# Technopeak Sees New Managed Security Opportunities with **Acronis** Cyber Protect Cloud

**Systems integrator sees new revenue-generating potential with multiple cyber protection solutions integrated into a single product**

## BACKGROUND

TechnoPeak is a fast-growing systems integrator providing business automation, technology services, and digital transformation solutions primarily to small and medium-sized enterprises with five to 100 computers. The company operates in Europe, CIS, and the Middle East, and it has over 500 IT professionals on staff supporting over 3,000 customers.

## CURRENT SECURITY OFFERINGS AND SOLUTIONS USED

Technopeak has a variety of security offerings and vendors used. For anti-virus, they offer customers multiple solutions include Kaspersky, ESET, and Symantec. For managed firewalls, they offer Fortigate, SonicWALL, and Cisco. For email protection, they offer solutions from Barracuda and Mimecast.

## ACRONIS CYBER PROTECT CLOUD – INTEGRATED BACKUP AND CYBERSECURITY

Acronis Cyber Protect Cloud is a unique AI-enhanced service provider solution that integrates data protection with cybersecurity. Enriched with next-generation, full-stack anti-malware protection and comprehensive, yet simple, endpoint management tools, it empowers service providers to deliver prevention, detection, response, recovery, and forensic capabilities in an easy and efficient way.

Built on top of Acronis' industry-leading backup and disaster recovery solution, Acronis Cyber Protect Cloud simplifies onboarding, daily operations, and reporting, all while combating advanced cyberattacks with new use cases enabled by integration.

### KEY CHALLENGES

- Find new managed services revenue streams
- Managing multiple vendors
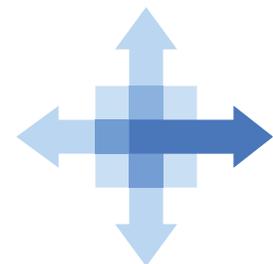
### KEY REQUIREMENTS

- Ability to consolidate disparate security vendors with an integrated solution
- Ease of use for both internal operations and end customers

### PROTECTED RESOURCES

- 20 endpoints
- 10 TB

### KEY BENEFITS

- A single solution that combines backup, anti-malware, and patch management
- Easy to use for technicians and customers

Since all these capabilities are delivered and managed through a single platform, it eliminates the increased complexity and cost caused by relying on multiple vendor solutions, saving on licensing, deployments, testing, and training.

## OVERALL IMPRESSIONS OF ACRONIS CYBER PROTECT CLOUD

Technopeak was one of the service providers involved in the beta of Acronis Cyber Protect Cloud and before the product's general release the company had more than 20 different machines activated protecting nearly 10 TB of data. According to Managing Director Alexander Sokolov, "We have been very excited to see all the features in a single product. The most important ones to us are device management and anti-malware although additional features like patch management are very nice. Overall, it is much better to use one solution."

Concerning usability, Sokolov notes, "Acronis Cyber Protect Cloud is easy to use and manage. Additionally, IT companies need simplicity. They don't really care how things work; they just want to see results without any problems. Acronis Cyber Protect Cloud enhances simplicity."

## MARKET OPPORTUNITY

Technopeak sees new revenue opportunities with Acronis Cyber Protect Cloud as well as an opportunity to consolidate security vendors. The company is actively offering Acronis to existing clients who already have their trust, and Acronis is included as part of the "Top 5 Solutions" that Technopeak recommends to all its clients, which also includes CRM, task management, and PBX.

> *"Having device management and anti-malware plus additional features like patch management is great. We are very excited to see all these features in a single product."*
>
> **Alexander Sokolov, Managing Director**

The company is actively marketing Acronis Cyber Protect to its customers via email and other direct and online marketing campaigns. According to Sokolov, "We are highlighting the importance of cyber protection, and the combination of anti-malware, backup/recovery, patch management, and authenticity of data is resonating very well among our customers, particularly for server infrastructure." He continues, "With regards to the surge in remote workers due to the global pandemic, we are strongly recommending Acronis Cyber Protect to customers, especially if they are using personal devices."

## ABOUT ACRONIS

Acronis leads the world in cyber protection – solving safety, accessibility, privacy, authenticity, and security (SAPAS) challenges with innovative backup, security, disaster recovery, and enterprise file sync and share solutions that run in hybrid cloud environments: on-premises, in the cloud, or at the edge. Enhanced by AI technologies and blockchain-based authentication, Acronis protects all data, in any environment, including physical, virtual, cloud, mobile workloads and applications.

With 500,000 business customers, and a powerful worldwide community of Acronis API-enabled service providers, resellers and ISV partners, Acronis is trusted by 100% of Fortune 1000 companies and has over 5 million customers. With dual headquarters in Switzerland and Singapore, Acronis is a global organization with offices worldwide and customers and partners in over 150 countries. Learn more at acronis.com