CloudFire delivers scalable backup as a service to Italian SMEs with **Acronis** Cyber Protect Cloud

CloudFire provides flexible, pay-per-usage data protection that scales with clients' needs — powered by Acronis.

Recognizing Italian small and medium enterprises (SMEs) needed easy, effective backup with predictable costs, CloudFire built its business on a centralized, multitenant solution using TIER IV Italian data centers, avoiding complex infrastructure and large upfront investments.

THE SOLUTION

From inception, CloudFire partnered with Acronis to deliver Acronis Cyber Protect Cloud as a fully integrated backup-as-a-service solution via its Cortex platform.

THE IMPACT

- Single-agent for managing servers, workstations, and data.
- Scalable, pay-per-usage backup aligned with CloudFire's business model.
- Opened new opportunities in data protection, business continuity, and cybersecurity.
- Boosted brand visibility through Acronis-supported events and sponsorships.
- Awarded Service Provider of the Year 2025.

KEY CHALLENGES:

- Italian SMEs needed effective, predictable, usage-based backup.
- Centralized, multitenant management required.
- Traditional solutions didn't fit the "as a service" model.

KEY REQUIREMENTS:

- Pay-per-usage, multitenant backup.
- Single-agent technology for diverse needs.
- Seamless integration with CloudFire's service portfolio.

"The Acronis solution allowed us to implement a scalable, flexible backup-as-a-service project with a single agent capable of meeting diverse needs. Often, a simple backup request opens new opportunities for us as a cloud provider — expanding our client relationships into strategic areas such as data protection, business continuity and cybersecurity."

– **Roberto Bondavalli, CEO, CloudFire**

CloudFire is excited to collaborate on important developments in their partnership with Acronis, bringing more value to the Italian market.

Learn more at
acronis.com