TotalSecure iT switches from Kaseya VSA 10 to **Acronis** RMM to take advantage of native integration

Kansas-based MSP consolidates toolsets, simplifies patch remediation and boosts technician efficiency with Acronis Cyber Protect Cloud.

TotalSecure iT is a managed service provider (MSP) and data center operator focused on security and cloud services. An Acronis partner for more than 15 years, TotalSecure iT recently made the strategic decision to switch its remote monitoring and management (RMM) solution from Kaseya VSA 10 to Acronis RMM.

CEO Brent Sadler says frustration with Kaseya's fragmented portal and uncertain product roadmap led to the change. Since moving to Acronis RMM, the company has enjoyed the benefits of a natively integrated platform.

THE SOLUTION

Sadler's team moved from Kaseya's VSA 10 to Acronis RMM, a solution in the Acronis Cyber Protect Cloud platform, using built-in scripts to simplify the rollout. The natively integrated Acronis Cyber Protect Cloud platform now enables technicians to manage patch management, backups, endpoint detection and response (EDR) and automation using a single dashboard.

THE IMPACT

- Acronis-provided scripts enabled a smooth, efficient switch from Kaseya.
- A single portal for security and management tools delivers operational simplicity.
- Easier scripting and access to APIs for automation and reporting boost efficiency.

KEY CHALLENGES:

- Fragmented management experience with Kaseya's multiportal structure.
- Unclear product focus amid Kaseya's acquisitions and RMM changes.
- Complex, manual prepatch backups and limited automation options.
- Cumbersome scripting tools and a lack of API access in Kaseya VSA 10.

KEY REQUIREMENTS:

- A single-pane-of-glass management experience for RMM, EDR and backup.
- Seamless migration tools and scripting simplicity.
- Automated prepatch backup and rollback for safer updates.
- Direct API access for building custom security dashboards.

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> "With Kaseya, we had one portal to access many portals. Acronis is the real deal — a single platform where backup, RMM and EDR work together."
>
> **– Brent Sadler, CEO, TotalSecure iT**

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