

## Stored v Protected explained

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❖ A client has 2TB of data to protect: Which is the best deal?

❖ MSP 1 offers

**£0.19/GB/month**  
**protected data**

❖ Fee is

£389.12/ month

❖ MSP 2 offers

**£0.35/GB/month**  
**stored data**

❖ Reduction ratio is 2:1

❖ Fee is

£358.40/ month

**Beware the headline price**