Numir switches to **Acronis** Cyber Protect Cloud from Kaspersky and Veritas to consolidate management

Argentinian MSP gains operational efficiencies from a single platform with a single agent and a unified administrative console

BACKGROUND

Numir Tecnológica (Numir) is an Argentinian MSP that provides technical services, support and maintenance for SMBs, large enterprises, and government organizations. Supported by a technical service operations center that is open 24x7, Numir offers a vast range of solutions and service from such vendors as Cisco, Meraki, Dell, HP, and of course, Acronis.

THE CHALLENGE

As the COVID-19 pandemic changed the very nature of how businesses operated, Numir saw its customers making the necessary work-from-home adjustments for their employees. For Numir, this represented an opportunity to manage additional endpoint devices. However, according to Mr. Gonzalo, Numir's IT Director, "We were looking for ways to streamline operations through centralized management of both PCs and servers."

One of Numir's clients, an insurance company with 27 employees, had begun working entirely from home, and this company was using both Kaspersky for antivirus and Backup Exec from Veritas. To improve its quality of service and gain operational efficiencies, Numir wanted a centralized and unified solution for both backup and antimalware on PCs and servers. The company handled patch management for this client, so Numir began looking for single solution that contained all of these point solutions in a single product.

KEY CHALLENGES

- Managing multiple disconnected point solutions
- Supporting clients with remote work environments

KEY REQUIREMENTS

- Single solution for backup, antimalware and patch management
- Unified administrative console

KEY BENEFITS

- Centralized management of services
- Consolidating vendors

THE SOLUTION — ACRONIS CYBER PROTECT CLOUD

With support for more than 20 virtual, physical, and cloud platforms, and a hybrid of on-premises and cloud backup capabilities, Numir quickly determined that Acronis Cyber Protect Cloud – which integrates data protection and cybersecurity in one solution – was their ideal solution. The single platform was designed with service providers in mind, and of critical importance, a single portal gives Numir the ability to manage all of their clients, enabling them to protect, patch, and recover individual files, application data, or entire virtual platforms. Moreover, Acronis Cyber Protect Cloud provides the flexibility that lets Numir restore their customers to similar or dissimilar hardware while managing data from a centralized location.

Enriched with next-gen, full-stack antimalware protection, URL filtering, and comprehensive-yet-simple patch management and vulnerability assessment capabilities, Numir realized that with Acronis Cyber Protect Cloud, it could deliver prevention, detection, response, recovery, and forensic capabilities through a single platform, just one agent, and a unified management console.

THE BENEFITS – CENTRALIZED MANAGEMENT AND LOWERED LICENSING COSTS

By selecting Acronis, Numir was able to protect its client's cloud and physical servers and 27 endpoints running Windows 10 with a single solution. According to Gonzalo, "The main benefit of choosing Acronis was the centralization of services such as detection of viruses and malware, updating of operating systems and backing up both PCs and servers."

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Gonzalo continues, "Being a centralized solution where we can solve issues and control the navigation and having integrated antimalware, Acronis has been the best option to overcome operational challenges we faced by having multiple, unconnected solutions."

Looking ahead, he notes, "We plan on taking advantage of additional and new services available through Acronis Cyber Protect Cloud such as local backup, Cyber Files Cloud, and advanced email security."

ABOUT ACRONIS

Acronis unifies data protection and cybersecurity to deliver integrated, automated cyber protection that solves the safety, accessibility, privacy, authenticity, and security (SAPAS) challenges of the modern digital world. With flexible deployment models that fit the demands of service providers and IT professionals, Acronis provides superior cyber protection for data, applications, and systems with innovative next-generation antivirus, backup, disaster recovery, and endpoint protection management solutions. With award-winning AI-based antimalware and blockchain-based data authentication technologies, Acronis protects any environment – from cloud to hybrid to on-premises – at a low and predictable cost.

Founded in Singapore in 2003 and incorporated in Switzerland in 2008, Acronis now has more than 1,700 employees in 34 locations in 19 countries. Its solutions are trusted by more than 5.5 million home users and 500,000 companies, and top-tier professional sports teams. Acronis products are available through over 50,000 partners and service providers in over 150 countries and 25 languages.

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