Axcient Automation:
70% Faster Recovery + $10K in Monthly Savings

MSPs leverage BDR innovations to eliminate manual tasks, meet cyber insurance requirements, and perform regular DR testing.

Hurricanes and Fires and Hardware Failures…Oh My!

Less than three months after Enterprise Data Concepts (EDC) migrated to Axcient x360Recover for business continuity and disaster recovery (BCDR), Hurricane Ida left clients without power and internet. Months later, a brand-new client's building caught fire. On EDC's old Veeam solution, vertical capacity was limited, preventing the number of clients it could spin up in its data center. Furthermore, on-site Colo visits, hardware lag times, and client downtime were unnecessarily driving TCO and complicating recovery.

Similarly, Tampa Bay Tech Solutions struggled to justify the price of its Datto product among hardware limitations and ConnectWise integration issues. Less than 30 days after moving to Axcient, a Tampa Bay Tech Solutions client suffered a total hardware failure.

Despite being new to Axcient, both MSPs were able to execute disaster recovery processes quickly and accurately due to ease of use, automation, built-in features, and critical capabilities.

Always-On Backup Protection for Always-Ready Recovery

Axcient x360Recover is equipped with AutoVerify for automatic backup testing and monitoring and Virtual Office for immediate cloud failover – on both cloud and appliance-based deployments.

AutoVerify: An MSP's Cyber Threat Offense

→ Eliminate time-consuming, costly, and error-prone daily manual backup checks with built-in, always-on automatic backup monitoring and verification.

→ End "backup burn" with custom alerts, escalation policies, and automatic self-healing technology for proactive risk mitigation that ensures recovery.

→ Demonstrate backup testing automation and results with auto-generated records that prove backup health and bootability to cyber insurance providers for lower premiums.

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FEATURING

AutoVerify
from Axcient

Virtual Office
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"The health status of our backups since moving to Axcient is 99% better. AutoVerify is very helpful. Being alerted when a backup is failing is fantastic. It works seamlessly, and we love it."

– Todd Maddex, President of Tampa Bay Tech Solutions

Virtual Office: An MSP's Cyber Threat Defense

→ Self-manage and accelerate cloud disaster recovery by immediately starting VMs in the Axcient Cloud of one or more protected devices to replace all impacted systems temporarily.

→ Deploy disaster recovery with one click using pre-configured, client-specific, automatic deployment runbooks for fast virtualization during recovery and testing.

→ Perform regular full-office disaster recovery tests with frequency documentation to easily meet compliance and cyber insurance requirements.

"It's good to be able to get [clients] up and running when they don't have power or internet. With Veeam, we couldn't spin up six clients in our data center that quick. It could have taken a week. I'm glad we moved because now I can tell clients, 'Don't worry, we did an automated test restore yesterday, and your data is good.'"

– Roddy Bergeron, CISO at Enterprise Data Concepts

Proactive BCDR with User-Friendly Efficiency for Speed and Savings

After Hurricane Ida left EDC's New Orleans clients in the dark, EDC needed to maintain essential business operations. Despite never testing its Axcient restore process, AutoVerify had the backups for Virtual Office to recover. EDC had its first client runbook up and running in the cloud in just 30 minutes. All clients were spun up in the Axcient Cloud or the public cloud quickly, delivering on EDC's promise of uninterrupted business continuity.

Soon after, EDC's new client suffered an office fire. Luckily, x360Recover Direct-to-Cloud – Axcient's hardware-free deployment option – "saved their butts." The fire started Sunday morning, and just an hour later, EDC was working on recovery. Roddy says, "We pulled their data down, provisioned a new physical piece of hardware, and spun up their server instances. On Monday, we went on-site to their warehouse [in a different location] with a spare router, and by Tuesday, 80% of their staff was working like normal."

Using Axcient Automation, MSPs Report…

99% IMPROVEMENT IN BACKUP HEALTH STATUS

70% FASTER RECOVERY FROM NATURAL DISASTERS

$10,000

$10,000 SAVED EVERY MONTH

$12,000 INCREASE IN MONTHLY REVENUE

$4,000 REDUCTION IN MONTHLY CYBER INSURANCE PREMIUM

0% DATA LOST AFTER NATURAL DISASTERS

Tampa Bay Tech Solutions had similar successes after Virtual Office had their client up and running from scratch in less than three hours from a total hardware failure. The client was so happy with the speed of the Axcient Cloud compared to what they previously had that they decided to stay there.

"I'm making six figures more than I was last year on backup savings alone. I don't know why anyone wouldn't move to Axcient."

– Todd Maddex, President of Tampa Bay Tech Solutions

Of course, it's not just rapid and reliable recovery with automated BCDR. MSPs also benefit from lower labor costs and time savings with fewer manual requirements, high-visibility reporting, and cyber-insurability. In fact, when EDC migrated from Veeam to Axcient, it lowered its monthly premium by $4,000, leveraging proof of automation, backup and disaster recovery testing, and the cybersecurity best practices embedded in Axcient solutions. By demonstrating the security of its BCDR solution, EDC lowered its risk in the eyes of insurance carriers.

"When we looked at the increase to our cyber liability policy and the cost of moving to a new provider, it was time to move. We couldn't hold that data anymore. One of the rules in risk management is, can I transfer that risk to someone else? That's where Axcient comes in."

– Roddy Bergeron, CISO at Enterprise Data Concepts

Are You Ready to Automate BCDR?

Schedule a Demo or **Start Your Free 14-Day Trial** to see how Axcient can help!

ABOUT AXCIENT:
Axcient is an award-winning leader in business continuity and disaster recovery for Managed Service Providers (MSPs). Axcient x360 provides one platform for MSPs to Protect Everything™, and includes BCDR, Microsoft 365 and Google Workspace backup, and secure sync and share. Trusted by more than 3,000 MSP partners worldwide, Axcient protects business data and continuity in the event of security breaches, human error, and natural disasters.

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