

SGS Packaging Europe gains seamless Mac/Windows integration with **Acronis**

Acronis Files Connect helps UK packaging pros save time and money while focusing more on their core business

BUSINESS BACKGROUND

SGS Packaging Europe provides complete turnkey graphics solutions for packaging from design-to-print. With an emphasis on prepress planning and workflow management, its in-depth understanding of the graphics industry and innovative use of technology means it can respond effectively and efficiently to market demands. It partners with clients, creating optimized solutions that leverage the right services to meet the specific business needs of the client organization. It also had creative and 3D product design capability in-house. Service-oriented teams combine quality and business knowledge to deliver solutions and value that go beyond client expectations. Its solutions make a compelling impact on enhancing product branding as well as reducing cycle time and costs. Delivering online services for over 20,000 users, SGS focuses on redundancy, high availability, and security for its online applications.

BUSINESS CHALLENGES

With the changing demands on the business, SGS's existing prepress workflow system, Xinet FullPress, which ran across a Mac environment on Xserve, was no longer needed. SGS Packaging Europe decided to look for a more appropriate solution. Ideally, they wanted to migrate to a system that was reliable, easy to use, required little user intervention, and could also help boost revenue levels by being more cost effective to run.

INDUSTRY

Technology; Packaging Design and Printing

KEY CHALLENGES

- To seamlessly migrate from an Apple-based system (an Xserve running Xinet Fullpress) to a Windows-based system running Acronis. Training staff and implementing systems to best exploit opportunities to save time and costs using new system

PROTECTED ENVIRONMENT

- Servers running Windows 2003, 2008, and 2012
- Workstations running Windows 7, Apple OS 10.9 and 10.10

KEY BENEFITS

- Seamless implementation
- Easy to use
- Reduced helpdesk calls
- Lower initial cost (vs. new version of Xinet FullPress)

"The main aim was to use a new solution as a way to reduce costs and boost revenues within the organization," explains IT manager, Jonathan Hadley.

"We wanted a new solution that was simple to use and effective, so that we could cut down on support and reduce the number of calls our team would have to make to a help desk, freeing them up to spend more time on the core business."

After carefully examining the relevant products on the market, Jonathan recommended that SGS go for a Windows environment running Acronis Files Connect."

The new set up was very easy to install, service levels were great and the initial cost was certainly cheaper, but the big test was going to be how things panned out going forward. I'm happy to report that good service levels have been maintained, while support has been kept to an absolute minimum, meaning that we're making ongoing savings when compared to the previous system."

Jonathan also paid tribute to the work done by Acronis partner OPAL IT, which advised on the purchase and implementation of the new system and helped the SGS team learn how to use it. "With the training and support from OPAL IT, the switch-over went really smoothly."

THE ACRONIS SOLUTION

Hadley compared the costs and implications of remaining with Xinet FullPress against those offered by switching to Acronis Files Connect. He says that the decision was an easy one, because "the initial costs were cheaper, the

yearly support costs are cheaper, and the system is easier to use – the evidence of that last point is the reduction in calls to the helpdesk."

"With Acronis, the initial costs were cheaper, the support costs are cheaper, and the system's easier to use."

**Jonathan Hadley,
IT Manager**

ACRONIS FILES CONNECT

Acronis Files Connect has been the leader in solving Mac/Windows integration issues for over 15 years. Acronis Files Connect addresses file corruptions, slow searches, and other incompatibilities when accessing Windows file and print servers, and NAS devices, from a Mac. At its core, Acronis Files Connect is a Windows-based AFP service that enables Macs to connect to the files residing on a Windows server. Using Network Reshare features, Macs can use AFP to access files on other Windows servers and NAS devices, through a single Acronis Files Connect server.

ABOUT ACRONIS

Acronis sets the standard for [cyber protection](#) and [hybrid cloud storage](#) through its innovative [backup](#), [anti-ransomware](#), [disaster recovery](#), [storage](#), and [enterprise file sync and share solutions](#). Enhanced by [AI-based Active Protection technology](#), [blockchain-based authentication](#) and a unique [hybrid-cloud architecture](#), Acronis protects all data in any environment, including physical, virtual, cloud, mobile workloads and applications.

[Founded in Singapore in 2003](#), today the company is trusted by more than 5 million consumers and 500,000 businesses worldwide, including [79 of the top 100 most valuable brands](#).