IT Consultant Sees Opportunity to Consolidate Antivirus and Backup with **Acronis** Cyber Protect

Sole proprietor excited about a single tool that integrates backup, endpoint protection, and patch management

INTRO

John Staite is a part-time IT consultant who has been using Acronis Cyber Backup for many years. He helps a few friends manage the IT operations at their small businesses and he also manages his church's IT. In his home office, he manages a total of seven computers and tablets all running Microsoft Windows.

CURRENT SECURITY SOLUTIONS USED

In his home office, John protects all of his devices with Norton 360. He also uses a UniFi Dream Machine from Ubiquity to manage URL filtering.

ACRONIS CYBER PROTECT – AN INTEGRATED BACKUP AND SECURITY SOLUTION

Acronis Cyber Protect is a unique AI-enhanced solution that integrates data protection with cybersecurity. Enriched with next-generation, full-stack anti-malware protection and comprehensive, yet simple, endpoint management tools, it empowers IT departments to deliver prevention, detection, response, recovery, and forensic capabilities in an easy and efficient way.

Built on top of Acronis' industry-leading backup and disaster recovery solution, Acronis Cyber Protect simplifies onboarding, daily operations, and reporting, all while combating advanced cyberattacks with new

ACRONIS CYBER PROTECT IMPRESSIONS

- Easy to install
- Intuitive interface to create protection plans
- Highly customizable

PROTECTED RESOURCES

- 7 Windows computers and tablets
- 4TB

OPPORTUNITY AHEAD

- Expand footprint to include Church's computer network
- Consolidate antivirus and migrate from Norton 360

use cases enabled by integration. Since all these capabilities are delivered and managed through a single console, it eliminates the increased complexity and cost caused by relying on multiple vendor solutions, saving on licensing, deployments, testing, and training.

OVERALL IMPRESSIONS OF ACRONIS CYBER PROTECT

According to John, he chose Acronis Cyber Protect out of curiosity. "I like to fine tune things and find efficiencies," he said. He notes, "The product was easy to install and does a good job running backups. I was easily able to make a protection plan for each machine, and the software has plenty of scope to create all sorts of configuration options."

John is backing up to local sources for each machine being protected, usually with a NAS. This is primarily due to the cost of backing up to the cloud but also the time involved.

OPPORTUNITY AHEAD

The opportunity that John sees going forward with Acronis Cyber Protect is fundamentally around the consolidation of tools for his home office as well as for any of his consulting clients. John is protecting 4 TB of data across all his home office machines, but he expects to increase this footprint to also include his church's network and computers.

Looking ahead, John sees no reason why he would not consolidate his antivirus protection into Acronis Cyber Protect. He sums up the opportunity that he sees as such, "There have been number of times

where a Windows update causes a machine crash, but with Acronis, I have always been able to easily get my backup and restore things to fix the problem." He continues, "There's an obvious reason to back up your entire computer, and if you can add in protection against viruses as well, it would be great to have them together. Why not? You have a one stop solution."

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>
> **John Staite,
> Owner**

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.