

# S&T Soluciones y Tecnología SAS Selects **Acronis** Cyber Cloud an Integrated Backup and Cybersecurity Solution

Company leverages Acronis' unified management console and multi-platform support to improve its backup service while launching a new cybersecurity offering

## BACKGROUND

At S&T Soluciones y Tecnología SAS (S&T) has more than 22 years of experience providing reliable and adaptable IT infrastructure and cloud services in the region of the Valley of the Cauca, in Colombia. The company provides a number of different solutions that target the needs of clients of varying sizes, including a fully managed environment for SMBs, which is S&T's primary audience. They also offer a co-managed environment for mid-sized clients and their own cloud called SIEN, which utilizes Microsoft and VMWare hypervisors. Everything S&T manages is protected by Acronis.

## THE CHALLENGE

While S&T was using Veeam Backup for virtual machines and ARCserve for physical servers, the company was suffering from a lack of integration and automation, resulting in operational inefficiencies. This was particularly the case during restorations of granular files. The company was looking for a single cyber protection tool with a unified administrative console for all its environments. The goal was to simplify the management of its backup and recovery process, thereby lowering costs. S&T was also interested in expanding its line of backup-as-a-service offerings to support a wider range of devices and operating systems used by SMBs.

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

S&T considered continuing with Veeam and ARCserve for its backup needs. It also reviewed Microsoft Azure products. However, with support for more than 20 virtual, physical, and cloud platforms, and a hybrid of on-premises and cloud backup capabilities, S&T determined that Acronis Cyber Cloud was



# Acronis

## KEY CHALLENGES

- Operational inefficiencies from multiple vendors
- Limited backup support for devices and operating systems

## KEY REQUIREMENTS

- Unified management console
- Broader support for devices

## PROTECTED RESOURCES

- 561 workstations
- 208 virtual servers
- 27 physical servers
- 19TB in the cloud, 86TB locally

## KEY BENEFITS

- Enhanced backup features
- Lowered costs
- Launching a new cybersecurity offering



their ideal solution. The single platform was designed with service providers in mind, enabling them to build services on a wide array of cyber protection solutions, including backup, backup, disaster recovery, antimalware, and work collaboration. Of critical importance, the single portal gives S&T the ability to manage all of their clients, enabling them to recover individual files, application data, or entire virtual platforms via Acronis Cyber Backup Cloud. According to Fernando Solano, Director at S&T, "Having a single management console for all our backup environments greatly simplified operations, making it possible for a single technician to support the entire process while lowering our costs."

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.

Solano notes, "Acronis Cyber Protect Cloud exceeded our expectations and allowed us to quickly bring our security-as-a-service to the market. We are aggressively promoting this new offering and we recently had a client migrate 40 devices away from McAfee."

#### **BENEFITS – LOWERED COSTS WHILE LAUNCHING A NEW CYBERSECURITY OFFERING**

S&T has benefited in several ways by moving to Acronis. In less than a month, everything had been seamlessly migrated away from Veeam and ARCserve. S&T is currently protecting 19TB in the cloud and 86TB locally

across nearly 600 workstations and more than 230 servers (virtual and physical).

"Given the flexible cost structure Acronis offered, we were immediately profitable and, furthermore, we do not even charge our new clients an implementation cost or force them into term contracts." Solano continues, "This has resulted in an improvement in churn of 91% in the past year."

From an operational standpoint, Acronis' unified management console has led to efficiencies such as

improved restoration times.

Additionally, Solano notes, "We have had to interact with the Acronis support team on several occasions and we have always felt supported."

Solano concludes, "The net-net of partnering with Acronis is we have lowered our operating costs, thereby improving profitability, while leveraging their unified console to expand the types of devices and operating systems supported for our backup service and launch a new cybersecurity offering."

*"The net-net of partnering with Acronis is we have lowered our operating costs, thereby improving profitability, while leveraging their unified console to expand the types of devices and operating systems supported for our backup service and launch a new cybersecurity offering."*

**Fernando Solano,  
Director**

#### **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.

[Founded in 2003](#) and with dual headquarters in Switzerland and Singapore, Acronis is a global organization that is trusted by 100% of Fortune 1000 companies. Learn more at [acronis.com](https://www.acronis.com).