



# Kortermann-IT secures GOG Handball on and off the court with **Acronis** Cyber Protect Cloud

Denmark-based MSP cut patch management time in half and protects GOG Handball's critical data with Acronis

## INTRODUCTION

Kortermann-IT is a dynamic managed service provider (MSP) that serves small and medium-sized businesses across Denmark. Kortermann-IT was founded in 2006 by CEO Henrik Kortermann Sorensen. It is Kortermann-IT's mission to deliver comprehensive IT solutions, solve IT challenges and be a trusted advisor to clients at eye level. This means that Kortermann-IT technicians speak IT in language that is bite-sized and easy to understand. Kortermann-IT helps their clients with infrastructure, IT security, monitoring, business telephony, cloud solutions and app development.

Kortermann-IT is a valued partner of the Acronis #TeamUp Program, a sports marketing initiative that empowers MSPs of all sizes to partner with professional sports teams worldwide. The Acronis #TeamUp Program is a strategic opportunity that helps MSPs elevate brand recognition and market presence to grow their business. Through #TeamUp, Kortermann-IT landed a transformative partnership with GOG Handball.

## THE CHALLENGE

Kortermann-IT's clients consist of businesses with diverse IT environments, including computers, mobile devices and Microsoft 365 accounts. With dissimilar technology, their clients struggled to

## KEY CHALLENGES

- Diverse IT environments, including Microsoft 365.
- Disparate solutions for security, patch management and backup.
- Complex and time-consuming security management.

## KEY REQUIREMENTS

- Centralized management for data protection and cybersecurity.
- Scalable and effective cyber protection.

## PROTECTED RESOURCES

- Computers, mobile devices and Microsoft 365 accounts.

## KEY BENEFITS

- Scored a high-visibility partnership with GOG Handball through #TeamUp.
- Simplified solution management in a single, unified console.
- Reduced patching time by half.
- Fast setup across client workloads.
- Increased business growth.



adequately protect their IT infrastructure. Kortermann-IT was using WithSecure (formerly F Secure) for cybersecurity and Acronis Cyber Protect Cloud for backup.

Juggling two separate solutions became challenging for Kortermann-IT's technicians. Their team had to constantly log in and out of the WithSecure and Acronis consoles. Managing their clients' cybersecurity and data protection became time-consuming and inefficient with both disjointed solutions in play.

Kortermann-IT recognized a need to unify cybersecurity and data protection, and their team needed to improve operational efficiency without sacrificing performance and profitability. They required a solution they could rapidly set up that protects Microsoft 365 and secures email environments.

Additionally, there was a growing need to protect GOG Handball's critical data against loss and compromise.

From player performance to contracts, spectator information and operational information, data is crucial to GOG Handball — both on and off the court. GOG Handball required valid, immutable backups to protect data from malicious activity, because if critical data ended up in the wrong hands, competing teams could gain an advantage or, even worse, cybercriminals could exploit sensitive data.

All these factors considered, Kortermann-IT determined that it was time to seek a new cybersecurity solution.

## THE SOLUTION

Henrik Kortermann reached out to colleagues and other IT companies in Denmark in search of recommendations for a new cybersecurity solution. His peers suggested Acronis Cyber Protect Cloud with Advanced Security + XDR, Advanced Backup, Advanced Management and Advanced Email Security.



“When we were using WithSecure and Microsoft for security, my technicians needed a lot of time to get familiarized with and learn the products. However, with Acronis, we get helpful support when we have issues, and it is easier for my technicians to implement protection to our clients.”

**Henrik Kortermann Sorensen, CEO, Kortermann-IT**

Acronis Cyber Protect Cloud natively integrates cybersecurity and data protection in a single solution. The built-in protection is scalable and eliminates the IT headaches of implementing additional integration. With quick setup and a user-friendly console, Acronis Cyber Protect Cloud makes advanced cyber protection technologies like endpoint detection and response (EDR) and advanced email protection accessible both to MSP teams with limited resources and the businesses they serve.

Kortermann-IT started a free trial to explore, hands on, cybersecurity with Acronis. As a first impression, Henrik Kortermann and his technicians noticed that Acronis Cyber Protect Cloud was easier to use than WithSecure. In particular, the unified console makes managing backups, cybersecurity, Microsoft 365 protection and email security easier for Kortermann-IT’s team. With Advanced Email Security, Acronis Cyber Protect Cloud provided complete collaboration application

protection to secure Kortermann-IT’s client Microsoft 365 accounts. After evaluating the solution, they determined Acronis was the perfect fit.



## THE RESULTS

Kortermann-IT has noticed several time-saving benefits and improved operational efficiency as a result of using Acronis Cyber Protect Cloud for cybersecurity and data protection. According to Henrik Kortermann, Kortermann-IT reduced patch management time by 50% per month with Acronis Cyber Protect Cloud. “It is a huge thumbs up to have cybersecurity, backup and recovery in one portal. With an all-in-one product, deployment is easier,” says Henrik Kortermann.

Simplified management, enhanced Microsoft 365 protection and improved operational efficiency were not the only benefits of the Acronis partnership. Sorensen also highlighted winning the high-profile partnership with GOG Handball through Acronis #TeamUp.



Kortermann-IT not only delivers the reliable backups that GOG Handball needs, but also safeguards business (and match) continuity for the fast-paced sports organization.

Since using Acronis Cyber Protect Cloud and beginning the #TeamUp partnership with GOG Handball, Kortermann-IT reported a surge in business growth and anticipates the trend will continue.



## A SECURITY-FIRST MATCH: KORTERMANN-IT AND GOG HANDBALL

“We are proud to show our logo with Acronis and GOG Handball. In Europe, handball is a big thing that many people talk about, especially in the Olympic games. Now that handball season is starting in Denmark, there is a lot of attention on the sport,” adds Henrik Kortermann.



“Kortermann is one of the most important partners because IT is such a big part of our company. If we run into an IT issue, it is critical to have a partner that we can call and help us as soon as possible, especially when we have a match. Kortermann knows how to handle it, and we know that they are going to solve it fast.”

**Mads Bruus, Commercial Manager, GOG Handball**