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TRU Security Day
Italy 2025

Performance and MSP benchmarks for Italy, part 2

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Productivity is the key to success.

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How many seats / endpoints is optimal per technician?

Average MSP	Gold standard	Potential?
250	350	500+

Fully managed and supported seats / endpoints per technician

Above this number:

- Quality starts to decline.
- Staff churn starts to increase.
- Capacity to support additional services decreases.

Exceptions:

- The fewer services, the more seats / devices.
- Not 1-to-1 … diminishing returns.

canalys

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Acronis can help you capture that opportunity.

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MSPs increase productivity with consolidation

50%+

- Reduced training costs
- Reduced maintence and updates
- Lower technical overhead
- Native integration
- More workloads per technician

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Acronis Cyber Protect Cloud

Natively integrated and built for MSPs

Ease of use **Operational efficiency** **Integration platform**

Integrated cybersecurity, data protection and management in one complete security solution

Detection & Response	SaaS Security	Backup	Disaster Recovery	RMM	PSA
EDR / XDR / MDR	Email and Collaboration App Security	Backup	Disaster Recovery	Remote Monitoring and Management	Business Process Automation for MSPs

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“Nel silenzio ovattato del lusso, la vera accoglienza è proteggere ogni dettaglio, anche quelli che non si vedono: i sogni degli ospiti e la sicurezza dei loro dati.

Acronis un vero strumento al servizio degli MSP che attraverso un unico cruscotto facilita la gestione ed il monitoraggio della sicurezza dell’infrastruttura tecnologica e dei dati dei nostri clienti.”

EDR/XDR

Cloud backup

Security Awareness Training

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Vittorio Acampora

CEO and CISO
Meginet Srl

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“Grazie alla partnership strategica con Acronis, oggi il gruppo TSI, tramite PS Innovation, eroga a migliaia di clienti tutti i servizi della piattaforma: cloud, cybersecurity, RMM e Disaster Recovery, **garantendo sicurezza e resilienza operativa**.”

Backup

RMM

Disaster Recovery

Cybersecurity

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Marina Borriero

Sales Director
TSI Group – PS Innovations

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We can help.

Lower training costs	Reduced maintenance	Lower tech overhead
Native integration	More workloads	Lower costs

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Italy

May 22, Milan

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