

Acronis

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## Simplifying protection

Bluefin Technology Group reports growing margins and increased customer satisfaction since adopting Acronis Cyber Protect Cloud

Maintaining and protecting corporate infrastructure is a tough and tiring ordeal. Many different tools are needed, requiring constant switching, updating, and configuration — eating into valuable time that could be otherwise spent maintaining and making improvements in different areas of an organization. Acronis simplifies this, taking away needless complexity and offering an easy-to-use platform, saving time, money and resources.

[Bluefin Technology Group](#) is an IT MSP firm dedicated to offering IT support to small and medium businesses, offering data backup, VoIP phone systems, cloud services, and more. Recently, Bluefin Technology Group implemented Acronis Cyber Protect Cloud benefiting its own system while offering Acronis products and services directly to its clients.

Acronis spoke to a representative at Bluefin Technology Group about their recent move to Acronis, painting a picture of the contrast between having a simplified, unified platform, and outsourcing protection needs between several vendors and services.

### Proof in numbers

Before moving to Acronis, Bluefin Technology Group reported using ten different vendor technologies to meet its cyber protection needs, adding a layer of complexity and convoluted configuration that ate into precious time. Since moving to Acronis, the number of vendor technologies used by this company was cut in half. This also decreased the business's licensing costs by about 50%, adding that it "has way better pricing than before."

### AT A GLANCE

**With Acronis, Bluefin Technology Group is able to:**

- Onboard new techs 50% faster
- Onboard new clients 20% faster
- Generate QBR Reports in minutes rather than days
- Reduce licensing costs by 50%
- Increase revenue by 15%



The company reported that after the move to Acronis, it was able to significantly grow its business. By standardizing its product stack, Bluefin Technology Group was able to get all its staff Acronis certified. This certification assures that employees are well-acquainted with their easy-to-use software, preventing potential future human-error attacks, which account for 95% of all cyberattacks. The certification information is also fully available on one platform, introducing even more simplicity for the organization. Freeing up this time and money allowed the business to grow by 15%, by their reporting. It also decreased the business's overall training time by 50%.

Quarterly business reviews (QBRs) were previously entered completely manually, according to Bluefin Technology Group, requiring it to pull information from every single vendor. Before, per their report, it would take the Bluefin Technology Group team days to complete QBRs, whereas now, with the adoption of Acronis' integrated platform, it's only a matter of minutes.

The company reported that the software it was using previously was bogging down their hard drives. There were multiple processes running for each individual agent, greatly slowing down endpoints and affecting their clients directly. Since the move to Acronis, Bluefin Technology Group says, clients remarked that whatever they did, their workstation speed was up tremendously. The business estimates that it's at least 10% faster compared to speeds before they adopted Acronis, showcasing how adopting an integrated platform can even improve clients' performance.

Prior to implementing Acronis, Bluefin Technology Group reported running six to seven agents working on an endpoint on each machine, consequently bloating systems and slowing down infrastructure, and thus, productivity. Since adopting Acronis, that number has reduced to only two agents per machine. This has also reduced the amount of time the company spends updating machines. The average number of endpoints didn't change, according to the organization; but time spent managing endpoints has decreased, allowing the company to take on more

clients and products. When the company's clients want to implement Acronis products into their own businesses, it's as easy as the "flip of a switch," Bluefin Technology Group reported.

This case report reflects the average experiences enterprises can expect when moving to Acronis Cyber Protect Cloud. Consolidating cyber protection features into one easy-to-configure platform is a proven method for saving time and money for companies, while offering personalized security and restorative features.

### 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 powered by AI. With advanced [anti-malware](#) powered by cutting edge machine intelligence 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 and headquartered in Switzerland, Acronis now has more than 2,000 employees and offices in 34 locations worldwide. Its solutions are trusted by more than 5.5 million home users and 500,000 companies, and top-tier professional sports teams. Acronis products are available through over 50,000 partners and service providers in over 150 countries and 26 languages.

