

Melius Cyber accelerates pipeline by 300% with **Acronis** Advanced Security + EDR and #TeamUp

UK-based MSP / MSSP protects 385 Microsoft 365 seats and boosts security efficiency.

Background

Melius Cyber is an MSP and MSSP that offers a monitoring and management service for small and medium-sized enterprises (SMEs) worldwide. As a software-as-a-service (SaaS) business, Melius Cyber brings robust enterprise cybersecurity solutions to resource-constrained businesses. With affordable and accessible security solutions, Melius Cyber helps SMEs secure their business and simplify the process of cybersecurity for nontechnical people. From penetration testing to anti-malware and endpoint protection, to expert security support, Melius Cyber delivers an extensive range of security services to clients in various sectors.

Challenges

The Melius Cyber team plays a critical role in helping their clients adopt security solutions to elevate their cybersecurity posture against increasingly sophisticated threats. Melius Cyber's technicians have used an array of point solutions, including in-house tools and products from numerous third-party vendors. The team cobbled together multiple anti-malware and antivirus products. In addition, security management was disjointed, and it became increasingly difficult for Melius's team of technicians to effectively protect clients.

Melius Cyber recognized that this lack of security integration hindered clients from reaching the degree of protection that their businesses needed to counter advanced threats. These ongoing security inefficiencies led

KEY CHALLENGES

- Siloed solutions for anti-malware, antivirus and disaster recovery created complexity.
- Stringent data sovereignty and compliance requirements.
- Mounting client demand for vulnerability assessments, EDR, XDR and email security.
- Diverse and complex IT environments, including Microsoft 365 and Azure.

KEY REQUIREMENTS

- Easy deployment, setup and management.
- Must integrate with existing technologies, including Microsoft Intune.
- Centralized and unified security.

PROTECTED RESOURCES

- 385 Microsoft 365 seats.
- 153 workstations (included features).
- Two virtual machines.

KEY BENEFITS

- Consolidated security and data protection for a wide range of IT environments with a single, integrated solution.
- Ensured data sovereignty with Acronis' 50-plus data centers worldwide.
- Leveraged feature-rich, end-customer marketing materials provided by Acronis to empower clients.

Melius's team to seek a new security solution. The new solution needed to be seamless, robust and integrated to empower their technicians to comprehensively manage and secure clients' security posture without complexity.

It was also equally important that the new security solution integrated with their clients' existing technology stack. A majority of Melius Cyber's client base use Microsoft products, including Microsoft 365, Azure and Intune. Microsoft's solutions are firmly rooted in the daily operations of Melius Cyber's clients.

Additionally, Melius Cyber needed to ensure that protection met the data sovereignty requirements of clients across the globe. This was a growing concern for prospects and clients in the Middle and Far East who face increasingly strict laws to protect sensitive data. The new solution had to meet the stringent data sovereignty requirements and regulations.

Solution

Melius Cyber's technicians used Acronis Cyber Protect Cloud as their existing backup solution. After using it for several months, the team

was relieved that the console was easy to use and centralized data protection in a single solution. They began to see remarkable benefits while using Acronis Cyber Protect Cloud for backup, including reduced

costs and improved IT efficiency. Based on their experience with Acronis, Melius Cyber decided to expand beyond backup to fully leverage Acronis' integrated solution ecosystem. They now use Acronis for disaster recovery, endpoint detection and response (EDR), endpoint management and vulnerability assessment.

Acronis Cyber Protect Cloud consolidates data protection, cybersecurity and endpoint management in a single solution. The integrated platform helps service providers scale protection services with their business and client needs. And the ability to add more protection capabilities empowered Melius Cyber to bring traditionally costly security solutions such as EDR to resource-constrained clients.

"The integration from Acronis allowed us to seamlessly deploy protection with existing technologies across our clients' stack, including Microsoft Intune. We are also using email security and encryption integration that is incredibly useful to our business and clients."

David McPherson,
CTO, Melius Cyber

With the addition of Acronis Advanced Security + EDR, Melius Cyber protects client endpoints against



sophisticated threats, including advanced persistent threats (APTs), fileless malware and exploitation. The solution enables the MSP to monitor, detect, block, respond and recover clients from ransomware and other advanced cyberthreats — all from a centralized console that helps Melius's technical team simplify security management.

Acronis Cyber Protect Cloud has over 200 integrations with industry-leading tools and services that MSPs know and trust. This gave Melius Cyber flexibility to work with a range of clients, regardless of their current IT stack. They could also be confident that Acronis Cyber Protect Cloud was able to integrate with other market-leading solutions that their business and clients leverage.

The result

Acronis Cyber Protect Cloud with Advanced Security + EDR has simplified security management for Melius Cyber's technicians. Acronis' consolidated approach and integrated protection helped Melius Cyber improve IT efficiency, reduce costs, accelerate deployment and enhance their pipeline.



Juggling multiple point solutions is no longer a challenge for Melius Cyber's technicians because they can manage all cybersecurity, data protection and endpoint management capabilities in a single solution and console. This enabled Melius Cyber to reduce costs by eliminating single-purpose solutions for antivirus, EDR, backup, disaster recovery and vulnerability assessment — and, they can more effectively stop cyberthreats.

According to David McPherson, CTO, Melius Cyber, "My thoughts about Acronis are, 'why didn't we do this earlier?' It has completely changed the landscape that we operate in, the types of conversations we conduct with clients and the deep levels of engagement we have with senior-level stakeholders because we are empowered to talk simply about threats and risks to their businesses. We can provide them with a feature-rich solution stack."

McPherson adds, "It (Acronis Cyber Protect Cloud) is massively more efficient than dealing with six to seven vendors, relationships and requirements. And we are also able to get superb technical support to help us with our bigger and more complex requirements." Acronis operates 54 global data centers across the world in some of the most heavily regulated regions and Melius Cyber enjoys peace of mind knowing that Acronis Cyber Protect Cloud meets the stringent data sovereignty and security requirements that their international clients face. McPherson notes an uptick in prospects — particularly from the Middle East and Far East — now that Melius Cyber can fulfill data sovereignty requirements.

With Acronis, Melius Cyber spends less time on solution deployment. As McPherson says, "With Acronis, it is very quick and easy for us to deploy solutions in one or two clicks, depending on what we are trying to do. And we can rapidly protect a client. We recently deployed Acronis for a client that was having problems with email security and was getting a lot of spam. We were concerned about the security of their environment, so we deployed Acronis Cyber Protect Cloud for them. After a quick conversation, our client was protected in about 20 minutes."

Their team saw a 300% increase in their pipeline since the adoption of Acronis Cyber Protect Cloud with Advanced Security + EDR and through becoming an

Acronis #TeamUp partner. Acronis #TeamUp is a sports marketing program designed to help MSPs of various sizes increase brand recognition, elevate their business profile and generate new business by connecting elite

professional sports teams and their IT departments with participating MSP partners. Through their partnership with Acronis, Melius Cyber introduced Newcastle United Football Club to Acronis Cyber Protect Cloud.

About Acronis

Acronis is a global cyber protection company that provides natively integrated cybersecurity, data protection, and endpoint management for managed service providers (MSPs), small and medium-sized businesses (SMBs), and enterprise IT departments. Acronis solutions are highly efficient and designed to identify, prevent, detect, respond, remediate and recover from modern cyberthreats with minimal downtime, ensuring data integrity and business continuity. Acronis offers the most comprehensive security solution on the market for MSPs with its unique ability to meet the needs of diverse and distributed IT environments.

A Swiss company founded in Singapore in 2003, Acronis has 45 locations across the globe. Acronis Cyber Protect Cloud is available in 26 languages in 150 countries and is used by over 20,000 service providers to protect over 750,000 businesses. Learn more at www.acronis.com

