

Mindspout Migrates from SolarWinds and Carbonite to **Acronis** Cyber Protect Cloud to Leverage Active Protection

Maryland-based managed service provider increases the cyber protection offered to its clients with proactive scanning of malware and ransomware

BACKGROUND

Mindspout is a two-year-old managed service provider and cybersecurity company that works with small and medium businesses of all sizes with a focus on a few key verticals, including real estate and healthcare. The Maryland-based MSP offers managed services like on-site and remote support, network management/maintenance, backup and recovery, and managed endpoint protection.

Mindspout was using SolarWinds for remote monitoring and management, patch management, and backup. They were also using Carbonite for file-level backup. The company had known about Acronis for a long time, having worked with Acronis technology on disk cloning and Western Digital hard drives.

THE CHALLENGE: INCREASING SECURITY AND PROTECTION

Given the evolving cybersecurity threat landscape, Mindspout decided it wanted a backup product that was proactively scanning for malware and ransomware. According to co-founder and CTO, Scott Raba, "We wanted to upgrade the type of backup offered to clients with an increased level of security and protection. Neither Carbonite or SolarWinds scanned for malware or ransomware."

THE SOLUTION: ACRONIS CYBER PROTECT CLOUD

When Raba evaluated the cyber protection features found in Acronis Active Protection, he knew Acronis Cyber Protect Cloud was an ideal solution. The same agent used to handle backup and recovery uses artificial intelligence to monitor a machine's hard drive in real time. It scans I/O activity to identify activities and patterns that are common in ransomware and malware attacks, such as the encryption of files. If a process attempts to encrypt data or inject

KEY CHALLENGES

- Insufficient cybersecurity in existing backup solutions

KEY REQUIREMENTS

- Proactive scanning for malware and ransomware
- Ease-of-use

PROTECTED RESOURCES

- 3 TB
- 57 workstations
- Two servers

KEY BENEFITS

- Peace of mind from enhanced cyber protection
- New revenue opportunities from additional services



malicious code, Acronis Active Protection immediately stops that process and notifies the admin that suspicious activity was identified. The administrator can choose to block that activity permanently via blacklist or allow it to continue via whitelist. If any files were altered or encrypted before the attack is halted, Acronis Cyber Protect Cloud automatically restores those files from the backup cache, thereby reversing the effects of the attack.

Acronis Cyber Protect Cloud's support for more than 20 virtual, physical, and cloud platforms, as well as a hybrid of on-premises and cloud backup capabilities made the decision even easier. Raba notes, "Some of our clients have compliance issues requiring them to retain data, so the fact that you support both Microsoft 365 and G Suite service made it another easy decision to go with this product."

THE BENEFITS: PEACE OF MIND COMES FROM CYBER PROTECTION

The primary benefit of migrating its backup solution to Acronis comes from the peace of mind found in Acronis Active Protection. Raba explains, "Having this increased level of cybersecurity with malware detection on backups adds value to our clients." Mindspout currently protects 3 TB of data with Acronis across 57 workstations and two servers.

Mindspout has also noticed an increase in cyberattacks around COVID-19, and according to Raba, "Mindspout is trying to make sure we protect our clients in home offices, and Acronis absolutely plays a role in that. Anyone working from a personal computer needs to install a backup solution on that machine to protect that endpoint and its data, and I am exclusively using Acronis to do this."

The ease-of-use of Acronis Cyber Protect Cloud has also been noticeable. When setting up new clients,

Raba notes, "It takes me maybe five minutes to create a client folder from the management portal and set up the backup plans. It is very intuitive and easy." He continues, "We had a client using Carbonite that was unable to back up virtual drives. I set up a backup plan for each virtual drive in a matter of minutes."

Looking ahead, Mindspout sees new revenue opportunities by offering additional services available through Acronis Cyber Protect Cloud. Specifically, the company plans to offer backup for Microsoft 365 and G Suite, and it is evaluating Acronis Cyber Disaster Recovery Cloud.

"We wanted to upgrade the type of backup offered to clients with an increased level of security and protection. Neither Carbonite or SolarWinds scanned for malware or ransomware."

Scott Raba,
Co-founder and CTO

ABOUT ACRONIS

Acronis unifies data protection and cybersecurity to deliver integrated, automated [cyber protection](#) that solves the safety, accessibility, privacy, authenticity, and security ([SAPAS](#)) challenges of the modern digital world. With [flexible deployment models](#) that fit the demands of service providers and IT professionals, Acronis provides superior cyber protection for data, applications, and systems with innovative [next-generation antivirus](#), [backup](#), [disaster recovery](#), and [endpoint protection management](#) solutions. With award-winning [AI-based](#)

[antimalware](#) and [blockchain-based data authentication](#) technologies, Acronis protects any environment – from [cloud to hybrid to on-premises](#) – at a low and predictable cost.

[Founded in Singapore in 2003](#) and incorporated in Switzerland in 2008, Acronis now has more than 1,500 employees in 33 locations in 18 countries. Its solutions are trusted by more than 5.5 million home users and 500,000 companies, including 100% of the Fortune 1000, and top-tier professional sports teams. Acronis products are available through 50,000 partners and service providers in over 150 countries in more than 40 languages.