

DataTegra Sees Increased Revenues While Lowering Operational Costs with **Acronis** Cyber Protect Cloud

South African managed security services provider excited to offer customers multiple cyber protection solutions integrated into a single product



BACKGROUND

DataTegra delivers managed security services to commercial and public sector clients in South Africa and across Africa. The company has been operating for over a decade and provides a wide range of security services including endpoint management, managed detection and response, monitoring, penetration and vulnerability assessments, and risk compliance across the NIST, POPIA, GDPR, ISO, PCI, and HIPAA frameworks. Acronis is DataTegra's primary and recommended backup and recovery solution, and the company is also running Acronis Cyber Infrastructure for secure data storage in its data center.

CURRENT SECURITY OFFERINGS AND SOLUTIONS USED

As a managed security services provider, DataTegra offers a wide range of security services noted above and many different corresponding vendors. For antivirus, the firm offers Kaspersky, Sophos, and Trend Micro. For managed firewall services, it uses Sophos, HG, and SonicWall. For patch management, it uses GFI LanGuard, Kaspersky, and SolarWinds.

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 antimalware 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.

KEY CHALLENGES

- Managing multiple, disparate security services and vendors
- Operational inefficiencies

KEY REQUIREMENTS

- Integrated backup and security
- Single administrative console

PROTECTED RESOURCES

- 160 TB in local and cloud data
- 100+ workstations
- 500+ servers and virtual machines

KEY BENEFITS

- Ease of management
- Continuous data protection
- Consolidation of multiple vendors to a single solution



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

OVERALL IMPRESSIONS OF ACRONIS CYBER PROTECT CLOUD

"I properly and thoroughly love Acronis Cyber Protect Cloud," says Jason Menezes, DataTegra's department head of backup and disaster recovery. "I've been working with all the major features like antivirus, URL filtering, patch management, vulnerability assessment, web session protection for Zoom, and remote connect — there's literally nothing in the solution I don't like."

When it comes to the integration of security with backup and recovery, Menezes adds, "this level of integration is great, and I am especially impressed by the continuous data protection feature and the threat feed. The fact is that customers don't see these things in action, but it gives them an extra layer of security so that their data is always protected."

He summarizes, "with Acronis Cyber Protect Cloud, we literally have one solution that does everything ten other solutions do separately. My recommendation to our management team is this must be a primary solution among our cyber protection offerings."

MARKET OPPORTUNITY

According to Menezes, "roughly 90% of our customers have expressed interested in upgrading to Acronis Cyber Protect and I expect between 60–70% will convert." He adds, "depending on what solutions these customers already

have from us, our margins will increase quite dramatically, and in some cases, these customers may end up paying less overall by getting rid of redundant solutions."

From DataTegra's perspective, Menezes explains "the biggest value is the ease of management. Previously if a customer takes backup, antivirus, patch management, and vulnerability assessment from us, this requires four different consoles, potentially four different engineers working at a customer's site, and this gets quite complex. With Acronis Cyber Protect Cloud, we have one technician

managing one console — that's a great value add for us."

One additional market opportunity presented by Acronis Cyber Protect Cloud is within the public sector. Within the South African market, there is a government requirement that backup solutions have a remote wipe feature. Menezes notes, "now that this feature is available, it opens up new doors for us to respond to government RFPs."

ABOUT ACRONIS

Acronis sets the standard for [cyber protection](#) through its innovative [backup](#), [anti-ransomware](#), [disaster recovery](#), [storage](#), and [enterprise file sync and share solutions](#). Enhanced by its award-winning [AI-based Active Protection technology](#), [blockchain-based authentication](#), and a unique [hybrid-cloud architecture](#), Acronis protects all data in any environment, including physical, virtual, cloud, mobile workloads, and applications – all at a low and predictable cost.

[Founded in Singapore in 2003](#), and incorporated in Switzerland in 2008, Acronis now has more than 1,500 employees in 33 locations in 18 countries. Its solutions are trusted by more than 5.5 million personal users and 500,000 businesses, including 100% of the Fortune 1000 companies. Acronis' products are available through 50,000 partners and service providers in over 150 countries in more than 30 languages.

