

Malmberg expands Mac/Windows accessibility, accelerates productivity

Dutch educational publisher responds
to growing need for storage and
accessibility with Acronis Files Connect

BUSINESS BACKGROUND

Malmberg is an educational publisher that serves primary, secondary, and vocational schools. Over the past 125 years, the firm has grown to employ over 400 employees and is one of the most well-known and respected publishers of education books in the Netherlands. Malmberg operates different business units focused on preschool and primary schools.

BUSINESS CHALLENGES

A largely Windows-based organization, Malmberg supports a small but business-critical Mac community of approximately 40 employees. These staff work in Malmberg's design department and are responsible for the design and layout of every book the company publishes. Each designer needs to share files with designated reviewers and editors numerous times throughout the publishing cycle. The reviewers and editors, however, operate on a different network using Windows PCs.

In an effort to streamline file sharing between Macs and Windows users, Malmberg combined the two user constituencies onto a single network using shared Windows file servers. Malmberg tried using SMB for Windows in order to share files between their Mac and Windows users. Unfortunately, this approach was fraught with challenges that prevented Windows users from seeing files stored on shared servers by Mac users, and vice versa. They needed a solution that would enable both Mac and Windows users to store and retrieve files securely on a Windows file server.

INDUSTRY

Publishing

KEY CHALLENGES

- Ability to quickly access, review, and share files between Windows and Mac workstations
- Reduce storage demands and control storage costs

PROTECTED ENVIRONMENT

- Over 14 TB of data storage
- Approximately 40 Mac-users

KEY BENEFITS

- Seamless integration of Macs with Windows file servers
- Seamless access to archived files in Symantec Enterprise Vault
- Freed up more than 1.5 TB of storage
- Increased ROI from File System Archiving solution

RISING DEMAND FOR STORAGE FUELS ARCHIVING NEEDS

As future editions draw largely from past iterations, Malmberg must maintain online copies of every book it publishes for many years. This translates into over 14 terabytes (TB) of storage requirements for books alone. Another 300 gigabytes (GB) in storage is consumed by other user file needs. In fact, Malmberg's disk storage requirements were doubling every two years. A file system archiving (FSA) solution was a must, so Malmberg selected Symantec Enterprise Vault. But they needed their Symantec implementation to be easily and equally accessible to both Mac and Windows users.

Thanks to a recommendation from their Symantec support team, Malmberg installed Acronis Files Connect as an integration solution. Now their Mac users have seamless access to archived files stored in Malmberg's Symantec Enterprise Vault implementation. With a data

archiving level of just one year, Malmberg has already freed up 1.5 TB of storage. They plan to archive emails as well as part of a company-wide server and MS Office 2010 upgrade, which will further their return on their FSA investment.

Van der Stap couldn't be happier with the results thus far. "If you've got a mixed [Mac and Windows] environment," he remarked, "you need Acronis Files Connect. There's simply no other alternative."

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**Richard Van der Stap,
Project Leader**

THE ACRONIS SOLUTION

Richard Van der Stap, Project Leader of ICT Infrastructure for Malmberg, came across Acronis and Acronis Files Connect during an online search for possible solutions. He quickly brought it to the attention of Malmberg's IT service provider, who manages all the company's infrastructure.

Since Acronis Files Connect was installed, their Mac users have enjoyed easy access to their Windows file servers from their familiar Mac user interface. They are able to use long file names and conform to centralized file-naming policies so naming conventions are consistent. Likewise, Windows PC users readily access the files designers have placed on the file servers for their review and approval. This has streamlined their workflows and improved overall productivity.

ABOUT ACRONIS

Acronis sets the standard for [cyber protection](#) and [hybrid cloud storage](#) through its innovative [backup](#), [anti-ransomware](#), [disaster recovery](#), [storage](#), and [enterprise file sync and share solutions](#). Enhanced by [AI-based Active Protection technology](#), [blockchain-based authentication](#) and a unique [hybrid-cloud architecture](#), Acronis protects all data in any environment, including physical, virtual, cloud, mobile workloads and applications.

[Founded in Singapore in 2003](#), today the company is trusted by more than 5 million consumers and 500,000 businesses worldwide, including [79 of the top 100 most valuable brands](#).