

ZNet Selects **Acronis** Cyber Cloud for Enhanced Cyber Protection Features and Reseller Support

Managed service provider sees infrastructure costs reduced by 30% and recovery operations speed increased by up to 35%

BACKGROUND

ZNet Technologies Private Limited (ZNet) was founded in 2009 and is a leading distributor of cloud services, IT infrastructure services, and cybersecurity services to partners. ZNet has two business units:

- 1) ZNetLive which is a distributor of cloud, IT infrastructure, and cybersecurity services via its wide channel partner network; and
- 2) RackNap, its cloud service delivery and business automation platform, which helps cloud providers automate the delivery of cloud services and bill based on consumption.

THE CHALLENGE: FINDING THE RIGHT SOLUTION

As a distributor of cloud, IT, and cybersecurity services, ZNet must identify technology partners and solutions that fit well within their channel strategy. Any products or services that ZNet adds to its portfolio must be easy to resell, provision, and deploy with minimal operational overhead or customized development required. The company was already doing business with existing web hosting and cloud solutions, so any new solution would need to be complementary, increase revenue, and reduce churn by delivering sticky new capabilities.

Backup and cyber protection are natural extensions to web and cloud hosting. While ZNet was initially considering Veeam and Microsoft DPM, the company ultimately wanted to offer a more robust solution. ZNet needed a backup solution that protected customer data across all environments – virtual, physical, cloud, and mobile – while covering both on-premises

KEY CHALLENGES

- Enable partners to seamlessly bundle solutions with their existing web and cloud hosting solutions
- Support on-premises and cloud deployments
- Expand product portfolio to include cyber protection solutions

KEY REQUIREMENTS

- Easy to sell, deploy, and maintain solution
- Support for virtual, physical, cloud and mobile environments
- Reseller-centric
- Cost-effective

PROTECTED RESOURCES

- 15 physical servers
- 700 virtual machines
- 85 TB

KEY BENEFITS

- Backup infrastructure cost reduced by 30%
- Recovery operations speed increased by up to 35%
- Centralized management with alerts
- Cyber protection featuring integrated anti-ransomware

and cloud models. The company also required a backup solution that could comply with GDPR while providing transparent billing and reporting. Finally, in addition to backup, ZNet wanted to offer disaster recovery, endpoint protection, and anti-ransomware defenses.

“We wanted to sell a solution to our partners that could ensure the safety of their customers’ data, and we also wanted to be able to bundle a chosen solution seamlessly with our existing product portfolio of web hosting and cloud solutions,” said Pavan Jangid, Marketing Manager for ZNet.

THE SOLUTIONS: ACRONIS CYBER CLOUD

With support for more than 20 virtual, physical, and cloud platforms, as well as a hybrid of on-premises and cloud backup capabilities, ZNet quickly determined that Acronis Cyber Cloud was their ideal solution. Cyber protection features such as built-in AI-based anti-ransomware and cryptojacking blocking technology, called Acronis Active Protection, made the decision even easier.

Another criteria that was critical to ZNet’s decision was the channel-friendly nature of the Acronis solution, which featured strong management, provisioning, and billing functionalities.

Through a single portal, ZNet can manage all of its partners, while ZNet’s partners can simultaneously manage all of their end customers. The company was able to use the open APIs found in the Acronis Cyber Platform and integrate Acronis Cyber Cloud into RackNap – their proprietary cloud service delivery and business automation platform – for automated provisioning, management, and billing.

Acronis rolled out across ZNet in just one month. On the implementation, Jangid remarked, “It was quite easy for the ZNet team to understand and use the Acronis solution.”

BENEFITS: REDUCED COSTS, IMPROVED METRICS, AND EXPANDED PORTFOLIO

The benefits of choosing Acronis were both immediate and measurable. First and foremost, internal backup infrastructure costs were reduced by 30%. In addition to these cost savings, operational efficiency increased as well, with ZNet seeing backup and recovery operation speeds increase by up to 35%.

With Acronis, the company rounded out its product portfolio with a range of cyber protection offerings including endpoint protection and anti-ransomware. Looking ahead, ZNet plans on expanding its portfolio even further with additional Acronis solutions such as the personal cyber protection product Acronis True Image.

“With the increasingly modern and evolving cyberthreat landscape, we wanted our data and infrastructure protected from an attack with 100% assurance. Now with Acronis, we are confident that our security protection is failproof and futureproof and we have done as much as possible to protect ours as well as our customers’ businesses,” said Jangid.

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**Pavan Jangid,
Marketing Manager**

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](#)