Union Technology Cooperative Plans to Consolidate Security Vendors with **Acronis** Cyber Protect Cloud

Worker-owned managed service provider excited about a single tool that integrates backup, endpoint protection, patch management, remote access, and URL filtering

INTRO

Founded in 2008, Union Technology Cooperative (UTC) is a worker-owned managed service provider based in Middleton, Wisconsin that provides technology solutions to organizations.

CURRENT SECURITY OFFERINGS AND SOLUTIONS USED

UTC has been using Acronis Cyber Backup Cloud since 2017. The company also works with Symantec Cloud Endpoint Protection, however according to Dennis McKernan, Director of Security, "The quality of service and support from Symantec has suffered considerably since the company's reorganization." In addition to Symantec, UTC also uses Cisco Umbrella for DNS filtering and Panorama 9 for remote monitoring and patch management. According to McKernan, "It would be great if we could combine these separate systems into an integrated solution, which is the direction Acronis is heading."

ACRONIS CYBER PROTECT CLOUD – AN INTEGRATED BACKUP AND SECURITY SOLUTION

Acronis Cyber Protect Cloud is the unique AI-enhanced solution that integrates data protection with cybersecurity. This combination empowers service providers with prevention, detection, response, recovery, and forensic capabilities in an easy and efficient way. The product is enriched with next-generation, full-stack anti-malware protection and comprehensive, yet simple, endpoint management tools. Built on top of Acronis' industry-leading backup and disaster recovery solution, Acronis

KEY CHALLENGES
- Managing multiple security vendors
- Deteriorating quality of service and support from Symantec
- End-user engagement and compliance with backups

KEY REQUIREMENTS
- Ability to consolidate disparate security vendors with an integrated solution
- Ease of use for both internal operations and end customers

KEY BENEFITS
- Simplified security vendor management
- A compelling reason for end-users to manage backups and security updates

Cyber Protect Cloud simplifies onboarding, daily operations, and reporting, all while combating advanced attacks with new use cases enabled by integration.

RELEVANCE TO UTC CUSTOMERS

According to McKernan, many systems are managed by technicians and there is little reason for end-users to log into the Acronis dashboard once it's been provisioned by an admin. However, he sees that changing with Acronis Cyber Protect Cloud. "If our clients are using the remote access functionality, they will be signed in to the dashboard regularly and can see status updates and alerts about their machines that need a backup or applications that need patching." This raises awareness of security issues and helps users to be proactive and avoid attacks or downtime.

OVERALL IMPRESSIONS OF THE ACRONIS CYBER PROTECT CLOUD BETA

UTC is one of the managed service providers that got early beta access to the product, and according to McKernan, "For the last few years, I've focused on security for our clients as threats have moved down into the hardware level of computers. We were very excited to see Acronis stepping in with its Acronis Cyber Protect Cloud solution. It is smart to approach security with a data protection mindset because you are thinking of things that other vendors wouldn't consider. There is a ton of opportunity with the product, and we are really excited about it."

When it came to their experience as a beta customer, McKernan notes, "We have had great access to the product development team. Acronis was clear about their vision and where they were going with this product,

> *"Overall, Acronis Cyber Protect Cloud is a great vision in terms of being able to leverage one tool to do a lot of things... There is a ton of opportunity with the product and we are really excited about it."*
>
> **Dennis McKernan, Director of Security**

and they have been great at receiving feedback and are actively working to make the product better. We are definitely excited to see the product grow and where it can go from here."

MARKET OPPORTUNITY

McKernan notes that only a small number of organizations have comprehensive backup coverage. To this point he says, "There's a real opportunity to introduce an integrated security product, especially one that offers remote access. Once clients sign in, they will see if a backup or update is needed, then they can simply click a button. When we can hand clients such a tool, there is a revenue opportunity that involves customers improving backup coverage." He continues, "Our goal with Acronis Cyber Protect Cloud is to provide this industry leading protection for existing customers. We look forward to spreading the word and provisioning demo access to allow new customers see the solution in action."

ABOUT ACRONIS

Acronis leads the world in cyber protection – solving safety, accessibility, privacy, authenticity, and security (SAPAS) challenges with innovative backup, security, disaster recovery, and enterprise file sync and share solutions.Enhanced by AI technologies and blockchain-based authentication, Acronis protects all data in any environment: physical, virtual, cloud, mobile workloads, and applications.

With dual headquarters in Switzerland and Singapore, Acronis is a global organization that is trusted by 100% of Fortune 1000 companies. Learn more at acronis.com

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