INGRAM MICRO CLOUD SERVICES
CASE STUDY

Axcient Gives ITsavvy Competitive Advantage for Data Protection and Recovery

ITsavvy

Founded
2004
url
ITsavvy.com

Employees:
172

Key Market Verticals
Financial, manufacturing, Government, Education, Healthcare, Non-profit, Distribution, Pharmaceutical, Equipment Dealers, Publishing, Real Estate

Specifications
Engineered Solutions: Storage, Virtualization, Backup/Disaster Recovery/Business Continuity, Messaging, Networking, Wireless, Collaboration

Managed Services
savvyGuard, savvyPrint

Cloud Solutions
savvyMail, savvyBackup, savvyDesktop

Unified Communications
Voice Products, Confrencing, savvyVoIP, savvyBandwith, Video

Axcient Gives ITsavvy Competitive Advantage for Data Protection and Recovery

ITsavvy is a national leader in IT products and services with thousands of clients worldwide in a variety of industries. The company's key competitive advantages lie in its vendor-neutral philosophy, excellent post-sale support, and a team of experts who are cross-trained on all services for end-to-end implementation.

So when clients were unable to recover or backup their data with their legacy backup system, ITsavvy knew it was time to make a change to a solution that offered clients local and off-site protection. After a diligent process for vetting vendors, Axcient emerged as the winner.

"A key criteria was a solution we could resell as a service and Axcient fit that MSP model very well with the ability to have local and cloud-based protection and recovery," said Bill Dykema, Vice President of Advanced Solutions Group at ITsavvy. "Axcient is great for a services company like ours because it provides easy remote maintenance, centralized Web-based management, deduplication, and the added bonus of being able to failover a server locally, and quickly bring it up as a virtual machine."

Putting Axcient to the Test
With almost a dozen Axcient deployments already under way, ITsavvy had a chance to deploy Axcient at IT environments of different types and sizes, ranging from only a couple of servers to several racks and a combination of physical and virtual environments.

"Axcient has been fantastic. The appliance itself is quick and easy to deploy and initial setup is a breeze," said Eric Kalseth, Client Executive at ITsavvy. "One of our clients actually had a primary server fail and was able to failover to the Axcient local appliance and continue working. It went so well, they ran directly on Axcient for a number of days before replacing the failed server in production. With how many devices we're protecting, I definitely breathe easier knowing that

WHERE RAINMAKERS THRIVE

INGRAM MICRO®

Axcient Gives ITsavvy Competitive Advantage for Data Protection and Recovery

Axcient can scale to our clients' growth without compromising my tech's time to manage it all."

"Ingram Micro Cloud technicians and channel experts test and vet hundreds of solutions each year, selecting only the ones that meet or exceed the highest industry standards and that are backed by stable, channel-focused companies," says Jason Bystrak, Senior Director of the Americas, Ingram Micro. "We're excited to include Axcient's data protection suite as a core part of our cloud service offering."

Bringing Additional Value
Eric and his team are also discovering the Axcient benefits for MSPs that sell on value and want to increase

their share of wallet for existing customers. "We have sold other solutions before that were not as robust as Axcient and, honestly, at first, I didn't think much of it," Eric said. "But when I heard from our engineers how excited they were about Axcient, I changed my views. These are unbiased technical people who deal with hundreds of products on a daily basis and were telling me, 'This is brilliant!' That got me really excited about selling it to my clients."

As more clients use Axcient for their data protection and recovery needs, ITsavvy sees the business growing and a bright future ahead.

"Axcient is basically the evolution of backup, giving

you onsite failover and cloud-based replication," Eric said. "So, I've used the conversation of backup and of the network infrastructure at the client site to drive the sale of ancillary products like network management. The more we are able to talk about the client's business and how critical their IT infrastructure is, the better we show how we add value."

WHERE RAINMAKERS THRIVE

INGRAM MICRO ®