

Acquire new customers by implementing Australian E8 with **Acronis** for MSPs

Recruit new customers and increase average contract value with compliance-discovery and Acronis-powered cyber protection.

Provided by the Australian Signals Directorate, the Essential Eight (E8) sets a national baseline for companies to implement strategies to mitigate cybersecurity incidents. The E8 Maturity Level 2 is also a mandatory requirement for all Australian noncorporate Commonwealth entities subject to the Public Governance, Performance and Accountability (PGPA) Act, as per the Protective Security Policy Framework (PSPF) Policy 10.

E8 gives Australian MSPs authoritative guidelines to assess the security posture of their current and prospective clients, recommend and implement security enhancements, and provide continuous compliance monitoring and management. With the E8, MSPs have a powerful tool to unlock budgets and business opportunities.

MSPs grapple with the large and growing number of tools required to assess and implement the E8, which scatters visibility and control, making compliance difficult and expensive. With Acronis Cyber Protect Cloud, MSPs can consolidate more security controls in a single platform with natively integrated cyber protection. With Acronis, Australian MSPs have efficiently managed tools to deliver inexpensive assessments and ensure E8 mitigation strategies are implemented for their clients and prospects.



UNLOCK OPPORTUNITIES

Identify compliance gaps to solve with managed cyber protection services.



CREATE BUDGETS

Justify that clients allocate budgets to mitigate risk of compliance breaches.



PROPOSE SERVICES

Create proposals with E8 gap analysis and service mapping.



IMPACT ALL E8 MITIGATION STRATEGIES

Fully or partially facilitate, enable or validate all the E8 with a single platform.



RECRUIT CUSTOMERS WITH ASSESSMENTS

Use compliance posture assessments as a tool to forge new customer relationships.



MONITOR AND REPORT COMPLIANCE POSTURE

Leverage Acronis alerting and reporting GUI and APIs to track status and incidents.



**DELIVER MANAGED COMPLIANCE EFFICIENTLY WITH
NATIVELY INTEGRATED CYBER PROTECTION FOR MSPS**

MSPs can only deliver managed services that save cost for clients and also generate sustainable profit margins by using tools that are built for MSPs. Acronis Cyber Protect Cloud is the multitenant platform for MSPs to deliver natively integrated cyber protection services to all clients from a single console. With Acronis Cyber Protect Cloud MSPs can deliver endpoint and application security, monitoring and management and backup and recovery services that work together to enhance security and save time. In addition, MSP can use Acronis service automation out of the box or integrate their ticketing and billing with third-party PSA platforms.

IMPACT ALL OF THE E8 WITH A SINGLE PLATFORM

The E8 specifies 45 security incident mitigation strategies that normally require an equally extensive toolbox. With Acronis Cyber Protect Cloud, MSPs can take the headache and heavy lifting out of compliance, by impacting all of the E8 with one platform. Compliance cannot be achieved by switching a toggle, but by consolidating many otherwise disparate and disconnected tools, MSPs remove the cost and complexity that prohibits the use of assessments as an inexpensive method to acquire customers and upsell services.

Essential Eight (E8) | Mitigation strategies

PATCH APPLICATIONS	PATCH OPERATING SYSTEMS	MULTIFACTOR AUTHENTICATION	RESTRICT ADMINISTRATIVE PRIVILEGES
Acronis Management: <ul style="list-style-type: none">• Software inventory• Vulnerability scanner• Patch management• 300+ supported apps	Acronis Management: <ul style="list-style-type: none">• Software inventory• Vulnerability scanner• Patch management• 300+ supported apps	Acronis Cyber Platform: <ul style="list-style-type: none">• MFA enabled by default Acronis XDR• Correlate threats with Entra ID	Acronis Cyber Platform: <ul style="list-style-type: none">• Granular user roles• Multitenant management Acronis Management <ul style="list-style-type: none">• Scripting with approval flow
APPLICATION CONTROL	RESTRICT MICROSOFT OFFICE MACROS	USER APPLICATION HARDENING	REGULAR BACKUPS
Acronis Management: <ul style="list-style-type: none">• Software inventory• Software deployment	Acronis XDR: <ul style="list-style-type: none">• Detect pattern anomalies	Acronis Management: <ul style="list-style-type: none">• Software inventory• Software deployment	Acronis Backup and Recovery: <ul style="list-style-type: none">• Server, desktop and app backup• Scan backups for malware