

# Managed service provider Computers at Work brings client service home with **Acronis** Cyber Protect Cloud

Computers at Work turns to Acronis for ease of management, comprehensive cybersecurity protection and local data centres.

Computers and Work (CAW) is a managed service provider (MSP) based in Taupo, New Zealand. CAW reevaluated its client services following the COVID pandemic.

The MSP adopted Acronis Cyber Protect Cloud to more effectively administer cloud-based applications for clients. CAW has boosted cybersecurity for clients, helping them qualify for insurance. It has also eased management and improved backup performance.

## THE SOLUTION

The Acronis Cyber Protect Cloud platform delivered comprehensive cybersecurity and backup functionality, enabling Computers at Work's clients to qualify for cyber insurance. The platform also enabled CAW to administer client services easily from a single source.

## THE IMPACT

- Faster backups with a New Zealand-based Acronis data centre.
- Endpoint detection and response (EDR) and extended detection and response (XDR) capabilities that protect clients and enable them to qualify for cyber insurance.
- Easy administration of client services with everything manageable from a single interface.
- Backup functionality for cloud-hosted applications such as Microsoft 365 as well as for on-premises servers and workstations.

## KEY CHALLENGES:

- A high-maintenance backup solution that was slow and failed frequently.
- Limited ability to provide clients with cybersecurity protection that would enable them to qualify for cyber insurance.
- Slow performance with data stored in offshore data centres.

## KEY REQUIREMENTS:

- A cybersecurity solution manageable remotely from a single source.
- A solution that was lightweight and able to back up cloud-based platforms such as Microsoft 365.
- Ability to back up on-premises servers and workstations, ideally with data centres as close to New Zealand as possible.



“We were impressed with the scope, function and flexibility of Acronis. We found value in being able to toggle on a more advanced feature set with incredible ease.”

Chris Kelly, Computers at Work technician