

BTO migrates client workloads to branded IaaS with predictable costs and built-in protection

Brazil-based MSP / MSSP uses Acronis Cyber Frame Cloud to replace costly on-premises virtualization and public cloud solutions, improve resilience and reduce tool sprawl.

BTO is a Brazil-based MSP / MSSP serving small and mid-sized businesses, including construction, industrial and insurance sectors. To support growth and improve operational efficiency, BTO wanted to consolidate service delivery on one platform and ensure a more consistent experience for its client base. As clients began searching for alternatives to VMware / Broadcom, BTO saw an opportunity to help clients modernize their IT environments.

THE SOLUTION

BTO uses Acronis Cyber Frame Cloud to deliver infrastructure with built-in backup, security and management. The unified approach reduces tool sprawl while enabling BTO to easily migrate workloads from other costly solutions and public clouds.

THE IMPACT

- Improved cost reduction, accessibility and predictability to clients.
- Received positive feedback from clients on the ease of migration, improved resilience and performance after subsequent use.
- Enabled the ability to serve regulated and sovereignty-sensitive clients while strengthening service margins.



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KEY CHALLENGES

- Replace costly virtualization and public cloud solutions.
- Reduce reliance on separate infrastructure, security and management tools.
- Support LGPD-regulated clients with disaster recovery, latency and compliance requirements.

KEY REQUIREMENTS

- 65 vCPUs, 194 GB of RAM and 3.65 TB of allocated storage in production.
- Predictable, accessible pricing and strong performance.
- Integrated backup, disaster recovery, EDR and RMM.
- Cloud deployment without an upfront hardware investment.
- A path to local deployment as client demand grows.

bt  #CyberFit
Partner



“The major advantage is that we can offer clients an alternative to legacy on-premises virtualization solutions or costly public cloud hosting. We can give our clients better cost predictability.”

— Gilmar Eles Jr., Managing Partner, BTO

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