

The Acronis logo is displayed in white text on a dark blue rectangular background.

# TOKAI Communications reduce costs and defends their customers with **Acronis** Cyber Protect Cloud

Telecomm enterprise delivers highly secure and accessible data protection services based on Acronis Cyber Protect Cloud while profiting.

The TOKAI GROUP logo features a stylized blue 'T' and 'K' graphic above the text 'TOKAI GROUP' in a blue, sans-serif font.

## BACKGROUND

TOKAI Communications, Inc. is a telecommunications enterprise that provides a variety of services including internet and network services to individual users, corporations, and communication carriers. Additionally, TOKAI Communications offers a wide range of other services ranging from consulting and system integration, to information system operation and maintenance.

For backup and restore services, TOKAI Communications offers OneOffice Remote Backup Service powered by Acronis Cyber Protect Cloud as a remote backup service ideal for businesses hoping to manage and back up data that's dispersed across several environments.

## RESPONDING TO ENVIRONMENTAL CHANGES WITH CLOUD SERVICES

TOKAI Communications began offering their remote backup service in 2009. In the beginning, data was backed up on-premises or in data centers, as there were no cloud environments for storing backups. However, because internet speeds have accelerated rapidly since this service launched, and cloud service and virtual platform usage have risen, TOKAI found their backup needs dramatically changed.

"The types and volume of data that can be backed up has greatly changed. We realized we needed to offer cloud backup services and became interested in the Acronis Cyber Protect Cloud. That resulted in the development of our OneOffice Remote Backup Service powered by Acronis," said Hiroshi Jitsuishi, Chief-Leader with their Platform Services Section.

## INDUSTRY

Telecommunications

## KEY CHALLENGES

- Lack of cloud backup services
- Concern over lack of ROI from separate backup service

## KEY REQUIREMENTS

- Remote backup to secure cloud storage
- Backup support for diverse platforms including on-premise and cloud, physical and virtual, all of popular OSes
- Backup support and migration capabilities for legacy OSes

## KEY BENEFITS

- Reduced operation costs
- Highly customizable backup plans
- Intuitive, easy-to-use interface

## REDUCING OPERATION COSTS BY NOT OWNING ASSETS

In addition to delivering highly in-demand cloud backup services, Acronis Cyber Protect Cloud helped TOKAI Communications overcome many of the hurdles that inherently arise when launching a new service. For example, service providers in general would be hesitant to take on upfront investments, lengthening the time from deployment to profitability – something management always tries to avoid.

Through Acronis Cyber Protect Cloud, TOKAI Communications were able to set up a cloud backup infrastructure without owning any of the necessary assets. And, since Acronis' payment structure is based on paying per usage, TOKAI could set up their new service with low financial risk.

"If you set up your own storage, you'll need an initial investment for assets, and you then have to consider the maintenance and operational costs. You must also consider future scaling-up or hardware repairs. Using Acronis Cyber Protect Cloud to reduce work or the operational costs needed for such fixtures is attractive," said Kazuyuki Muramatsu, Head of the Platform Services Section.

Acronis Cyber Protect Cloud enables TOKAI to manage and back up data across several environments, including Windows and Linux, on-premises and in the cloud, physical and virtual. The ability to support so many diverse OSes is a key advantage For TOKAI.

"Besides supporting a variety of modern OSes, Acronis Cyber Protect Cloud seamlessly supports older OSes as well. Some users have used the same system for nearly 10 years. Besides merely backing up data, it's reassuring that it can support several cases, including migrations to new systems," added Jitsuishi.

Even though many Japanese corporations still use old environments, very few backup programs support older OSes. However, Acronis provides excellent accessibility for these users. Regardless of the OS in place, Acronis Cyber Protect Cloud supports several customizations

and delivers an intuitive, easy-to-use interface – key benefits of the solution.

## THE VALUE OF AN EASY-TO-USE BACKUP TOOL

Through another piece of software, TOKAI has the ability to create snapshots of virtual machine states. "However, snapshots are not a cure for all instances, since there are many issues," said Kunihiko Ozawa, from TOKAI Communications' Platform Services Section. "That is why we haven't had support for a snapshot function within our services. And we chose Acronis Cyber Protect Cloud to provide image backups, which are more reliable than snapshots."

TOKAI Communications isn't stopping at backup services, either. The company is now developing ways to utilize the aggregated data to improve system migration and disaster recovery plans. For disaster recovery, TOKAI Communications is considering developing a new service based on Acronis Cyber Disaster Recovery Cloud.

## 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 Singapore in 2003](#) and incorporated in Switzerland in 2008, Acronis now has more than 1,500 employees in 33 locations in 18 countries. Its solutions are trusted by more than 5.5 million home users and 500,000 companies, including 100% of the Fortune 1000, and top-tier professional sports teams. Acronis products are available through 50,000 partners and service providers in over 150 countries in more than 40 languages.