and Endpoint Backup products
Databases	SQL Server 2012–2022, MySQL 5.7–8.1, PostgreSQL 12–15	SQL Server, MySQL, PostgreSQL via agent; Oracle via SIRIS (limited)
Applications	Exchange Server, SharePoint Server	Exchange, SharePoint, Active Directory

Verdict: BDRShield provides broader native hypervisor support (Proxmox, KVM, oVirt) and includes SaaS backup within unified licensing. Datto requires separate product purchases and billing for SaaS and cloud VM workloads.

2. Backup & Recovery Capabilities

Feature	BDRShield	Datto BCDR (SIRIS)
Backup Types	File/Folder, Disk Image, SaaS, Agentless VM, Agentless Cloud VM, Database, Application	Image-based agentless VM, agent-based physical/server, file-level, application-aware; SaaS via separate product
Backup Frequency	Every 15 minutes, hourly, daily, weekly, monthly, custom	Every 5 minutes via Inverse Chain Technology; scheduled intervals
Instant Recovery	Instant Boot VM: boot any backed-up VM or physical server on VMware, Hyper-V, or KVM within <1 minute – cross-hypervisor, regardless of source	Instant virtualization locally on SIRIS appliance or in Datto Cloud; Screenshot Verification auto-validates boot success
Granular Recovery	File-level, disk-level, application-item (Exchange, SQL, AD, SharePoint), M365 item recovery (mail, calendar, Teams, OneDrive), Google Workspace item recovery	File-level, application-item (Exchange, SQL, AD, SharePoint); M365 items via SaaS Protection (separate)
Cross-Platform Migration	V2V, P2V, V2P; restore to Azure VM; download as VHD, VMDK, VHDX, RAW	V2V, P2V capabilities; bare metal recovery; local/cloud virtualization
VM Replication	VMware and Hyper-V agentless replication with failover/failback and network mapping	Built-in replication to Datto Cloud; local virtualization on SIRIS appliance
Backup Verification	3-tier automated verification: boot test, mount test, data integrity test	Screenshot Verification: auto boot test with visual confirmation; context-sensitive application checks
Bare Metal Recovery	Yes – same or dissimilar hardware	Yes
Deduplication	40–70% data savings via dedup and compression	Compression and deduplication on SIRIS appliance
Retention Policies	Basic and GFS (Grandfather-Father-Son); customizable per workload	Time-based, GFS, infinite retention; 1-year, 7-year and infinite cloud retention tiers

Verdict: Both platforms offer comprehensive backup and recovery. BDRShield’s Instant Boot VM works cross-hypervisor (VMware, Hyper-V, KVM) regardless of backup source – providing greater recovery flexibility.

3. Storage & Cloud Integration

Feature	BDRShield	Datto
On-Premise Storage	Local disk, NAS, SAN, deduplication appliances	Local SIRIS appliance (2TB-60TB hardware); software-only (vSIRIS) on own hardware
Cloud Storage (Owned)	BDRShield Cloud (cost-effective, optional add-on)	Datto Cloud (proprietary, immutable, geo-distributed; included in service fee)
BYOC / Third- Party Cloud	Amazon S3, Azure Blob, Google Cloud, Wasabi, any S3-compatible storage	No BYOC for primary backup; Datto Cloud is the proprietary offsite repository
Hybrid Storage	Yes – simultaneous local + cloud; flexible mix of BDRShield Cloud and BYOC	Yes – local SIRIS appliance + Datto Cloud replication; FLEXspend for portfolio reassignment
Offsite / DR Copy	Offsite replication to remote datacenter or cloud; secondary backup copy; tape archival	Datto Cloud replication included
Cloud DR (DRaaS)	Restore as Azure VM; cloud failover via recovery, Cloud backup copy	Full DRaaS in Datto Cloud

Verdict: BDRShield offers greater storage flexibility through BYOC support (Amazon S3, Azure, Wasabi, etc.), avoiding cloud vendor lock-in and also offers proprietary cloud - BDRShield Cloud storage.

4. Security & Ransomware Protection

Feature	BDRShield	Datto
Immutable Backups	Yes – Linux hardened repository + Object Lock for cloud storage (BYOC)	Yes – proprietary Datto Cloud is immutable by design
Ransomware Detection	Anomaly detection for suspicious activity patterns	Ransomware detection on all backups as part of the backup process
Malware Scanning	Pre-backup and pre-restore scanning	Pre-backup scanning; Secure Restore capabilities
Encryption	AES-256 in transit and at rest	AES-256 in transit and at rest; FIPS Mode on SIRIS 6 for validated cryptography in regulated sectors
MFA / 2FA	MFA enforced at every login	Forced 2FA on Partner Portal
RBAC	Role-based access control with granular permissions (read-only, recovery, full access)	Role-based access in Partner Portal and management console
Air-Gapped Copies	3-2-1 backup implementation supported	Datto Cloud as immutable offsite copy
Zero Trust Access	MFA + RBAC + email token validation for endpoint restores + custom restore passwords + audit logs	Forced 2FA; role-based portal access; geographically distributed cloud infrastructure
Ransomware Recovery	Automated backup verification; instant recovery from immutable copies; custom restore passwords	Secure Restore from verified backups; Screenshot Verification; Fast Failback after cloud recovery

Verdict: Both platforms deliver enterprise-grade ransomware resilience. BDRShield’s Zero Trust model adds custom restore passwords and email token validation as extra recovery guardrails.

5. MSP-Specific Features

Feature	BDRShield	Datto BCDR (SIRIS)
Multi-Tenancy	Native multi-tenancy in unified console; manage all clients from single dashboard	Multi-tenant Datto Partner Portal; cloud-based fleet management across all SIRIS devices
Monthly Billing	Yes – MSP-exclusive monthly billing; no minimum commitments	Monthly billing available; minimum 3-month initial term (Co-Term Licensing, from May 2025 Kaseya Connect announcement)
White-Labeling	Yes – white-labeled console and reports	Limited – Datto brand is prominent; partner branding within portal
PSA/RMM Integration	Yes – native PSA/RMM integration; WebServices API	Native integration with Autotask PSA, Datto RMM, ConnectWise PSA, ConnectWise Automate; IT Glue integration
Partner Margins	3x higher margin potential vs. competing platforms; industry-lowest wholesale pricing	Structured MSP margin model; BCDR Fast Track: free hardware + 50% off first 3 appliances for new partners (launched May 2025)
Minimum Commitments	None – no minimums, no contracts, no sales targets	Committed Minimum Quantity (CMQ) billing model effective December 2025; minimum 3-month term for Co-Term Licensing
Client Onboarding	Rapid onboarding via cloud console; no hardware provisioning required	Appliance procurement and deployment required; BCDR Fast Track reduces CapEx barrier for new partners
Reporting & Alerts	Job-level reports; automated email alerts; real-time monitoring dashboard	Hero Reports, Device Audits, PowerBI templates; IT Glue Copilot for backup health overview
Partner Program	Lead sharing, deal registration, co-branded campaigns, MDF, free NFR licenses, dedicated partner support	Datto Partner Program with dedicated Backup Solution Architect; extensive enablement resources; Kaseya ecosystem bundling

Verdict: BDRShield’s MSP architecture is software-first: no hardware provisioning, no minimum commitments, true white-labeling, and the highest margin potential in its class.

6. Licensing & Pricing Models

Feature	BDRShield	Datto BCDR
License Types	Subscription (annual, 2-, 3-, 5-year) + Perpetual license option	Subscription-based service fee; bundled with hardware for appliance model; software-only (vSIRIS) available
Pricing Metrics	Per endpoint, per server, per VM, per 500GB (NAS), per user (SaaS), per application, per GB (cloud storage)	Per appliance (hardware + service fee model); per user seat for SaaS Protection; no per-workload granularity for SIRIS
Monthly Billing	Yes – exclusive to MSP partners; monthly recurring	Monthly billing available via partner program; Co-Term Licensing (min. 3-month initial term) available from 2025
Minimum Purchase	None – buy as little as one license	Committed Minimum Quantity (CMQ) applies from December 2025; varies by product and tier
Cost Position	Industry-lowest pricing; transparent per-workload granularity; no hardware CapEx	Hardware starting at ~\$1,200+ per appliance; service fees on top; all-inclusive cloud (no egress/DR-test fees)
Perpetual Option	Yes – one-time payment + optional AMC (1-5 years) after Year 1	No perpetual license; subscription-only
Support Included	24/7 support included with all subscription and perpetual licenses	24/7/365 US-based direct-to-tech support included in service; dedicated Backup Solution Architect at no charge

Verdict: bdrshield offers superior pricing flexibility: granular per-workload licensing, perpetual option, no minimum commitments, and no hardware capex. datto requires hardware investment and carries hardware lifecycle costs. saas and endpoint workloads require separate datto products and billing.org

7. Support, Training & Certification

Feature	BDRShield	Datto BCDR
Support Availability	24/7 via email, chat, and phone – included with all licenses	24/7/365 US-based direct-to-tech support; live DR support; dedicated Backup Solution Architect (free)
Training Requirements	Minimal – simple UI, low learning curve; no formal certification required to deploy	Straightforward for experienced MSPs; Datto training resources and partner enablement available; less complex than Veeam
Certification Programs	Free Training & Certification available for all partners	Datto partner training and certification via Datto University; BCDR-specific courses
Documentation	Knowledge base, FAQs, user guides, demo videos, best practices, community forum	Extensive partner documentation, BCDR buyers guides, device-specific guides, RMM/PSA integration guides
Support Experience	100% satisfaction ratings reported across all account sizes; highly responsive for SMBs and MSPs alike	Generally well-regarded US-based support; some community reports note variable ticket resolution on complex issues; dedicated Backup Solution Architect is a strong differentiator
Partner Enablement	Sales kits, co-branded campaigns, MDF, free NFR licenses, product roadmap access	Dedicated Backup Solution Architect; Hero Reports; IT Glue Copilot; Kaseya Connect annual conference enablement

Verdict: BDRShield’s support is inclusive and consistent regardless of account size, with free training and certification.

3-Year TCO Comparison: BDRShield vs Datto

Scenario A – 500 Servers (Disk Image or File Backup)

Cost Component	BDRShield (3-yr List Price)	Datto (3-yr Estimate)
Software Licensing	\$72,000	\$144,000–\$288,000
Training / Certification	\$0 (Free Training & Certification included)	\$0–\$2,000
Implementation	Included	\$0–\$5,000 (appliance deployment)
Support	Included	Included
Total 3-Year TCO	\$72,000	\$144,000–\$295,000
Savings	50%–76% lower TCO with BDRShield	–

Verdict: BDRShield delivers up to 70% lower 3-year TCO for server backup at this scale.

Scenario B – 2,500 Endpoints (Disk Image or File Backup – Windows, Linux, Mac)

Cost Component	BDRShield (3-yr List Price)	Datto (3-yr Estimate)
Software Licensing	\$90,000	\$107,640-\$180,000
Training / Certification	\$0 (Free Training & Certification included)	\$0-\$2,000
Implementation	Included	Included
Support	Included	Included
Total 3-Year TCO	\$90,000	\$107,640-\$181,000
Savings	17%-50% lower TCO with BDRShield	-

Verdict: BDRShield delivers up to 50% lower 3-year TCO. Also covers macOS and Linux – Datto Endpoint Backup does not.

Scenario C – 1,200 Microsoft 365 / Google Workspace Users

Cost Component	BDRShield (3-yr List Price)	Datto (3-yr Estimate)
Software Licensing	\$43,200	\$86,400-\$129,600
Training / Certification	\$0 (Free Training & Certification included)	\$0-\$2,000
Implementation	Included	Included
Support	Included	Included
Total 3-Year TCO	\$43,200	\$86,400-\$130,100
Savings	50%-67% lower TCO with BDRShield	\$338,040-\$606,100

Verdict: BDRShield delivers up to 70% lower 3-year TCO for SaaS user backup, managed within the same unified console.

Combined – All 3 Scenarios

Workloads: 500 Servers, 2,500 Endpoints, & 1,200 M365 / Google Workspace Users

Cost Component	BDRShield (3-yr List Price)	Datto (3-yr Estimate)
500 Servers (Software Licensing)	\$72,000	\$144,000–\$288,000
2,500 Endpoints (Software Licensing)	\$90,000	\$107,640–\$180,000
1,200 SaaS Users (Software Licensing)	\$43,200	\$86,400–\$129,600
Training / Certification	\$0 (Free Training & Certification included)	\$0–\$8,500
Implementation	Included	\$0–\$5,000
Support	Included	Included
Total 3-Year TCO	\$205,200	\$338,040–\$606,100
Savings	39%–66% lower TCO with BDRShield	–

Verdict: BDRShield delivers up to 70% lower 3-year TCO across the full MSP workload portfolio.

3-Year TCO Assumptions

- Based on a typical MSP environment – 500 Servers, 2,500 Endpoints, 1,200 Microsoft 365 / Google Workspace Users.
- BDRShield pricing reflects 3-year subscription list rates, which already include long-term discounts. MSPs receive exclusive partner pricing with additional volume-based discounts – further reducing TCO.
- Datto estimate based on publicly available resources and actual pricing may vary.
- Implementation costs reflect the difference between software-only deployment (BDRShield) and physical appliance procurement, shipping, and on-site setup (Datto SIRIS, Scenario A). Hardware CapEx for SIRIS appliances (\$995–\$1,200+ per unit) is not included in the software licensing row and adds a further \$25,000–\$60,000 to Datto’s Scenario A total.
- Datto’s server backup pricing is appliance-based (SIRIS), not per-server – costs scale with the number of client sites and data volume per site, not server count directly. Appliance service fees estimated at \$200–\$400/appliance/month (Invenio IT, March 2026); 20–30 appliances assumed for 500 servers across a typical distributed MSP fleet.
- Datto Endpoint Backup estimated at \$2.99–\$5.00/endpoint/month – Windows only; macOS agent is End of Life and Linux is not supported, meaning mixed-OS environments incur additional costs not reflected here.
- Datto SaaS Protection estimated at \$2.00–\$3.00/user/month – a separate product from SIRIS with its own console, billing, and Committed Minimum Quantity (CMQ).

Customer Testimonial Highlights

“I don’t think any platform can beat BDRSuite’s pricing. The cost is much lower than paying thousands per month for Datto, Kaseya, or Veeam.” - **Tony Ashvanian, Boom Logic**

“It’s very cheap and it’s absolutely competitive. It’s very cheap compared to what I can charge my customers for the service.” – **Niels Jensen, DataMate**

Conclusion & Recommendations

For MSPs, Mid-Market Businesses & SMBs, BDRShield’s industry-lowest pricing, msp-friendly design, software-based Self-hosted & Cloud-hosted management options and comprehensive feature set make it an economically compelling alternative to Datto’s hardware-based, premium-priced offering.

BDRShield is more appropriate for MSPs, Mid-Market Businesses & SMBs. Here’s why:

Mid-Market	SMBs	MSPs
<ul style="list-style-type: none"> Hybrid environments (on-prem + cloud + SaaS) require unified management Compliance needs (GDPR, HIPAA, SOC 2) are met without premium pricing Scalability from current state to 2-3X growth without license renegotiation Cost optimization initiatives target 60-70% backup/DR savings 	<ul style="list-style-type: none"> Budget constraints are significant (70% cost savings over Datto) You lack dedicated backup specialists You need fast deployment without multi-day training Diverse workload coverage (VMs, physical, SaaS, cloud) under one license Perpetual licensing option provides CapEx benefits. 	<ul style="list-style-type: none"> No minimum commitments, no lock-in or contracts Higher margins (3X) & Industry-lowest pricing for profitability Monthly billing flexibility, pay-per-workload pricing Rapid client onboarding and simplified management without appliance hardware logistics You need true multi-tenancy without additional products Third-party integration, Branding, WebServices API

Disclaimer: Product features, specifications, and pricing subject to change. Verify current details with vendors before making purchasing decisions. This comparison is provided for informational purposes only