

Think Management Solutions Helps Grant Thornton Speed Up Backup Processes by 35% with **Acronis** Cyber Cloud

Colombia-based MSP helps high profile client migrate away from local backup tool COBIAN and take advantage of hybrid cloud features from Acronis

BACKGROUND

Think Management Solutions (TMS) is a Colombia-based MSP that provides both on-premise and cloud solutions to a wide range of business sectors. TMS is seeing rapid growth in its cloud business, and it currently offers IT infrastructure, backup and recovery, and managed security. The company does this through partnerships with Microsoft, Symantec, Veritas, Adobe, and Acronis, and they have been an Acronis partner since Q4 2017.

THE CHALLENGE: FINDING THE RIGHT SOLUTION

One of TMS' customers is Grant Thornton, which provides insurance, tax and advisory services in Colombia. The customer was previously using COBIAN backup but according to John Yaima, IT Manager for Grant Thornton, "Previously our backups were handled by a local tool and the controls were carried manually, requiring our users to comply with backup schedules even if they were traveling."

TMS wanted to move to a more flexible system that enabled both local and cloud targets for backups. They also wanted a licensing arrangement that centered on used storage space rather than number of users.

KEY CHALLENGES

- Modernize backup processes to hybrid cloud
- Completing backups from employees while traveling
- Lack of centralized management for backups

KEY REQUIREMENTS

- Centralized management portal
- Local and cloud targets for backup
- Licensing by total storage space not users

PROTECTED RESOURCES

- 107 workstations
- 11.75 TB in Acronis Cloud
- 2.21 TB in local storage

KEY BENEFITS

- 35% increase in speed of backup processes
- Remove requirements on employees through automation
- Prevent hard drive and operating system failures

THE SOLUTION: ACRONIS CYBER BACKUP THROUGH THE ACRONIS CYBER CLOUD PLATFORM

With hybrid cloud backup capabilities and support for more than 20 virtual, physical and cloud platforms – plus built-in AI-based anti-ransomware and anti-cryptojacking technology – TMS determined that [Acronis Cyber Backup](#) was an ideal solution for Grant Thornton. TMS was able to deliver the solution through the [Acronis Cyber Cloud platform](#), enabling Grant Thornton to manage all of its users and ensure they could recover individual files, application data, or entire physical and virtual platforms.

Furthermore, Acronis Cyber Backup offered key flexibility: TMS could support Grant Thornton's restoration from backup to the original or completely new destinations while managing data from a centralized location. Mr. Yaima noted, "With the process automation we gained from Acronis Cyber Backup, no longer do we have to make our employees comply with our backup schedules. All that is needed is internet access, and now we have a solution that protects our users' information in the cloud." It took roughly seven months for TMS to roll out Acronis Cyber Backup to Grant Thornton's branch locations, and now the client is protecting around 2 TB of data with the solution.

THE BENEFITS:

Grant Thornton saw immediate benefits from deploying Acronis. Through centralized management, daily monitoring, and the automation of scheduled backup policies, Grant Thornton was able to increase the speed of its backup processes by 35% company-wide. It also

has a licensing schema that works for its business, allows the company to expand its storage space at any time, and generated a return on investment within just one month.

Additionally, Grant Thornton's IT department has been able to eliminate the burden placed on employees to remain in compliance with the company's backup policies while being able to quickly recover files or full machines in the event of failed hard drives or operating system failures. Moving forward, other parts of the organization plan to deploy Acronis and the company is also evaluating a disaster recovery solution.

For TMS, Acronis Cyber Backup was an optimal solution for its client's needs. Including Grant Thornton, TMS has nearly 12 TB of data across 107 workstations protected in the Acronis Cloud.

"With the process automation we gained from Acronis Cyber Backup, no longer do we have to make our employees comply with our backup schedules."

**John Yaima,
IT Manager**

ABOUT ACRONIS

Acronis leads the world in cyber protection - solving safety, accessibility, privacy, authenticity, and security (SAPAS) challenges with innovative backup, security, disaster recovery, and enterprise file sync and share solutions that run in hybrid cloud environments: on-

premises, in the cloud, or at the edge. Enhanced by AI technologies and blockchain-based authentication, Acronis protects all data, in any environment, including physical, virtual, cloud, mobile workloads, and applications.

With dual headquarters in Switzerland and Singapore, Acronis is a global organization that is trusted by 80% of Fortune 1000 companies. Learn more at [acronis.com](https://www.acronis.com).