i3-Software & Services Modernizes Backup Within Louisiana Government Offices with **Acronis** Cyber Protect Cloud

MSP helps public sector clients move away from tape backup while adding new revenue-generating endpoint protection and cybersecurity services

BACKGROUND

i3-Software & Services LLC (S&S) is a managed service provider based in Louisiana that specializes in supporting local government. Founded in 1978, the company develops and sells IT solutions into municipal, parish/county, and state agencies including the likes of clerks of courts, tax assessors, sheriffs' offices, school boards, and city halls.

CURRENT SECURITY OFFERINGS AND SOLUTIONS USED

As part of the managed services it offers, S&S offers anti-virus solutions and currently resells Symantec Anti-virus, AVG Business, and Malwarebytes. The company also has more than 1,000 licenses to LogMeIn for remote management, although they do not pass this cost onto their customers.

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.

Since all these capabilities are delivered and managed through a single platform, it eliminates the increased complexity and cost caused by relying

KEY CHALLENGES

- Modernize backup away from tape and into the cloud
- Lower operational costs

KEY REQUIREMENTS

- Easy-to-use interface
- Reliability and security

PROTECTED RESOURCES

- 142 workstations
- 42 physical servers and 12 VMs
- 22TB in the cloud and 27TB on premises

KEY BENEFITS

- Improved RTO for clients
- Anti-ransomware and cybersecurity features
- Ease of use

on multiple vendor solutions, saving on licensing, deployments, testing, and training.

OVERALL IMPRESSIONS OF THE ACRONIS CYBER PROTECT CLOUD BETA

Overall impressions of Acronis Cyber Protect Cloud have been quite positive. Charles Brinegar, Network Systems Engineer, leads off by saying, "I love the user interface, using the dashboard, and being able to see everything that is mission critical to us."

When it came to the new features and functionality, several things stood out. First was the ability to scan the backup before restoring. Brinegar explains, "The fact that this is in place to make sure the restores are clean is really nice, although I hope I never have to really put this to the test." Second, Brinegar appreciated the predictive failure detection for hard drives. One other feature that really caught Brinegar's attention was the threat feed, and he notes, "This will be really important for us, especially around hurricane season, to see and take remediation measures and initiate backups based on warnings from the feed."

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>
> **Charles Brinegar, Network Systems Engineer**

RELEVANCE TO S&S CUSTOMERS WITH REMOTE WORKERS AND WORKLOADS

At the time of this case study, the global impact of the COVID-19 pandemic has been unprecedented. For S&S, this has primarily meant that for many of its clients, IT resources were simply not available to change tapes, as many of its clients use Veritas BackupExec. This situation led to an immediate move to online backups and a more modern approach.

According to Brinegar, "With Acronis Cyber Protect Cloud, we can now offer our clients the peace of mind that data is being backed up while most of their employees are now at home, while offering an additional layer of endpoint protection and cybersecurity."

MARKET OPPORTUNITY

The go-to-market opportunity for Acronis Cyber Protect Cloud has two dimensions: cost cutting and new revenue. On the cost cutting front, Brinegar said, "We hope to replace all other AV vendors, and we will consider replacing LogMeIn after further evaluation."

When it comes to new revenue opportunities, Brinegar is confident, "Acronis Cyber Protect Cloud is going to help us generate new revenue as we continue to help our clients shift from on-premise to cloud-based solutions. The product's system management capabilities may also represent additional revenue upgrades. Net-net, there is definitely a potential for us to make more money with Acronis Cyber Protect Cloud."

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. Enhanced by AI technologies and blockchain-based authentication, Acronis protects all data in any environment: physical, virtual, cloud, mobile workloads, and applications.

With dual headquarters in Switzerland and Singapore, Acronis is a global organization that is trusted by 100% of Fortune 1000 companies. Learn more at acronis.com