

NobleTec protects the NFL's Chicago Bears and doubles growth for three consecutive years with **Acronis**

Kicking off a dynamic technology partnership, NobleTec and the Chicago Bears secure nearly 300 Microsoft 365 accounts and 83 TB of dissimilar data through the Acronis #TeamUp Program.

Background

NobleTec LLC is a hybrid value-added reseller (VAR) and managed service provider (MSP) based in Illinois. The NobleTec team focuses on providing a comprehensive range of IT services to small and medium-sized businesses (SMBs) and enterprise clients. Founded on a mission of building and fostering long-term relationships and trust with clients, NobleTec has established a deep connection in the community and is committed to delivering superior services at aggressive prices without sacrificing their ethical pursuit and human relationships.

NobleTec is a valued partner of the Acronis #TeamUp Program, a sports marketing program that empowers MSPs to partner with professional sports teams. The Acronis #TeamUp Program is a strategic partnership that helps MSPs of all sizes elevate brand recognition, generate leads and boost revenue. Through #TeamUp, NobleTec landed a transformative and fruitful partnership with the National Football League's (NFL) Chicago Bears.

Challenges

NobleTec managed multiple single-purpose solutions to protect their clients' data. For instance, a single client can have between five to seven solutions — each serving an individual purpose and having separate costs. Although these solutions were individually less expensive than a single market-leading data security solution, the glaring issue was that this protection remained incomplete. Their data protection tools were not only siloed, but

KEY CHALLENGES

- Multiple solutions contributed to high costs and complexity.
- An increasing need for Microsoft OneDrive and Microsoft 365 protection.
- The growing threat landscape made data protection of the utmost priority to the Bears and NobleTec.

KEY REQUIREMENTS

- Robust backup and disaster recovery for masses of data.
- Cost efficient and consolidated cyber protection.
- Protection that fortified data integrity and availability for the Chicago Bears.

PROTECTED RESOURCES

- 83 TB of data.
- 282 Microsoft 365 seats.
- 14 virtual machines.

KEY BENEFITS

- Gained cost competitive backup and disaster recovery.
- Doubled client growth for three consecutive years.
- Helped NobleTec generate new leads, accelerate growth and increase revenue.
- Saved up to two hours per workweek for the Chicago IT professionals.



“We’re very similar to most organizations in terms of all the data and services around that data that we need to keep secure, backed up and available. Data is a differentiator in terms of knowing who our customers are on the business side, and how we assess and adjust to our strengths, needs, and opponents on the football side.”

**Justin Stahl, Vice President of Information Technology,
Chicago Bears**

also lacked robust capabilities and needed special attention to manage. Juggling an array of data protection tools became resource intensive to NobleTec and burdensome to their technicians.

Additionally, NobleTec clients are avid Microsoft 365 and Microsoft OneDrive users. The NobleTec team recognized that many clients were under the false impression that Microsoft sufficiently protects customer data. However, Microsoft’s service agreement recommends storing and regularly backing up Microsoft data using a third-party solution. NobleTec identified a need for further protection, and saw an opportunity to develop a more competitive data protection offering that would span to productivity application environments.

Another challenge included the vast volumes of dissimilar data that clients had to protect. For the Chicago Bears, NobleTec needed to ensure swift and reliable backup and disaster recovery for an array of data types. Data plays a crucial role for the high-profile sports organization — both on and off the field. Maintaining data integrity and data availability in alignment with the NFL’s regulations and compliance requirements was crucial to the Chicago Bears’ operations.

The new backup, disaster recovery and Microsoft 365 protection capabilities needed to be easy to use and eliminate the hassle and complexity of managing multiple solutions. This was especially critical in a period of hyper growth when NobleTec’s technician headcount began to climb. New technicians needed to onboard and learn

to use one simple solution quickly without the confusion of learning several different tools at the same time. In solidarity with the Chicago Bears, NobleTec understood that comprehensive data protection was of utmost importance against the increasingly complex threat landscape.

Solution

NobleTec received countless inquiries from clients seeking a solution to protect their Microsoft environments. This was the catalyst that led Volodymyr Nikorich, Vice President and Managing Partner, NobleTec, to discover Acronis. After investigating the solution, Nikorich and the team determined Acronis Cyber Protect Cloud was the ideal fit.

Acronis Cyber Protect Cloud unifies backup, disaster recovery, cybersecurity and endpoint management in a single, integrated solution. This consolidated approach helps MSPs reduce costs by simplifying their technology stack and IT management — and empower engineers to manage backup and Microsoft 365 protection in the same console.

The result

With one easy-to-use platform, NobleTec technicians quickly developed a familiarity and comfort level with its features and capabilities — regardless of their tenure or skill level. Previously, the technicians had to learn how to manage multiple siloed solutions. Since using Acronis, Nikorich reports tremendous growth. “I would say we

“The cost, unified system, ease of management and ease of deployment was a perfect fit because you can scale up and down as you need to. There is no minimum starting point. Whether it’s a small business with a couple of employees or even a few thousand employees, the solution just works.”

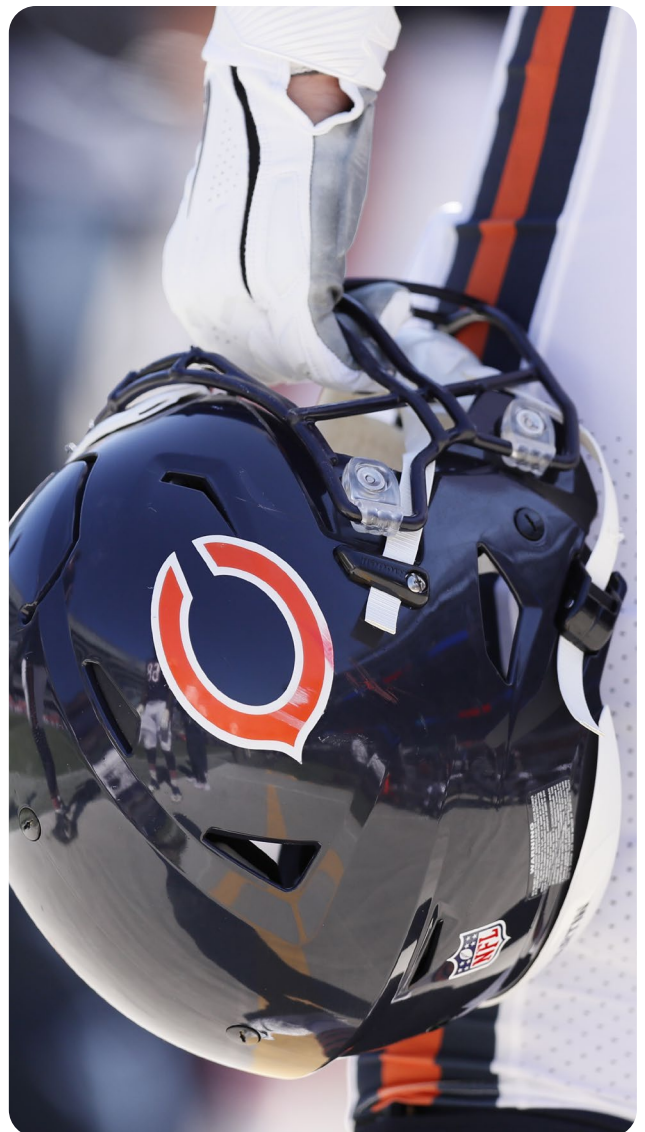
Volodymyr Nikorich, Vice President and Managing Partner, NobleTec LLC

doubled in the first year and then doubled again in the second year, and we are probably going to be more than doubling again this year. Growth is pretty significant — especially once we made the decision to make Acronis one of our key products,” says Nikorich.

As a result of solution consolidation, Nikorich noted cost savings on behalf of clients and estimates an approximate 30% to 50% savings because of Acronis Cyber Protect Cloud. Nikorich adds, “As good a solution as Acronis is, it also does not come with a super-expensive price tag. It is very affordable, no matter how big or small you are.”

Acronis Cyber Protect Cloud empowers NobleTec and the Chicago Bears to reliably secure high volumes of dissimilar 83 TB of data, 14 virtual machines and 282 Microsoft 365 seats without sacrificing cost or operational efficiency. Acronis saves the Chicago Bears’ IT department a significant amount of time in weekly backup operations. According to Justin Stahl, “I would say it saved us somewhere in the range of one to two hours per week. With some of our data, we used to do actual tape backups. We would have to prepare, pick up and drop off those hard tapes with a delivery service.”

Following the setup, implementation and testing of Acronis Cyber Protect Cloud, Stahl has full confidence in NobleTec’s and Acronis’ engineers. The Chicago Bears’ IT department is thankful for Acronis #TeamUp — NobleTec’s partnership helped take the burden off of the Bears’ IT team when solving data protection complexities and fortifying business continuity.



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

