THINK TECHNOLOGY AUSTRALIA

Acronis #TeamUp Program provides growth opportunity for Think Technology Australia

Supporting Walkinshaw Andretti United motorsport team.

Introduction

A healthy and successful sports team is a combination of exceptional talent, skills, strategy and a well-functioning back office, managing both on- and off-track operations. Just like any business, a modern sports team needs protection from cyberattacks and data loss. The Acronis #TeamUp Program helps achieve this by establishing cybersecurity partnerships with sports teams and engaging local service providers to deliver the technology and provide continuous support.

In the following partnership, Acronis met the backup and cybersecurity requirements of a leading Australian motorsport team while also providing a platform to the service provider that enabled it to deliver the service.

The sports team: Walkinshaw Andretti United

Walkinshaw Andretti United is an Australian motor racing team based in the Melbourne suburb of Clayton. The team was formed from three iconic organisations in world motorsport: Walkinshaw Racing, Andretti Autosport and United Autosports. With over 200 individual race wins, 10 Bathurst-1000 wins and eight driver championships in its pocket, the team knows how to leverage its internal skills and its partner ecosystem to achieve success.

The service provider: Think Technology Australia

Think Technology Australia is an industry-award-winning IT service provider focused on outsourced technology leadership for small to medium organisations looking for increased IT security. Established in 1995, its

KEY CHALLENGES
- Unreliable backup.
- Hybrid infrastructure.
- Remote and diverse client base.

KEY REQUIREMENTS
- Efficient backup and reporting.
- A platform for remote management, troubleshooting and service delivery.
- Ability to add cybersecurity services.

PROTECTED RESOURCES
- Microsoft 365 environment.
- Local ERP server.
- Physical servers and virtual machines.

KEY BENEFITS
- Backup storage utilization reduced by 90%.
- 70% reduction in backup management overhead.
- Centralised backup management and visibility.

> "We love the way you can recover a machine using the 'run as a VM' option which streams the restore of the server. This is particularly useful when restoring large data servers. You can have a server restoring from the Acronis cloud and get back up and running in a matter of minutes, with the files continuing to download in the background."
>
> **Lee Webster, CIO at Walkinshaw Group**

aim is to make technology leadership accessible to any organisation focusing on protecting their clients from global threats. With a team across Australia's East Coast and supporting clients globally, the company is a Microsoft Solution Partner with certifications across multiple specialties and an Acronis® #CyberFit Delivery Partner.

The challenge

The Walkinshaw Andretti United network consists of a Microsoft 365 cloud environment, including SharePoint sites, Teams and mailboxes. The team also has multiple physical and virtual servers on-premises. The need for an effective backup solution became apparent when the team realized that the existing backup system was taking too long to back up and was time consuming to manage. With the team relying on its ERP system for daily operations, data security became paramount to ensure business continuity.

For Think Technology Australia, the challenge lay in managing its growing client base across multiple locations. They needed a replacement for their legacy solutions, which required IT technicians to be physically present at client locations. To improve efficiency and achieve time savings, Think Technology Australia sought a platform that could manage a variety of clients across multiple locations, while providing effective backup, disaster recovery and cybersecurity solutions from a single interface.

The solution

Walkinshaw Andretti United began using Acronis Cyber Protect Cloud in 2020, extending the partnership to Think Technology Australia through the Acronis #TeamUp Program in 2024. With backup being its primary requirement, Walkinshaw Andretti United went through a proof of concept where they backed up a small portion of their infrastructure, and after realizing the efficiency and speed of the backup, deployed it across their entire infrastructure and Microsoft 365 environment within weeks.

The team is considering supplementing backup with additional cybersecurity features offered by Acronis Cyber Protect Cloud through the same agent and the same cloud management console. These include Acronis EDR, patch management, vulnerability assessment, DLP and device control, to further protect their IP.

Acronis Cyber Protect Cloud provided the MSP management platform that Think Technology Australia had been looking for. It enabled them to broaden their service portfolio, supporting more clients with fewer people and less effort, which significantly reduced the cost of their operations.

Results

Backup is the most consumed service for both Think Technology Australia as they protect client data, and

"The opportunity to do a #TeamUp with Acronis is unique. I've never seen another vendor offering a solution where the partner can be involved so deeply as we are. It allowed us to engage with the sports team and develop a deeper relationship with the overall company, and even talk about other solutions that complement Acronis."

Caleb Bright, CEO, Think Technology Australia

for Walkinshaw Andretti United, protecting their team's infrastructure.

For Think Technology Australia, the ability to manage their clients' environments remotely from a central interface, with centralized visibility of their clients' entire estates, was a game changer. The cloud management console enabled them to troubleshoot, offer support and even recover systems remotely. Switching to Acronis increased reliability and resulted in a 70% reduction in the time required to manage backup-related tickets. In addition, most of the issues that previously would have required an on-site presence can now be resolved remotely, via the cloud console.

For Walkinshaw Andretti United, deploying Acronis Cyber Protect Cloud to manage backups also resulted in significant efficiency improvements. One of the notable highlights is that with the previous solution, the backup file of their ERP server exceeded 1 TB. With Acronis, it's just 1/10th that size. It was so good that the team

performed a test restore, just to put their mind at ease that the new backup file contained all the data.

#TeamUp partnership

Partnering with Walkinshaw Andretti United through the Acronis #TeamUp Program, Think Technology Australia gained access to the sports team's ecosystem, including their fans and other sponsors. It also provided the service provider with a unique sports marketing opportunity to promote both its brand and services during sporting events.

The partnership also adds credibility to Think Technology Australia when they take their clients and guests to the Supercars pits and talk about their technology partnership with one of the leading motorsports teams in Australia. Acronis #TeamUp partnerships instil a high level of confidence in clients using Acronis cyber protection as they're using the same solution trusted by many leading sports teams.

About Acronis

Acronis is a global cyber protection company that provides natively integrated cybersecurity, data protection, and endpoint management for managed service providers (MSPs), small and medium businesses (SMBs), and enterprise IT departments. Acronis solutions are highly efficient and designed to identify, prevent, detect, respond, remediate and recover from modern cyberthreats with minimal downtime, ensuring data integrity and business continuity. Acronis offers the most comprehensive security solution on the market for MSPs with its unique ability to meet the needs of diverse and distributed IT environments.

A Swiss company founded in Singapore in 2003, Acronis has 45 locations across the globe. Acronis Cyber Protect Cloud is available in 26 languages in 150 countries and is used by over 20,000 service providers to protect over 750,000 businesses. Learn more at www.acronis.com

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