

# Texas-based MSP makes IaaS delivery more predictable and reliable with **Acronis** Cyber Frame Cloud

Lambdin IT Consulting helps oil and gas businesses overcome IaaS performance and cost challenges by switching to Cyber Frame

Lambdin IT Consulting is a managed service provider based in Midland, Texas, offering IT management, cybersecurity, data backup, support, installation and consulting services to small and midsize businesses and the oil and gas industry. After its previous infrastructure as a service (IaaS) provider created performance concerns, Lambdin IT sought a more reliable, easier-to-manage solution.

## THE SOLUTION

Lambdin IT Consulting uses Acronis Cyber Frame Cloud to deliver virtual machines, networking and storage from Acronis data centers. As part of Acronis Cyber Platform, Cyber Frame combines cloud infrastructure with natively integrated backup, cybersecurity and remote monitoring and management (RMM), with disaster recovery available through native integration.

## THE IMPACT

- Easier IaaS delivery than with other IaaS providers.
- Reliable IaaS performance for oil and gas clients.
- Predictable pricing, supporting healthier margins and profitability.
- Quick setup and smooth migration of client VMs and data, supported by native integration between Acronis Backup and Acronis Cyber Frame.

“With physical servers and media on the way out, you need to find a home for those solutions. Acronis Cyber Frame Cloud is 10 times easier than going directly with Microsoft Azure hosting. Cyber Frame is more performant than the other providers I’ve used, and it allows us to easily explain pricing to clients and quickly demo its performance.”

— Jack Lewis, IT Consultant, Lambdin IT Consulting



# Acronis

## KEY CHALLENGES:

- Performance concerns with the previous IaaS provider.
- Rising complexity and costs with Microsoft Azure hosting and the previous backup provider.
- Increasing demand for virtualization and cloud-hosted IaaS.

## KEY REQUIREMENTS:

- Cloud-hosted infrastructure for VMs.
- Built-in backup, disaster recovery, security and RMM.
- Seamless migration of VMs and data.
- Predictable IaaS pricing with no ingress or egress fees.

