

403Tech consolidates their vendor list from five to one with **Acronis** Cyber Protect Cloud

Calgary-based MSP simplifies Microsoft 365 protection and improves technician efficiency with Acronis.

403Tech, a Calgary, Alberta-based MSP, needed a unified cybersecurity and backup platform to simplify its stack and reduce overhead. Working with multiple vendors created inefficiencies, especially around Microsoft 365 protection and client education. Acronis offered 403Tech a consolidated, intuitive solution with powerful support and rapid deployment across their client base.

THE SOLUTION

Acronis Cyber Protect Cloud with Microsoft 365 backup, Email Security and Security Awareness Training (SAT).

THE IMPACT

- Microsoft 365 backup and email security deployed across 80+ clients in a single afternoon.
- Technicians work more efficiently with fewer logins and quicker ticket resolution times.
- Vendor consolidation provides peace of mind and simplifies client account management.
- Security awareness training supports client education without adding internal overhead.

KEY CHALLENGES:

- Vendor management with multiple security and backup products increased complexity and cost.
- Technicians struggled with fragmented tools and login fatigue across client environments.
- Clients lacked education and awareness around security best practices and Microsoft 365 risks.

KEY REQUIREMENTS:

- One platform for Microsoft 365 backup, email security and security awareness training.
- Intuitive user interface for easy technician adoption and efficient client support.
- Scalable onboarding to transition 80+ clients quickly and seamlessly.



“Across 80+ clients, we were able to fully deploy Acronis Cyber Protect Cloud in an afternoon. Having one intuitive, reliable platform gives our team more time to support clients — and less time chasing down tools.”

Scott Gallupe, President, 403Tech