

Access IT Solutions Offers **Acronis** Cyber Backup Cloud to Healthcare Clients in South Florida

Company leverages multi-platform support and robust feature set to protect its clients from natural disasters like hurricanes

BACKGROUND

Access IT Solutions specializes in healthcare IT consulting, products, and services across the South Florida region. The company has been in the industry for more than 20 years and primarily offers solutions such as practice management software, EHR/EMR systems, secure e-mail/forms, appointment scheduler software, and mobile apps. Its services range from IT infrastructure planning and development to EMR implementation/EHR implementation and virtual networking/remote access solutions.

THE CHALLENGE

Having been in the industry for more than two decades, Access IT Solutions has seen virtually all types of backup products from floppy to tape to cloud. Before standardizing on a single solution within their portfolio, the company simply supported whatever its clients already had in place, which included solutions from Veritas, Carbonite, NovaBackup, Symantec, and Acronis. However, according to Fabio Meira, President of Access IT Solutions, "In order to reduce complexity and have more streamlined recovery processes, we started looking for a single solution."

The company's goal was to be able to provide a proven, reliable, and easy-to-administrate solution to their clients. The biggest hurdle Meira faced was finding a single solution that would be compatible with the wide array of platforms used by its customers, which include Windows, MAC, iOS, servers and PCs, tablets, smart phones, and virtual machines. Not only was compatibility crucial, but easy installation, configuration, and management was vital.

KEY CHALLENGES

- Finding a single solution for all clients
- Streamlined recovery process

KEY REQUIREMENTS

- Multiple platform support
- Four-hour backup/recovery from local storage
- Eight-hour full image recovery
- HIPAA-compliant encryption

PROTECTED RESOURCES

- 100 workstations and 30 servers
- 20 NAS systems
- 50 databases
- 15 TB of mission critical data

KEY BENEFITS

- Ease of administration
- Full image backup of servers and workstations
- Delivering on time-to-restore guarantees to clients

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

Acronis Cyber Backup Cloud combines agent-based and agentless backup images and integration into virtualized environments to quickly and easily protect the entire system. Through a single portal, Access IT Solutions can 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 Access IT Solutions to restore its customers to the original or completely new destinations while managing data from a centralized location.

"We are in Florida, and during the summer season it seems we have a hurricane every other weekend," says Mr. Meira. "Since most of our clients are in the healthcare industry, It goes without saying that everything is mission critical. Our primary offering with Acronis is full image backup to defend against disasters."

BENEFITS COME THROUGH ROBUST AND SECURE FEATURES

The most tangible benefit Acronis Cyber Backup Cloud brings to Access IT Solutions is that it aligns with the company's one-stop-shop IT solutions business model. According to Mr Meira, "Acronis makes it easy for us to deploy and manage multiple sites while keeping us current with security and industry standards. It was one of the easiest solutions to understand, deploy, and manage in our roster."

Additionally, Acronis enables Access IT Solutions to deliver on its service level guarantees to clients, namely a four-hour recovery if backups are stored locally and an eight-hour window to restore an image (assuming the client has a modern broadband connection). As such, Access IT Solutions view the ability to do full image backups of servers and workstations, the biggest selling point of offering Acronis Cyber Backup Cloud. A very close second,

however, is security. Considering protecting patient health information is a main focus of its business, encryption at the source is another major benefit, giving both Access IT Solutions and its customer's peace of mind. Currently Acronis Cyber Backup Cloud is used to protect around 100 workstations, 30 servers, 20 NAS systems, 50 databases, and roughly 15 TB of mission critical data.

The future looks bright with Acronis according to Mr. Meira. "Right now, we are reinvested into this segment, into website updates and marketing campaigns. We plan to have an API integration in the near future. Most likely our first API integration will be thru cPanel or Windows AzurePack, and we are also considering ConnectWise." He concludes, "We are very pleased with the Acronis relationship and we include it as part of many of our proposals when we contact new leads. The cloud is still a point of scepticism for a number of business owners, but we are confident the tide is turning at a much faster pace, making it easier to attract new clients."

"At the end of the day," says Mr. Hays, "Acronis allows us to back up our customers' data securely and easily so we can focus on taking care of their network and servicing our customers.

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: physical, virtual, cloud, mobile workloads, and applications.

With 500,000 business customers, and a powerful worldwide community of Acronis API-enabled service providers, resellers and ISV partners, Acronis is trusted by 100% of Fortune 1000 companies and has over 5 million customers. With dual headquarters in Switzerland and Singapore, Acronis is a global organization with offices worldwide and customers and partners in over 150 countries. Learn more at [acronis.com](https://www.acronis.com)