

The Morse Group Increases Efficiency and Competitiveness with Mobile Access

Industry-leading Electrical Contracting Firm Creates an Office in the Field with Acronis Files Advanced

BUSINESS BACKGROUND

An industry leader and top 50 electrical contracting firm, The Morse Group was founded in 1944 and had permanent offices in seven states with project operations both nationwide and globally.

The Morse Group is now comprised of a network of member companies with more than \$150 million in annual sales that deliver services in the electrical, energy, and construction markets. Collectively, these member companies bring specialty engineering, construction, automation, and project development services for the industrial, institutional, hospitality, and utility markets.

IMPROVING PRODUCTIVITY WITH ACRONIS FILES ADVANCED

At any given time, The Morse Group has projects in multiple states, as well as South America. To stay competitive, the company had to get creative while facing a tight market where most other costs, such as labor and raw materials, were fixed.

The top-notch foremen who run these projects are one of the company's main competitive advantages, so the company's owner challenged the IT department to find ways to cut down on their travel to and from the office and diminish costs. "We were faced with a situation where a union foreman would be working in the field about an hour from the office," said Network Administrator, Ed Handschuh.

"That foreman receives a billable rate of \$1.50 per minute – an amount that really adds up with each trip back to the office or job trailer. Pretty soon it would cost over \$200 in lost time to just check a drawing. We needed a

INDUSTRY

Construction, Engineering

KEY CHALLENGES

- Improve competitiveness by increasing productivity
- Give off-site employees full independence by creating an office in the field
- Provide access to data on corporate servers from any mobile device
- Integrate with Microsoft Active Directory
- Secure competitive and sensitive information
- Quickly identify misuse through the ability to audit and log file movement
- Eliminate the need to use VPN

ENVIRONMENT

- 250 employees using Acronis Files Advanced on iPad devices

KEY BENEFITS

- Access to the most up-to-date documents on corporate servers from any mobile device
- Compatible with iPad devices and support for Android when needed
- Ease of use, requiring minimal training to use proficiently
- Diminished issues, workload, and cost on file and email servers with fewer files being emailed back and forth
- Automated change notifications after documents have been updated

way to keep them working in the field to cut costs and make our bids more competitive," said Handschuh. "That's when our owner at the time challenged the IT department to create an office in the field."

When evaluating various options, Handschuh quickly realized that file navigation software paired with a VPN wasn't a great solution because the foremen would have to memorize exactly where each file was located or the IT department would be left creating over 150 shortcuts to all the files. He also evaluated a VPN solution and a tool developed by the company who designed their accounting system, however, both options presented too much complexity and demanding too much training. Handschuh ultimately decided to use Acronis Files Advanced because of its easy-to-use functionality and auditing capabilities.

"The thing that Acronis Files Advanced brought was its ease of use. If I were to ask you to find a specific drawing for a project, with no understanding of our business, you would probably find and have access to that document in a very short amount of time. It provided the mobile access that we needed with ease of use that allowed our entire employee base to manage it simply." Handschuh continued, "The only thing to say now is mission accomplished. We couldn't have done it at all if it hadn't been for Acronis Files Advanced. We achieved our vision of a full office in the field."

KEY BENEFITS

Acronis is deployed on-premise, which provides IT with complete control. The Morse Group had been evaluating Dropbox, but the idea of proprietary information resting on someone else's servers made their leadership

nervous. Acronis integrates with Active Directory making authentication, provisioning, and user management seamless. The company was able to secure access to their financial documents through provisioning. They restructured their Active Directory to form groups within the company and construct a file structure within Acronis based upon those provisions, which ensure that employees in the field had access to drawings they needed and that all financial documents remained safe and secure.

The audit log gives IT the ability to see what users are doing, accessing, sharing, etc. The company had experienced a case of intellectual property theft, when a disgruntled employee saved a number of sensitive financial files in Dropbox before leaving, potentially leading to a series of lost bids. With Acronis' audit log, the IT department would be able to minimize this kind of risk through significantly improved visibility into who had accessed and shared a given document.

"Acronis Files Advanced is one of the most exciting products for mobile devices. It brings the power of the office to the mobile device."

**Ed Handschuh,
Network Administrator**

ABOUT ACRONIS

Acronis sets the standard for [cyber protection](#) and [hybrid cloud storage](#) through its innovative [backup](#), [anti-ransomware](#), [disaster recovery](#), [storage](#), and [enterprise file sync and share solutions](#). Enhanced by [AI-based Active Protection technology](#), [blockchain-based authentication](#) and a unique [hybrid-cloud architecture](#), Acronis protects all data in any environment, including physical, virtual, cloud, mobile workloads and applications.

[Founded in Singapore in 2003](#), today the company is trusted by more than 5 million consumers and 500,000 businesses worldwide, including [79 of the top 100 most valuable brands](#).