Acronis

Joe's Datacenter Improves its Cyber Protection Posture with **Acronis** Cyber Protect Cloud

Independent datacenter services provider leverages multi-tenancy, white labeling, and cybersecurity features to enhance its offerings to MSPs and end customers

BACKGROUND

Joe's Datacenter (Joe's) owns and operates a datacenter facility in downtown Kansas City, Missouri. The company has been providing affordable datacenter services to small and medium sized businesses since 2008, and it also provides the underlying infrastructure that supports many MSPs. Joe's offers pure colocation as well as VPS and dedicated server hosting which is predominantly run on Linux. In addition to providing the physical security expected in a datacenter, Joe's was also using Sophos for cybersecurity.

THE CHALLENGE

Joe's was facing a few challenges when it came to the cyber protection of its facilities, customers, and MSP partners. First, limited availability for anti-virus on Linux machines was the only reason they were using Sophos but that didn't provide them with backups, making management difficult. With roughly 80% of its infrastructure running on Linux, this was a major problem that needed to be solved. Additionally, Joe's was seeing frequent storage failures from its clients and according to CEO, Joe Morgan, "We were also looking for a backup and recovery solution that gave our clients and service provider partners that ability to use their own infrastructure.

KEY CHALLENGES

- Linux infrastructure had limited anti-virus options
- Clients were experiences storage failures

KEY REQUIREMENTS

- Diverse support of operating systems and platforms
- Letting clients use their own infrastructure

PROTECTED RESOURCES

- 200 workstations
- 71 servers
- 112 virtual machines
- Over 250TB of hybrid cloud storage

KEY BENEFITS

- Cyber protection of all systems regardless of operating system
- A flexible solution for its clients
- Offering MSPs additional margin when reseller cyber protection

THE SOLUTION – ACRONIS CYBER PROTECT CLOUD: ONE PLATFORM FOR COMPREHENSIVE PROTECTION SERVICES

With support for more than 20 virtual, physical, and cloud platforms, and a hybrid of on-premises and cloud backup capabilities, Joe's determined that Acronis Cyber Protect Cloud was their ideal solution. The single platform was designed with service providers in mind, and of critical importance, a single portal gives Joe's the ability to manage all of their clients, enabling them to recover individual files, application data, or entire virtual platforms. Furthermore, Acronis Cyber Protect Cloud provides the flexibility that lets Joe's restore their customers to similar or dissimilar hardware while managing data from a centralized location.

Furthermore, the platform provides access to Acronis Cyber Protect Cloud, which integrates data protection and cybersecurity in one solution. Enriched with next-gen, full-stack antimalware protection and comprehensive-yet-simple endpoint management tools, it empowers service providers to deliver prevention, detection, response, recovery, and forensic capabilities delivered and managed through the same platform with the same management console.

BENEFITS – TURNKEY SOLUTION FOR MSPS WHILE ENHANCING ITS CYBERSECURITY POSTURE

Initially, Joe's began using Acronis for its own internal protection but soon expanded into supporting the cyber protection needs of our clients and resellers. With a pay-as-you-go billing model, Joe's was immediately profitable working with Acronis, and the company currently protects 200 workstations, 71 servers, 112 virtual machines and using over 250TB of hybrid cloud storage.

According to Morgan, "The multi-tenancy and white labeling features of Acronis Cyber Protect Cloud has allowed us to provide turnkey solutions to our MSP partners. Several of these MSP were already reselling similar solutions but with little to no margin. With Acronis, we are able to provide our MSP clients with meaningful margins while still saving their end customers money."

Morgan continues, "Acronis allows us to protect all the operating systems and platforms we use and managed through a single pane of glass." He adds, "The cyber protection features such as anti-virus and anti-malware fill a huge void in the industry in regards to cybersecurity for small and mid-sized businesses. Acronis Cyber Protect Cloud is a real game changer."

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ABOUT ACRONIS

Acronis unifies data protection and cybersecurity to deliver integrated, automated cyber protection that solves the safety, accessibility, privacy, authenticity, and security (SAPAS) challenges of the modern digital world. With flexible deployment models that fit the demands of service providers and IT professionals, Acronis provides superior cyber protection for data, applications, and systems with innovative next-generation antivirus, backup, disaster recovery, and endpoint protection management solutions powered by AI.

Founded in Singapore in 2003 and incorporated in Switzerland in 2008, Acronis now has more than 2,000 employees and offices in 34 locations worldwide. Learn more at acronis.com.

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