Acronis

Caspian IT Group consolidates multiple backup solutions into **Acronis** Cyber Backup Cloud

MSP takes advantage of centralized management features to handle multiple devices, operating systems, and client portals.

BACKGROUND

Caspian IT Group is an IT consulting and management company based in San Jose, California. Since 2012, they've provide on-demand IT solutions for small to medium sized businesses along with detection, diagnostic, and repair services for clients.

THE CHALLENGE: FINDING THE RIGHT SOLUTION

Caspian IT Group had previously worked with backup software technologies including Veeam and Intronis. However, they wanted to consolidate to a single technology with centralized manageability for all of their clients. This solution would need to cover all the devices and operating systems Caspian IT Group backs up.

Furthermore, Caspian IT Group needed to be able to monitor and manage everything from a single interface. This centralized management functionality was critical in their vendor selection process. According to CTO Borhan Zoufan, "We really just needed to be able to manage everything in one place."

THE SOLUTION: ACRONIS CYBER BACKUP CLOUD

With support for more than 20 virtual, physical, and cloud platforms, and a hybrid of on-premises and cloud backup capabilities, Caspian IT

KEY CHALLENGES
- Consolidating from multiple technology solutions
- Managing a wide range of client devices and operating systems

KEY REQUIREMENTS
- Centralized manageability
- Multi-platform support
- Increased recovery speeds

PROTECTED RESOURCES
- 37 servers
- 28 workstations
- 17TB of data

KEY BENEFITS
- Immediate profitability
- Centralilzed management of all devices, operating systems, and clients
- Minimal training required due to ease of use

Group determined that Acronis Cyber Backup Cloud was their ideal solution. Additional considerations like the built-in AI-based anti-ransomware and anti-cryptojacking technology, Acronis Active Protection, made the decision even easier.

Through a single portal, Caspian IT Group can now manage all of their clients, enabling them to recover individual files, application data, or entire virtual platforms. Furthermore, Acronis Cyber Backup Cloud provides the flexibility for the company to restore its customers to the original or completely new destinations while managing data from a centralized location.

THE BENEFITS: IMMEDIATE PROFITABILITY AND GROWTH

The benefits of partnering with Acronis were immediate. Caspian IT Group was able to roll out Acronis Cyber Backup Cloud across its clients in under a month. This was in large part due to the ease of use found in Acronis Cyber Backup Cloud. The company found the solution to be very easy to understand. As Mr. Zoufan notes, "it is so easy to use, we barely have to spend any time on Acronis with new hire training."

Caspian IT Group has also experienced the efficiency of Acronis Cyber Backup Cloud, notably in a recovery scenario. Mr. Zoufan recalls a client that had two virtualized applications servers, one managed by Caspian IT Group using Acronis, and the other managed by the client with Veeam. Due to a power outage, there was a hardware failure on the machine and it required a complete recovery. According to Mr. Zoufan, "for both

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> **Borhan Zoufan, CTO**

Linux and Windows, Acronis successfully recovered the VMs in 15 minutes. On the Veeam side, it took nearly 2 hours just to configure Veeam to get ready to restore and once ready, the Windows VM took 30 minutes and then failed. It spoke volumes about the quality of Acronis Cyber Backup Cloud."

Ultimately, Caspian IT Group migrated all backup away from other solutions to Acronis and made Acronis Cyber Backup Cloud available to existing and prospective customers. The company now has over 17 TB under management across 37 servers and 28 workstations. This resulted in an immediate business benefit. "Given the pay-as-you-go nature of the solution," according to Mr. Zoufan, "we were profitable immediately after we onboarded all our clients."

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 dual headquarters in Switzerland and Singapore, Acronis is a global organization that is trusted by 80% of Fortune 1000 companies. Learn more at acronis.com.

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