

Gridheart AB ensures MSPs are cybersecurity ready with **Acronis** Cyber Protect Cloud

Swedish cloud service distributor empowers MSPs to help their clients achieve regulatory compliance with natively integrated cyber protection.

INTRODUCTION

[Gridheart AB](#) is a Sweden-based cloud service distributor that provides cybersecurity and management tools for the managed service provider (MSP) community. Gridheart primarily works with MSPs and vendors across the Nordic countries. Founded in 2009, the organization was created to provide IT businesses with the best cloud services through an all-in-one marketplace.

Gridheart's team focuses on delivering comprehensive solutions such as backup, continuity, cybersecurity, cybersecurity training, infrastructure, productivity, RMM and surveillance.

THE CHALLENGE

Ransomware attackers often go unnoticed while compromising, stealing, deleting or altering backup data. For instance, cybercriminals can interrupt backup schedules for a brief period, which can evade the attention of technicians. Often, it is only when data needs to be restored that technicians discover it has been compromised.

With cyberattacks increasing in sophistication, many MSPs are finding it difficult to ensure that their clients' backups are secure and malware free. Robust, immutable backups are a must have for MSPs.

Gridheart not only recognized the threat, but they also recognized an opportunity to help MSPs simplify security management. The typical MSP juggles too many tools, which can have a negative impact on service quality, profitability and efficiency. These disparate tools tend to be more resource intensive and require more time to manage as well as onboard and train technicians.

According to Carl Hagström, CEO of Gridheart AB, "MSPs face mounting pressure to differentiate themselves. Beyond merely selling licenses, they

KEY CHALLENGES

- Ransomware continued to increase in sophistication.
- The demand for enhanced cybersecurity measures grew and put pressure on MSPs and their clients.
- Stricter compliance requirements made it difficult for MSPs to keep up.

KEY REQUIREMENTS

- Highly efficient, immutable backups.
- Simplified security management.
- Purpose-built, scalable protection for growing MSPs.

SOLUTIONS OFFERED

- The full Acronis Cyber Protect Cloud solution ecosystem, including EDR, XDR, MDR, backup and disaster recovery.

KEY BENEFITS

- Became an Acronis #CyberFit Platinum partner.
- Grew from a small to a semi-large distributor in five years.
- Formed valuable partnerships with MSPs by helping communities through the Acronis Cyber Foundation Program.





“Ensuring secure, immutable backups is essential for MSPs today, as it empowers them to reliably protect their clients’ data during incidents.”

Carl Hagström, CEO, Gridheart AB

must enhance their offerings with robust security and compliance solutions. In the EU, for example, the NIS 2 Directive is driving customer demand for comprehensive cybersecurity support, and MSPs must be ready to meet these evolving requirements.”

THE SOLUTION

The value of natively integrated cybersecurity and backup caught the attention of Hagström and the Gridheart team. After attending a few events and learning about the Acronis Cyber Protect Cloud platform, they determined it was the perfect solution to deliver to MSPs.

“The seamless integration of multiple security functions into a single platform is a significant advantage. With Acronis, MSPs can efficiently manage endpoint detection and response (EDR), extended detection and response (XDR), managed detection and response (MDR), as well as backup and disaster recovery — all from one unified solution,” says Hagström.

Acronis Cyber Protect Cloud is a natively integrated solution that unifies cybersecurity, backup, disaster recovery and endpoint management for MSPs. The platform fully aligns with the NIST Cybersecurity Framework, a set of cybersecurity guidelines to help organizations better understand and manage their cyber risk.

Built for MSPs, Acronis Cyber Protect Cloud offers integrated EDR, XDR, MDR, backup, disaster recovery, Microsoft 365 protection, email security, remote monitoring and management (RMM), professional service automation

(PSA), security awareness training (SAT) and data loss prevention (DLP) in a single, MSP-friendly console.

THE RESULTS

Since partnering with Acronis, Gridheart has introduced countless MSPs to the Acronis Cyber Protect Cloud solution ecosystem and has become a Platinum partner of the Acronis #CyberFit Partner Program.

The Acronis #CyberFit Partner Program takes a tiered approach to help service provider, reseller, OEM and affiliate partners grow their businesses. The Acronis #CyberFit Partner Program rewards partners for their expertise, commitment and success. Acronis provides #CyberFit partners with performance-based benefits and financial rewards that deliver value to their businesses.



“Consider the Acronis Cyber Foundation Program as a prime example. Our collaboration with MSPs in the Nordics to support educational initiatives in Kenya underscores the importance of shared values. When evaluating vendors, MSPs should assess not only technical capabilities, but also the positive societal impact they deliver.”

Carl Hagström, CEO, Gridheart AB

Since partnering with Acronis five years ago, Gridheart has experienced significant growth. According to Hagström, what began as a small cloud distributor has expanded into a leading cloud distributor in the Nordic market.