Acronis Security Services for Service Providers

DEFEND AGAINST MODERN CYBERTHREATS

Data empowers modern organizations to achieve their goals, making it today's most valuable resource. That is why cybercriminals target it with ever-increasing and more sophisticated attacks.

Unfortunately, technology is no longer enough to protect clients from data breaches:

- Antiviruses miss 57% of attacks *(Ponemon Institute)*
- 47% of breaches are caused by human error according to C-suits *(Shred-it)*
- 74% of companies are not prepared for a cyberattack *(Hiscox)*

A holistic approach to security that encompasses technology, people, and processes is paramount. To protect data and endpoints against modern cyberthreats, organization require not only active security techniques, but proactive and reactive as well.

CHALLENGES FOR SERVICE PROVIDERS

The need for a broader security approach creates new challenges for service providers:

- **Complete security offering:** SMBs now expect every MSP to offer risk mitigation and cybersecurity services (*MSSP Alert*)
- **IT staffing:** The cybersecurity talent shortage has surpassed 4 million *(ISC)*
- **Cost of scalability:** 72% of global organizations have had their IT costs increased during the pandemic *(Acronis)*
- **Complexity:** On average, medium MSPs manage seven or more vendor relations, and large MSPs manage 10 or more. *(Auvik)*
- **Regulatory compliance:** 54% of SMBs note a key consideration for IT investment decisions is the "need to comply with regulations, laws, and other mandates" *(Gartner)*

BENEFITS

Security Assessment

- Improve clients' security posture
- Minimize remediation costs
- Meet regulatory requirements
- Align cybersecurity strategy and roadmap with business goals
- Gain clarity for IT investment decisions
- Mitigate risks with a remediation plan

Security Awareness

- Improve staff readiness to face cyberattacks
- Minimize human error
- Ensure employee compliance with regulations and established processes
- Reduce the volume of security-related support calls

Incident response

- Ensure business continuity
- Limit the damage of successful security breaches
- Mitigate financial and reputational risks from cyberattacks
- Minimize system downtime

ACRONIS SECURITY SERVICES

Acronis has been providing best-in-class cyber protection technologies for years. With the introduction of Acronis Security Services, service providers can deliver a more holistic approach to cybersecurity through a set of provisioned services.

ACRONIS SECURITY ASSESSMENT SERVICE

"95% of data breaches could have been prevented" (OTA)

Ensure clients are keeping up with growing regulatory requirements and rising digital threats. Review their security program, IT infrastructure, and prevention and detection controls to identify security gaps and vulnerabilities. Eliminate every attack vector to a client's data with recommendations by Acronis cybersecurity experts.

What's included:

- Risk assessment
- Vulnerability scanning
- Penetration testing
- Social engineering
- Remediation plan

ACRONIS SECURITY AWARENESS TRAINING

"66% of organizations said security awareness training has helped them reduce the number of successful attacks" (CSO)

Optimize the readiness of your client's staff to effectively mitigate various threats, including socially engineered break-ins, and reduce any "read the book" delays with security awareness training – delivered by top cybersecurity professionals and tailored to your client's business needs.

What's included:

- Role-based training for general employees, IT personnel, and executives
- Compliance and certification training
- Versatile delivery options: online modules or onsite training

ACRONIS INCIDENT RESPONSE SERVICES

"Having an effective incident response plan reduces the average total cost of a data breaches with $1.23 million" (Ponemon Institute)

Prepare your clients and deliver an instant reaction to security incidents. Your clients gain in-depth analysis with a comprehensive, holistic assessment of their environment and the root-cause of the breach. A detailed remediation plan is provided, ensuring the proper actions are taken to recover.

What's included:

- Identification of damaged assets
- Threat isolation
- Forensics
- Remediation report

BECOME A SINGLE-POINT-OF-SECURITY FOR CUSTOMERS

"93% of SMBs would consider moving to a new MSP if they offered the 'right' cyber security solution, even if they weren't planning to change." (Cotinuum)

Acronis Security Services are delivered as a set of pre-packaged service offerings designed to help our partners to build a more holistic approach to cyber protection services.

- **Increase profitability:** Attract new clients by raising your portfolio of security services to an MSSP level. Upsell existing clients and improve your average revenue per user (ARPU).

- **Decrease churn:** Keep your existing clients satisfied by improving their security posture and minimizing their security risks.

- **Minimize cost:** The provisioned set of pre-packaged service offerings requires minimal involvement from service providers, with no additional IT personnel or capital expenditures.

- **Reduce complexity:** Decrease the risks, administrative demands, and billing headaches associated with relying on multiple vendors.

- **Better positioning:** Demonstrate a broader security expertise and minimize potential reputational damage and legal action from clients with broader security offerings.

Acronis

Learn more at
www.acronis.com