



Acronis & Nutanix

La combinazione vincente per proteggere, semplificare e far crescere il tuo business

6 Marzo 2026

Webinar

Andrea Catapano – Business Development Manager – TD SYNnex

Gianluca Venturini – Business Development Manager – TD SYNnex

Daniele Curzi – Solution Architect – TD SYNnex

Andrea Pezzoni – Security Presales Specialist – TD SYNnex

Acronis



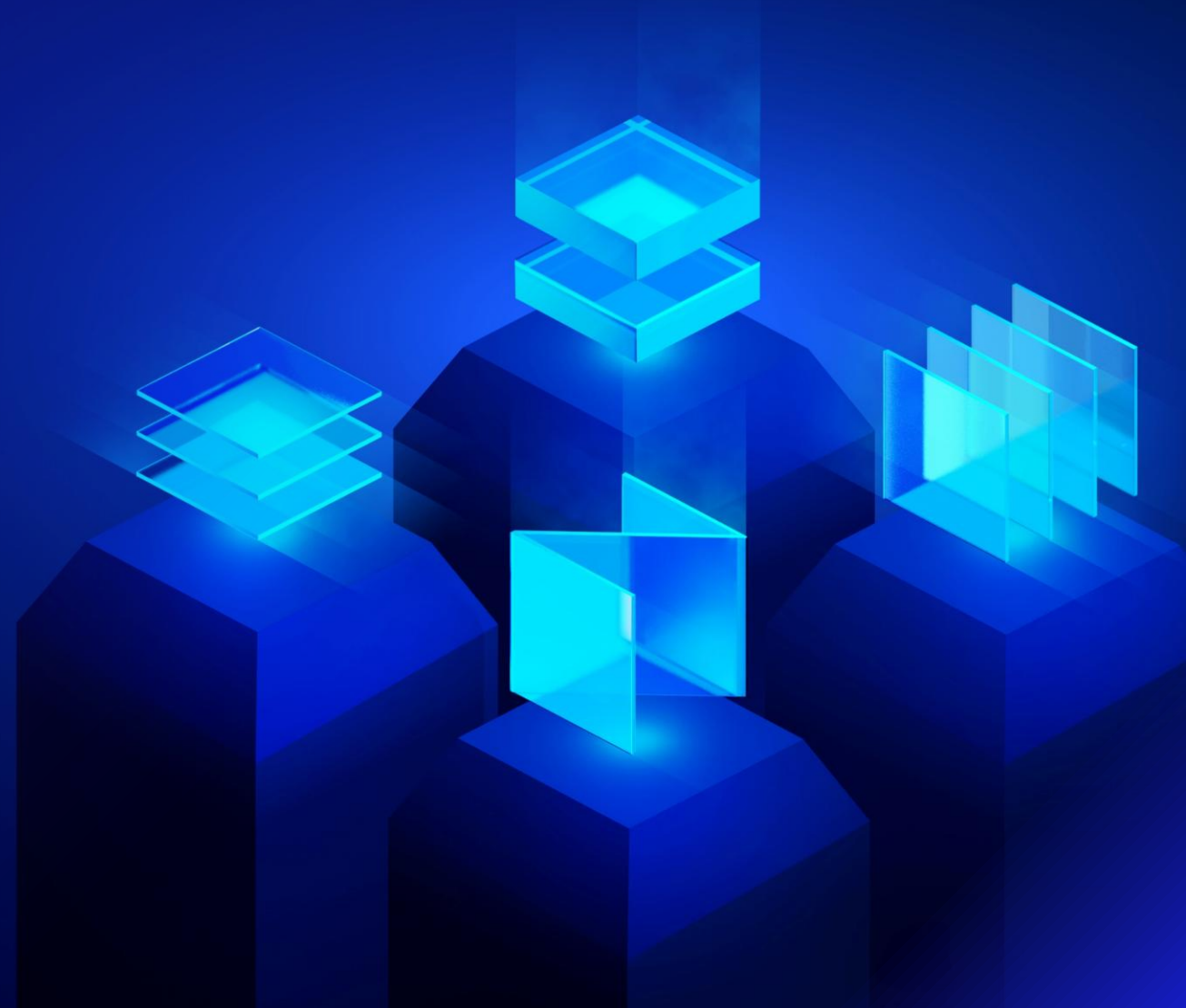
TD SYNnex

#CyberFit

Acronis Cyber Protect Cloud

Acronis

AUTHORIZED
CLOUD DISTRIBUTOR



Acronis is a leader in cybersecurity and data protection for MSPs and IT departments



Swiss

Corporate HQ in Schaffhausen, Switzerland
Founded in Singapore in 2003



Global

1,800+ employees in 45 countries
Products in 26 languages



Cybersecurity

195+ million threats and 61+ million
malicious emails blocked in 2023



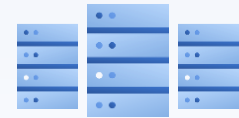
20,000+

Service provider
partners



750,000+

Business
customers



54

Data centers
worldwide

Pensato per i Service Provider

The screenshot displays the Acronis Cloud management console interface. The top navigation bar includes 'AlphaComm' and 'Local customers'. A sidebar on the left lists menu items: OVERVIEW, Usage, Operations, CLIENTS, USERS, ALERTS, REPORTS, and SETTINGS. The main content area features several widgets: 'ACTIVITIES FOR 24 HOURS' with a donut chart showing 120 activities (60 OK, 30 Warning, 30 Error); 'ACTIVITIES FOR 7 DAYS' with a bar chart; 'MONTHLY STORAGE USAGE' with a line graph showing a current size of 351.65 GB; and an 'ALERTS' table. A 'New' dropdown menu is open, showing options for Partner, Folder, Customer, and User. Below the main console, a section titled 'Partner Inc.' shows 'Available integrations' with logos for ConnectWise CERTIFIED INTEGRATOR (ConnectWise Manage and ConnectWise Automate) and Autotask.

Severity	Alert time raised	Device	Plan	Alert time raised
Los Barrios 4				
Critical	16 Mar 10:34 AM	Homer	My Plan1 Daily	16 Mar 10:34 AM
Error	15 Mar 11:22 AM	DC3.corp	Daily Backup	15 Mar 11:22 AM
OK	22 Dec 9:04 AM	HP_5768	Backup Plan 2	22 Dec 9:04 AM
Warning	15 Mar 4:20 PM	Dell_4538902	Plan 4	15 Mar 4:20 PM
Mario Pizza 46				
Critical	16 Mar 10:34 AM	Homer	My Plan1 Daily	16 Mar 10:34 AM
Error	15 Mar 11:22 AM	DC3.corp	Daily Backup	15 Mar 11:22 AM



Gestione facile e scalabile degli account dei clienti, assicurata da una console web facile da usare (One Console)



Integrazioni con oltre 100 brand di terze parti, PSA, RMM e S3 storage



Unico agente per tutte le funzionalità con possibilità di agent-less backup



Personalizzazione del brand (White Label)



Prezzi semplici a consumo (Pay-as-you-Go)

Garantire compliance e presenza locale

Scegli tra oltre 50 data center nel mondo per archiviare i dati – Acronis Hosted, Google Cloud and Microsoft Azure



45+7

DATA CENTERS
Anche in Italia




Acronis
Data Center


Google
Data Center


Azure
Data Center

Proven by the Security Experts

Tests, certifications, alliances and memberships



AV-Test certified
and test winner



AV-Comparatives approved
business security product



MRG Effitas participant
and test winner



ICSA Labs
certified



OPSWAT Platinum
anti-malware certified



M3AAWG
member



MVI member



VIRUSTOTAL
member



Anti-Phishing Working
Group member



Anti-Malware Testing
Standards Organization



Cloud Security
Alliance member



GDPR compliant



FIPS 140-2 certified
cryptographic library



ISO 27001:2013 certified
information management



PCI DSS compliant



GLBA compliant



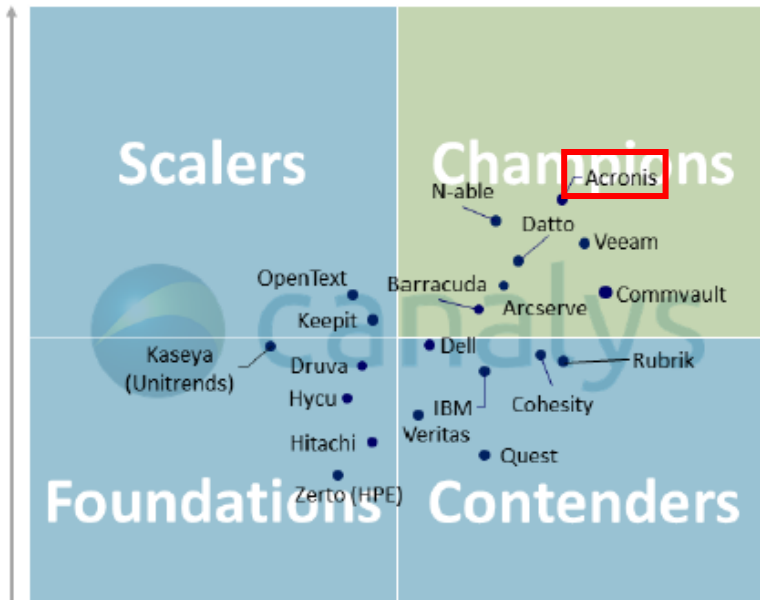
HIPAA compliant



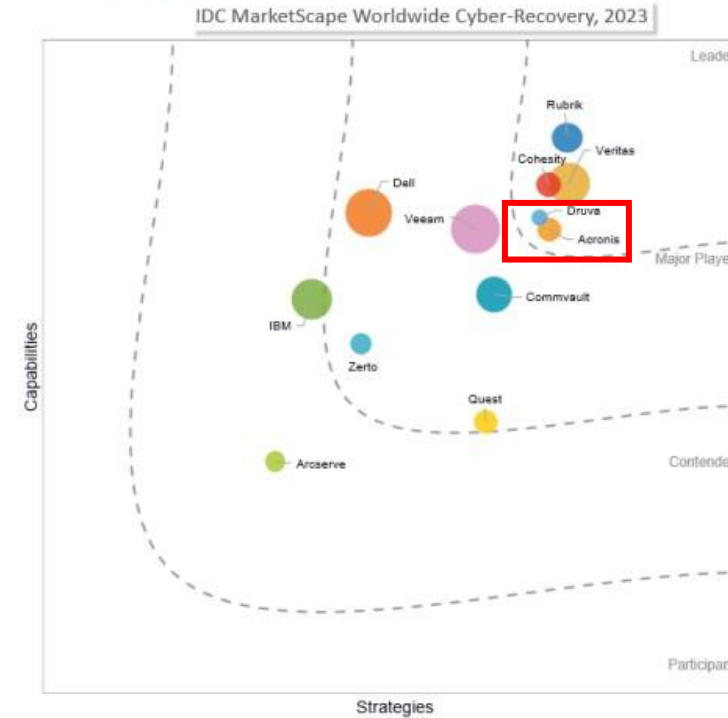
SOC 2 Type 2 compliance

Analyst recognition as leaders in security & data protection

Canalys Global Managed BDR Leadership Matrix 2023



IDC MarketScape Worldwide Cyber-Recovery Vendor Assessment



Source: IDC, 2023

FROST RADAR™

Endpoint Security (2023)



Additional recognition in 2024 includes:

- Leader in GigaOm Radar on Disaster Recovery & Business Continuity as a Service
- Major Player in IDC Worldwide Modern Endpoint Security MarketScape
- Scaler in Canalys Cybersecurity Matrix
- Leader in Frost Radar on Data Protection Services
- Leader in QKS Spark Matrix for SaaS Data Protection
- Frost & Sullivan Company of the Year award

Una piattaforma di Cyber Protection completa

Piattaforma basata su più standard NIST e sulla tecnologia AI

Acronis Piattaforma Cyber Protect/Cloud



Sicurezza

Backup e disaster recovery

Gestione IT

Amministrazione
semplificata

Ecosistema di partner



Managed Service
Provider



Cloud Service
Provider



RMM/PSA/CSA/ISV



Service Provider
di rete

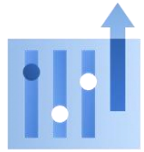


Rivenditori e
distributori

Cliente finale

Nota: RMM (Remote Monitoring Management); PSA (Professional Services Automation); CSA (Cloud Service Automation); ISV (Independent Software Vendor).

Cross-NIST2 protection with Acronis



GOVERN

- Provisioning via a single agent and platform
- Centralized policy management
- Role-based management
- Information-rich dashboard
- Schedulable reporting



IDENTIFY

- Software & Hardware inventory
- Unprotected endpoint discovery
- Data classification



PROTECT

- Vulnerability assessments
- Device control
- Security configuration management
- Patch management
- DLP
- Backup integration



DETECT

- Emerging threats feed
- Exploit prevention
- Search for IOCs of emerging threats
- AI/ML-based behavioral detection
- Anti-malware & anti-ransomware
- URL filtering
- Email security



RESPOND

- Rapid incident prioritization & analysis
- Workload remediation with isolation
- Forensic backups
- Investigation via remote connection



RECOVER

- Rapid rollback of attacks
- One-click mass recovery
- Self-recovery
- Pre-integrated with disaster recovery

Acronis MDR + MSP/MSSP

Acronis

#CyberFit

Struttura dei servizi



Acronis Cyber Protect Cloud

One Platform, One Agent, All within One Protection Plan. Complete coverage of NIST framework: Govern, Identify, Protect, Detect, Respond and Recover

DATA PROTECTION

Backup

Standard Backup

- Backup of 25+ workload types
- Local and cloud storage
- Encryption and deduplication
- Ransomware-proof backup

Microsoft 365

- Exchange Online, SharePoint Online, OneDrive, Teams, OneNote
- Email Archiving
- Group management

Advanced Backup

- One-click mass recovery
- Continuous data protection
- Backup frequency for Microsoft 365 and Google Workspace
- Off-host validation, replication, and conversion to VMs
- Support for additional workload types
- Backup notarization

Disaster Recovery

FREE

- Test failover
- Cloud-only VPN connection

Advanced DR

- Production and test failover to Acronis Cloud
- Orchestration with runbooks
- AI-assisted Automated test failover
- Fast Automated Failback with near-zero downtime
- Multiple connectivity options:
 - IPsec Multisite VPN, L2 site-to-site open VPN, Cloud-only VPN

CYBERSECURITY

Detection and Response

FREE

- AI-based anti-malware protection
- #CyberFit score (Security posture assessment)
- Device control

Advanced Security + EDR

- Gen AI-guided incident investigation, analysis, automated response
- Single-click response, including attack-specific rollback and recovery
- Next Generation Antivirus (NGAV)
- Anti-ransomware protection
- 0-day and exploit protection
- URL filtering
- Anti-malware scans of backups

Advanced Security + XDR

- Includes all the features of Advanced Security + EDR
- Extended endpoint protection with visibility and response across most vulnerable attack surfaces - email, identity, Microsoft 365 apps
- Gen AI-guided incident investigation, analysis, response and recovery

Advanced Security + MDR

- 24/7/365, Continuous monitoring with expedited investigation from security analysts
- Event triage, prioritization, and rapid response including recovery

Advanced DLP

- Control sensitive data transfers across local and network channels
- Pre-build data classifiers for common regulatory frameworks
- Automatic client-specific DLP policy creation and extension

SaaS Security

Advanced Email Security

- Phishing and Quishing prevention
- Business Email Compromise prevention
- Malware protection
- APT and zero-day protection
- Account takeover detection
- Incident response service
- Microsoft 365, Google Workspace, Exchange and any SMTP supporting email service

Advanced Collaboration Apps Security

- Microsoft 365 SharePoint, OneDrive and Teams security protection
- Malware protection
- APT and zero-day protection
- Incident response service

Security Awareness Training

- Rich and engaging library of training courses
- Phishing simulation and exercises
- Mobile-friendly learning experience
- Available in multiple major languages

OPERATIONS

RMM

FREE

- **Endpoint**
 - Device Sense™ device discovery
 - Hardware inventory
 - Vulnerability assessment (Windows/Mac/Linux)
 - Remote desktop (RDP)
- **Microsoft 365**
 - Multi-tenant M365 management
 - Security posture baselines
 - On-demand security audits
 - Baseline deviation alerts
 - M365 user onboarding

Advanced Management - Endpoint

- Software inventory
- Vulnerability assessment (third-party apps)
- Automated patch management
- ML-based monitoring
- Software deployment
- AI-enabled remote scripting
- Automated pre-patch backup
- HDD health monitoring
- Next-gen remote desktop and assistance (Win/Mac/Linux)

Advanced Management - Microsoft 365

- Continuous monitoring of security posture
- Automatic and manual remediation of risks
- M365 user offboarding

PSA

Advanced Automation

- Integrated ticketing
- Automatic time tracking
- Billing and invoicing
- Contract and SLA management
- Stock inventory management
- KPI reporting
- Integrated quoting
- Project management

Protect 30+ workload types from a single console



Azure VMs	Windows Server	Windows PC	Exchange	SQL Server	SharePoint	Active Directory	Hyper-V	Microsoft 365	Google Workspace
-----------	----------------	------------	----------	------------	------------	------------------	---------	---------------	------------------



Amazon EC2	Linux Server	Mac	iPhone	iPad	Android	SAP HANA	MariaDB	MySQL	Synology
------------	--------------	-----	--------	------	---------	----------	---------	-------	----------



VMware vSphere	Oracle x86 VM Server	Oracle Database	Red Hat Virtualization	Linux KVM	Citrix XenServer	Virtuozzo	Nutanix	Proxmox
----------------	----------------------	-----------------	------------------------	-----------	------------------	-----------	---------	---------

Streamline delivery of cyber protection using just one solution

Nutanix Cloud Infrastructure Overview

NCI: Nutanix Cloud Infrastructure



AOS
Scale-Out Storage



AHV Hypervisor



Disaster Recovery



Prism



Virtual Networking

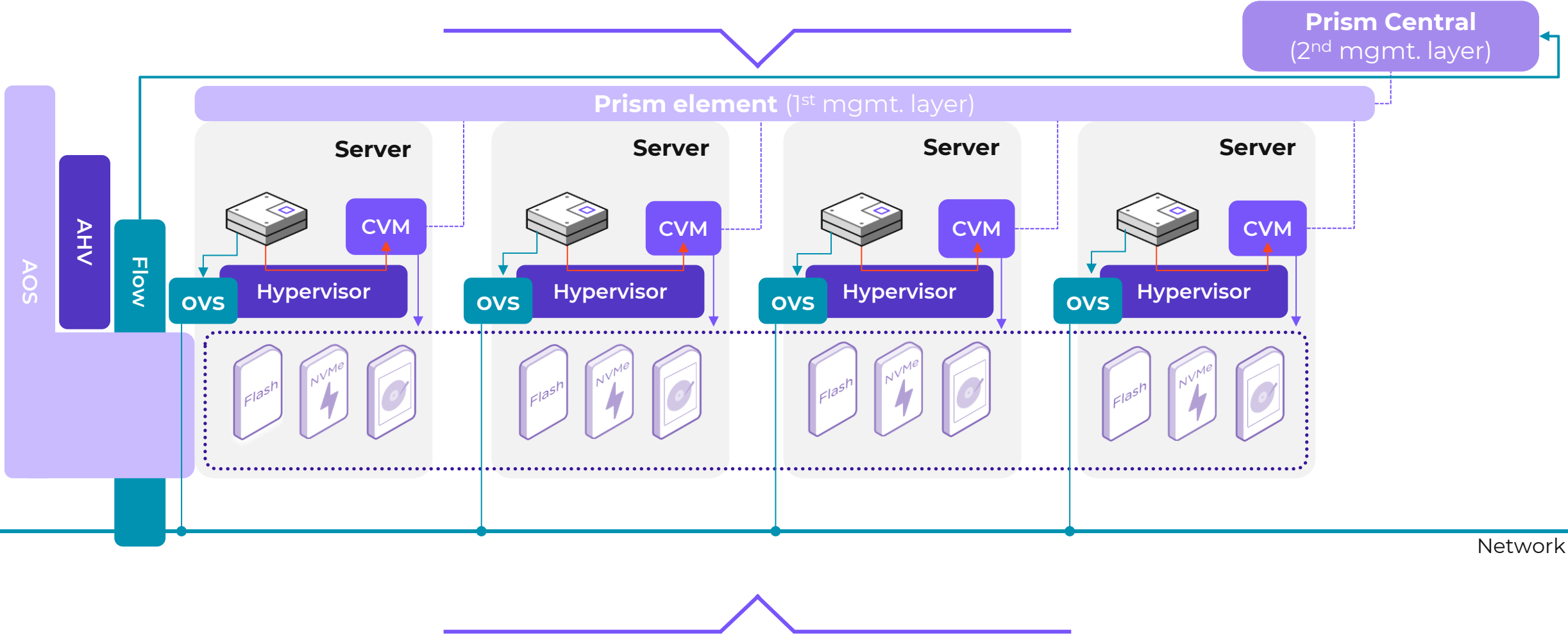


Data and Network Security



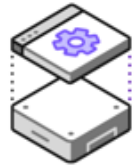
Container Services

NCI Anatomy



Nutanix AHV: The Center of Nutanix Cloud Platform

Virtualization Platform Built on KVM Open-Source Hypervisor



Enterprise-Ready

and built on
modern open-source
components



Performance Optimizations

and enhancements



Simple, Tailored

operations



Secure
by design

With Over 1,000+ Solutions Validated Today

AHV: Powerful Virtualization



Enterprise-class native virtualization



Powerful virtualization, management, monitoring, and analytics capabilities



True single-stack solution reduces complexity, saves time and money

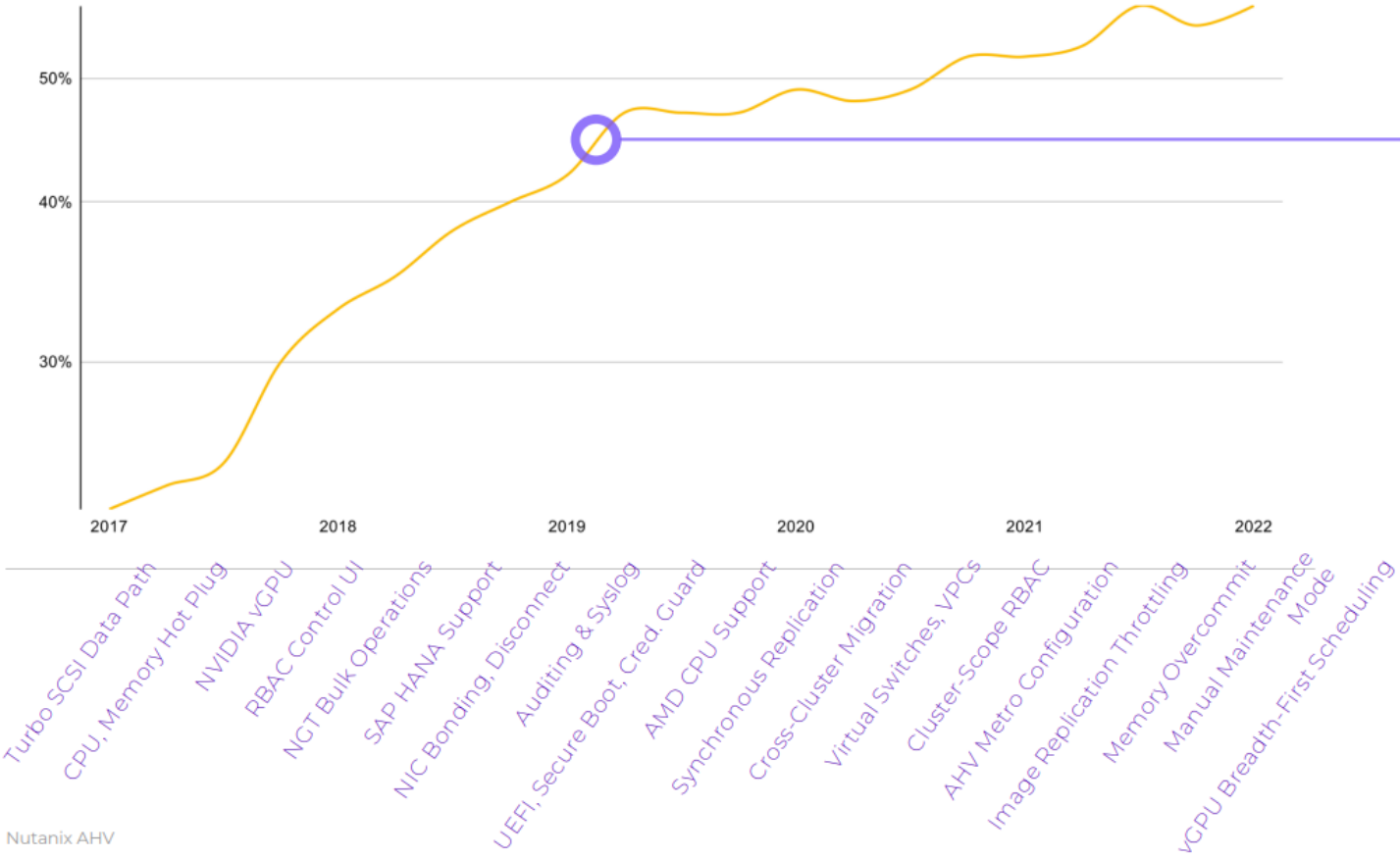
Enterprise Ready

- Complete AHV Datacenter
- Performance Optimized for HCI
- Virtual Networking and SDN
- BCDR and Migration
- Automated CPU compatibility
- Automated Host Configuration
- Always On - High Availability
- Smart VM Placement / Affinity
- Optimal VM scheduling
- Application and Network Security
- One-Click Upgrade

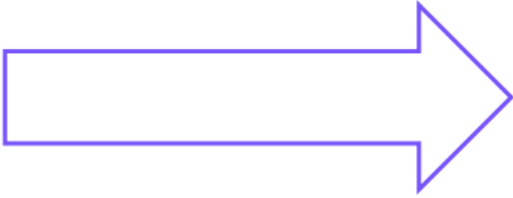
AHV Adoption Growth

Continuous Enterprise Value Delivery

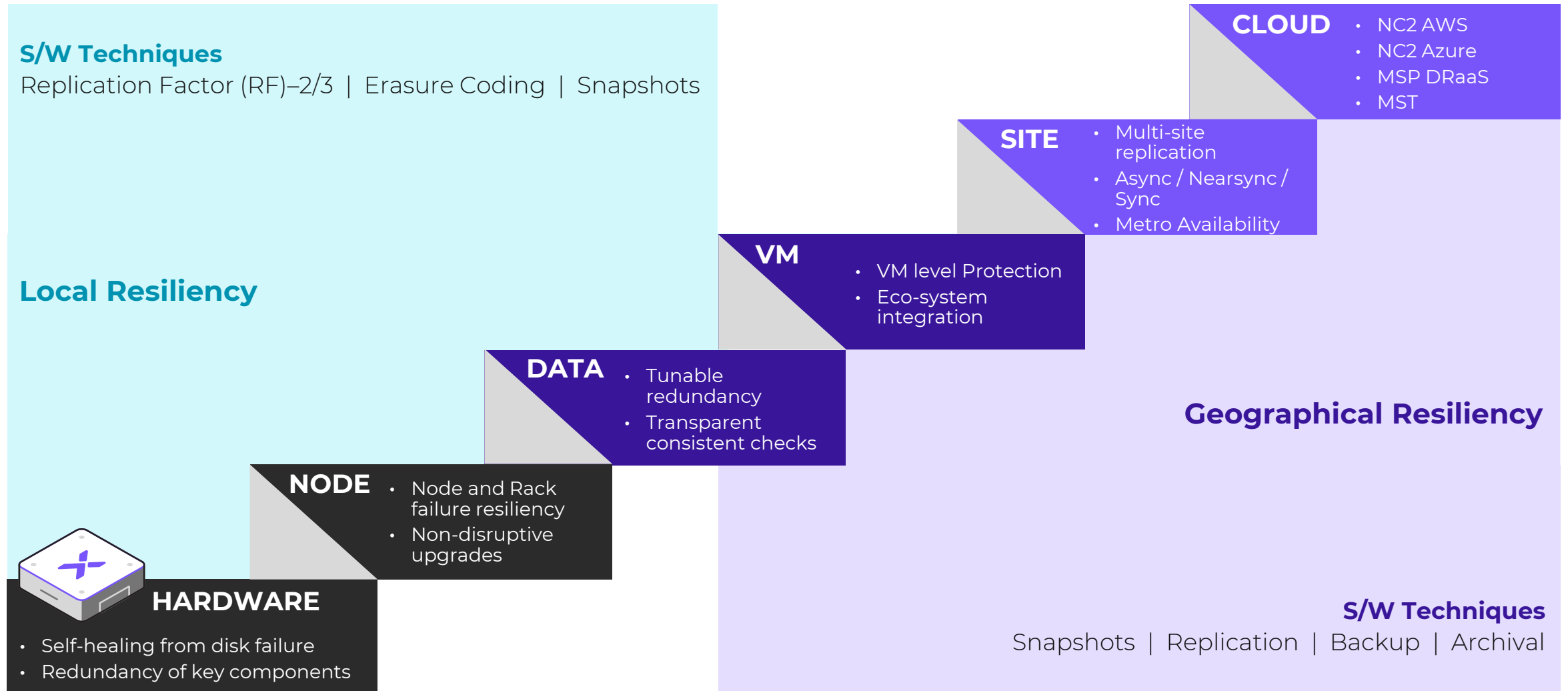
89% Adoption



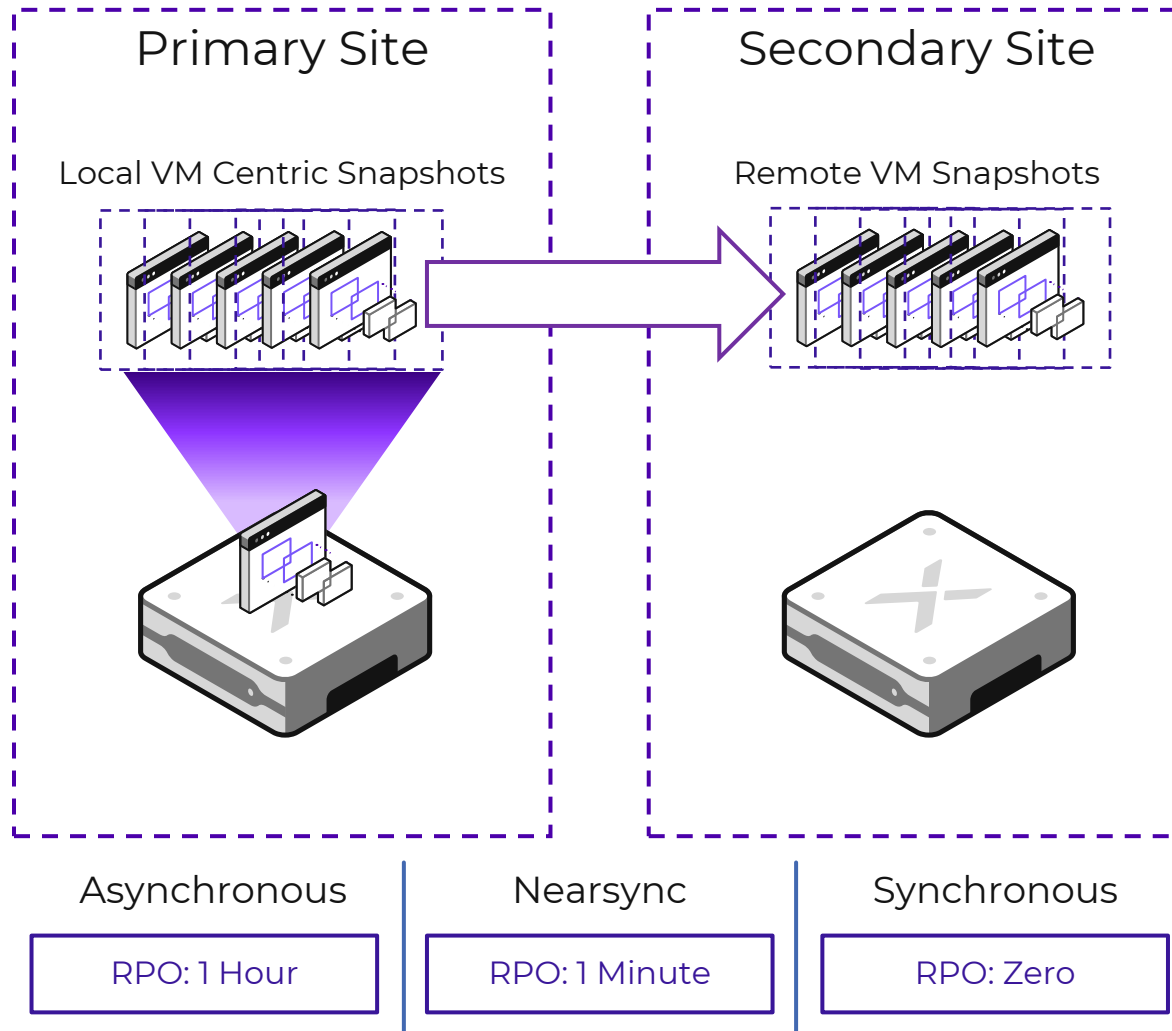
AHV Crossover Point
AHV adoption exceeds ESXi adoption on Nutanix



AOS Data Resiliency from Local to Geography



Replication



HIGHLIGHTS

- Policy-based replication management
- App- and Crash- consistent policies
- Support multiple hypervisors
- **Support replication across hypervisors**

BENEFITS

- Self-service file restore
- **Reduced virtualization licensing costs**

Unified Management

Self Service

Apps

Security

Server

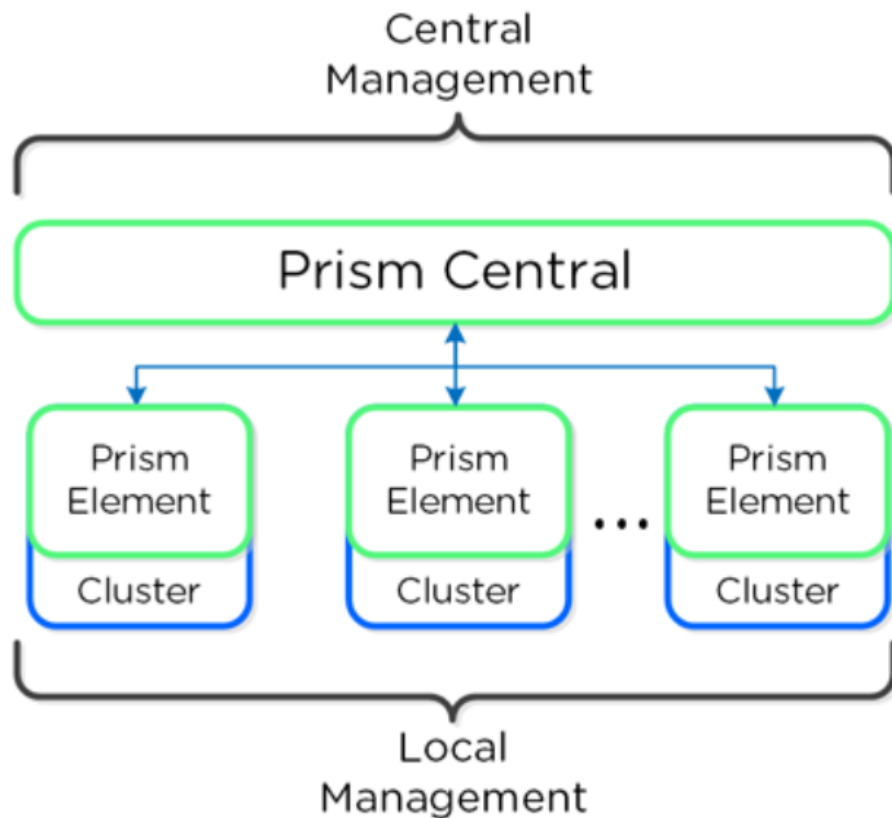
Data Protection

Virtualization

Storage



NCI: Prism Central



Included in NCI

Multicluster management

Monitoring and Analysis

VM management

Automation & Orchestration

Security & Governance

Updates & LCM

Hybrid cloud environments

API & DevOps

Nutanix Cloud Bundle

Proposition

Cloud Bundle

Appliance prevalidate e pronte all'uso

SMALL

Basic HCI for simple needs

2 nodes Edge

Licensed per VMs

Built-in AHV virtualization

Distributed Storage

Built-in data replication

MEDIUM

Small Private Cloud

3 nodes HCI

Licensed per core

Built-in AHV virtualization

Distributed Storage

Built-in data replication

Nodes expansion

LARGE

Hybrid cloud ready

3 nodes HCI

Licensed per core

Built-in AHV virtualization

Distributed Storage

Built-in data replication

Nodes expansion

Advanced HCI capabilities

Advanced replication add-on

NUTANIX

Thank You!

Daniele Curzi
Solutions Architect Nutanix
(+39) 347 3396023
daniele.curzi@tdsynnex.com

Gianluca Venturini
Business Development Manager Nutanix
(+39) 345 9945664
Gianluca.venturini@tdsynnex.com

“Cybersecurity is a team sport”

Q&A

STAY TUNED PER I PROSSIMI APPUNTAMENTI

<https://events.tdsynnex.it/cyber-unit-missione-protezione/>

TEAM SECURITY: security.it@tdsynnex.com

SPEAKER: andrea.pezzoni@tdsynnex.com daniele.curzi@tdsynnex.com
gianluca.venturini@tdsynnex.com andrea.catapano@tdsynnex.com