

TECHNOLOGY CONSULTING FIRM OFFERS SPEED, SIMPLICITY, AND INSURANCE FOR LESS

Partner Success Story

Axcient

Birmingham based technology consulting firm, ACCi, was founded in 1989 and has been serving clients in network infrastructure, systems integration and support, security, and more, ever since. Their small to medium sized clients value speed and safety, without interruption, but COO Keith Keller struggled to find a solution that would fit. See how ACCi responds to client needs with a Business Continuity solution that reduced client downtime and exceeded their engineer's expectations.



“ We installed Axcient’s Business Continuity solution Replibit and our engineers went, ‘Wow, this is magical! This is awesome. This is amazing. It does all of these wonderful things: virtualization, off-site replication, and it’s easy to work with.’ They were very impressed with the technology as well as the support.

- Keith Keller, Chief Operating Officer at ACCi

After almost 22 years with ACCi, Keith Keller, the company’s COO, has seen a variety of backup & disaster recovery solutions (BDR) come and go. What he’s learned from watching other organizations jump at the “latest and greatest”, is that just because it’s new and supposedly the best, doesn’t mean it is. Discover how ACCi uses Axcient solutions to reduce costs, achieve rapid restoration, simplify implementation and management, all while providing more value and flexibility for clients.

CHAIN-FREE TECHNOLOGY ENABLES RAPID RESTORATION

When BDR solutions hit the market there was early and widespread adoption among MSPs. Fortunately for Keith, he remained skeptical but alert to the influence these tools had on client success. He knew ACCi, a comprehensive technology consulting firm, needed it, but he also knew it had to be done right.

Initial BDR solutions proved ineffective at rapid restoration. Held captive by chain-based solutions, Keith was happy to finally meet a provider who was offering a chain-free solution. Not only did Replibit provide the same features as some image-based competitors, but it

THE PROBLEM:

- Chain-based restoration took too long to restore files.
- Managing an MSP data center is expensive and requires laborious management.
- Reliance on risky BDR solutions that fail to protect data and are distracting full-time engineers.

THE SOLUTION:

- Migration to Replibit, a chain-free restoration solution that significantly reduced rebuild and restore time.
- Vaulting to the Axcient Cloud reduced overhead.
- Saved clients almost half compared to other solutions, with built in disaster recovery and restoration, freeing up valuable engineer time.



significantly reduced down time, something extremely important to ACCi's small to medium sized clients. With the Replibit business continuity solution in place, Axcient partners don't need manual processes or labor-intensive reseeding of data. Instead, partners can focus their attention on more important things; ensuring the integrity of their backups, and significantly reducing management costs.

Because ACCi is dedicated to the success of their clients through the effective use of innovative IT solutions, Replibit is now included in the baseline core competencies offered to all ACCi clients. Additionally, ACCi has embraced the rest of Axcient's Business Availability portfolio including Anchor and CloudFinder.

ALL-IN-ONE SOLUTION PROVIDES SIMPLICITY AND FLEXIBILITY FOR INDIVIDUAL CLIENTS

Axcient's one-stop-shop for Business Availability made sense for ACCi and their clients because of the range of verticals they service. From medical, financial, and investment companies, to non-profits, local churches, and manufacturing, ACCi has proven successful for a variety of small-to-medium-sized clients. Specifically, the totality of the business continuity solution has provided strong value for ACCi clients who are cutting costs and focused on efficiency.

Keith says, "If we're looking to protect someone's budget we want to do that. We don't want the lowest cost solution. We want the right solution." Replibit enables savings by eliminating the need for additional engineering resources. Instead, the senior engineers at ACCi who have mastered these tools take care of it for clients, so they don't have to. While many clients struggle to find the right balance between junior and senior engineers, in-house implementation versus automation, and vaulting with a provider over building an internal data center, Replibit customers have it all done for them, and without the overhead.

The flexibility of choice with Replibit lets clients make the best choices for their company's needs, goals, and resources. Vaulting in the Axcient Cloud is another service offered by ACCi for the simplicity of their clients. After attempting to build their own data center, ACCi decided to let Axcient make it easy. With the overhead costs of high-quality engineers, the distraction of putting full-time engineers on the project, and the additional need for junior engineers to put out fires, the done-for-you solution offered by Replibit has resulted in less resources necessary and no management required.

ABOUT AXCIENT:

The Axcient Business Availability suite is the proven business continuity and cloud migration solution for Managed Service Providers (MSPs). The Axcient Business Availability suite includes Replibit, BRC, CloudFinder, Anchor, Fusion, and the Axcient Cloud. MSPs and their clients depend on us to protect their data and ensure business continuity in the event of security breaches, human error, and natural disasters. Our focus on partner experience has resulted in more than 3,000 MSP customers throughout the US, Europe and Australia.

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