VMotion IT Solutions to Add New Managed Cybersecurity Services with **Acronis** Cyber Protect Cloud

Irish managed service provider sees a new revenue with cyber protection services that also extend to remote workers and workloads

INTRO

VMotion IT Solutions (VMotion IT) was founded more than a decade ago and focused on providing web hosting and cloud solutions through data center facilities located in Ireland. They have grown since then and now operate two divisions, including the addition of an IT solutions division that offers business- and enterprise-wide solutions for learning management systems (LMS), eLearning, IT service management (ITSM), Atlassian, DevOps/Collaboration, Microsoft, and the Acronis suite of backup and cybersecurity products. They recently added data center connections from Germany and the U.S. to give their international clients access and support across the globe. VMotion IT offers consulting and managed services, and both divisions work with Acronis to offer data protection and cybersecurity to its customers.

CURRENT SECURITY OFFERINGS AND SOLUTIONS USED

VMotion IT will soon be delivering a complete managed security services as a standard offering with Acronis Cyber Protect Cloud. The company frequently deals with security products during consulting engagements, most notably Symantec. For internal purposes, they primarily use Cisco in the data center, but this is simply included in their hosting plans.

ACRONIS CYBER PROTECT CLOUD – INTEGRATED BACKUP AND CYBERSECURITY

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 that can be delivered 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.

KEY CHALLENGES

- No standardized managed cybersecurity offering in portfolio
- Clients now have remote workers that need additional cyber protection

KEY REQUIREMENTS

- Ease of use for both internal operations and end customers
- Centralized management

KEY BENEFITS

- New revenue stream from existing clients
- Attractive value proposition to attract new clients

Built on top of Acronis' industry-leading backup and disaster recovery solution, Acronis Cyber Protect Cloud simplifies onboarding, daily operations, and reporting, all while combating advanced attacks with new use cases enabled by integration.

OVERALL IMPRESSIONS OF THE ACRONIS CYBER PROTECT CLOUD BETA

VMotion IT is one of the managed service providers that got early beta access to the product, and according to CEO Indresh S Yadav, "We have had a very positive overall experience in the beta. A lot of really fantastic functionality has been integrated into a single product. There is really no need to go somewhere else."

In terms of particular features and functionality, Yadav noted, "Vulnerability scans with accompanying patch management really stood out. Having this functionality helps us to figure out what are the critical updates needed and then take action accordingly, in a timely manner."

Yadav was also impressed by the user interface of Acronis Cyber Protect Cloud. He said, "The product's user interface makes it very easy to use for both administrators and end users.

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>
> **Indresh Yadav, CEO**

RELEVANCE TO VMOTION IT CUSTOMERS WITH REMOTE WORKERS AND WORKLOADS

At the time of this case study, the global impact of the COVID-19 pandemic has been truly unprecedented. For VMotion IT, this has meant most of their customers are dealing with a surge of remote workers, resulting in a need to manage endpoints that are not on a corporate network.

Yadav noted, "Employees working from home have the Acronis agent installed, which is perfect for backup and cybersecurity. In the event of any issues when working from home, our customers can easily restore

from backup and there is also proactive prevention in terms of anti-ransomware and anti-virus." He continues, "One of our clients is managing roughly 200 endpoints and did not have a centralized management solution to do this. Acronis Cyber Protect Cloud is able to solve this problem."

The spike in remote workers is also creating an increased need for new, secure workloads – particularly around file sharing. Yadav explains, "Leveraging Acronis Cyber Cloud, we are also working with customers to offer secure file sharing options. Many of them were using products like Microsoft OneDrive or Google G Drive, but security features were lacking. Access control and permissions and the ability to set specific terms around URL sharing is key."

MARKET OPPORTUNITY

The positive experience VMotion IT has had in the Acronis Cyber Protect Cloud beta is going to translate into a real market opportunity. Yadav said, "Acronis has gone far beyond a backup solution. This is something we can offer our customers as a full package, a full solution." He continues, "We will be able to increase revenue with existing customers by adding new value and it will no doubt help us win new business."

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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