

Digacore saves up to \$10K per month by replacing Datto Backup with **Acronis** Cyber Protect Cloud

New Jersey-based MSP reaches new heights in service quality and delivery by consolidating backup and cybersecurity.



Digacore grappled with the complexities of managing and securing diverse client IT environments. The company not only protects their clients' critical data against unforeseen events and cyberattacks but also helps them maintain regulatory compliance. Digacore's team needed to consolidate their tool stack to achieve the premium level of service that they aimed to provide.

THE SOLUTION

Digacore replaced Datto Backup with Acronis Cyber Protect Cloud with EDR, Advanced Backup and Cloud Backup and Recovery for Microsoft 365.

THE IMPACT

- Saved \$5,000 to \$10,000 per month by consolidating cybersecurity and backup tools with Acronis Cyber Protect Cloud.
- Improved operational efficiency, leading to improved service quality and business growth.
- Benefitted from hands-on support from the Acronis team and a true partnership with an MSP solution ecosystem.
- Empowered technicians with free Acronis Academy courses, which enabled them to confidently deploy, use and manage the solution.

KEY CHALLENGES:

- Datto Backup was costly and time-consuming to manage and maintain.
- Strict regulatory compliance put pressure on Digacore's health care clients to improve cybersecurity and data protection.
- Operational inefficiencies restricted Digacore's business growth.

KEY REQUIREMENTS:

- Centralized management across standard, Microsoft 365 and server backups; and cybersecurity.
- An easy-to-use console that saves technicians time and eliminates IT headaches.
- A cost-efficient cybersecurity and backup solution that doesn't sacrifice profitability.
- Robust protection that helps clients meet stringent compliance requirements.



“When we switched to using Acronis solutions, we saved money right off the bat. It was much more cost effective for us, which was a huge part of the reason we made that decision to switch.”

Jacob Berezin, Chief Revenue Officer, Digacore