



PARTNER CASE STUDY: CUBESIX B.V.S

KEY FACTS



Company name:

Cubesix B.V.s

Location:

Limburg region,
The Netherlands

Industry:

Managed Service Provider

Interviewee:

Stephan de Bot,
Owner



cubesix.nl

DUTCH MSP CHOOSES BEST-OF-BREED BACKUP AND EMAIL SECURITY SOLUTIONS FROM ALTARO, HORNETSECURITY TO BOOST CYBER CAPABILITIES

A Dutch MSP, Cubesix, historically and independently selected both Altaro and Hornetsecurity for their best-of-breed solutions for backup and cyber defence for their customer base and in doing so, have become a lighthouse account for the Hornetsecurity Group, which Altaro now forms part of.

Cubesix B.V. is a backup and security MSP located in the Limburg region of the Netherlands. Founded around 11 years ago, Cubesix have been recommending Altaro's backup solutions to their SME base for over a decade, and in 2019, the company decided to independently add Hornetsecurity's cyber solutions to their portfolio.

Stephan de Bot, Owner of Cubesix picks up the detail of how they became reliant on Altaro for client backup long before the descriptor 'MSP' became mainstream in IT service provision.

"Back then - and for over 10 years - we had been selling Altaro's virtual machine backup as the ideal solution for our MKB (equivalent to SME) base. We are therefore experienced and well placed to comment on its capabilities. Altaro VM Backup does what it says it will do, reliably and without fuss."

"More recently with the need to provide secure remote working environments for clients, we knew that we had to expand to offer a stronger cyberthreat protection solution, and co-incidentally, we found that in Hornetsecurity. Now through the acquisition in 2021 of both companies into Hornetsecurity Group, we find ourselves in a unique position of being one of the only partners in the region to be authorised and familiar to recommend both their backup and cyber email security independently."

THE SECRET OF CUBESIX'S SUCCESS

Why has Cubesix had over a decade of successfully recommending and running the companies' solutions to today backing up around 200 virtual machines?

One of the primary reasons is due to Altaro's management provided in the Cloud Management Console (CMC) that gives holistic control and overview for Cubesix. As Microsoft silver partners and with a growing Cloud services pillar, Cubesix have expanded since 2019 to offer Altaro Office 365 Backup to protect their Microsoft 365 base. Altaro Office 365 Backup is seen an essential, often overlooked, service for all those M365 users who need a comprehensive, fast Office 365 backup solution at their finger-tips.

INCREASED EMAIL AND CYBER PROTECTION CAPABILITIES

In 2020, with the advent of remote working, Cubesix selected Hornetsecurity to increase their email and cyber protection capabilities. At that time, Cubesix themselves were going through gaining ISO27001 certification process proving internal compliance with enhanced security management systems.

Client side, with devices moving outside the protection of organisations' inbuilt security procedures, the management team at Cubesix knew that the Covid-19 environment also offered the right conditions for the proliferation of ransomware, with some reported and local instances likely to cause significant and terminal impact to business operations. To combat the growing threat levels and to fit ISO27001 procedures, Stephan and the team evaluated and turned to Hornetsecurity's Total Protection Enterprise services for additional email security including Advanced threat protection, spam & malware and archiving.

"Sadly, but predictably, what we have seen with new remote working conditions is a large increase in both the number of incidents and severity of ransomware and malware phishing attacks," Stephan notes. "We didn't want that to happen to any of our valued customers and we noted examples through media reports where cyber criminals were becoming increasingly sophisticated, especially with high value targeting of management and board level users - and on a scale that we hadn't seen before."

Due diligence and evaluation followed with Cubesix concluding that Hornetsecurity's solutions are highly capable of stopping ransomware and malware in its tracks and while accepting that it is not the cheapest monthly solution, appreciating that its ATP & Malware reacts dynamically and continually to fresh attacks, tactics and scenarios that hackers and cyber criminals develop and deploy.

COMBINED POTENTIAL OF ALTARO AND HORNETSECURITY SOLUTIONS

So, what of the merged capabilities that both solutions offer? While it is early days in the acquisition, Stephan can see the potential combined value, explaining:

"The merger of both organizations under one Hornetsecurity umbrella allows you to combine both the preventative with the restorative, giving users the ultimate protection layer. No MKB (SME) can afford to ignore the threats we see today. We had the same experience for ourselves even before we installed Hornetsecurity in 2019 with one new customer that we had onboarded for just a week, who had been running a very outdated environment and became a victim of ransomware. Luckily, we could negate that impact as we simply rolled back using Altaro to the point before the attack happened and we restored his whole environment with zero disruption. Today that same client has both Altaro and Hornetsecurity running in tandem."

As Stephan noted, the strength of the acquisition of Altaro into Hornetsecurity lies in the layering of the pillars of prevention alongside that of immediate and seamless restoration. This will continue to be reflected in the companies' exciting roadmap and console provision and Cubesix stand at the forefront of ready enabled partners.

ABOUT ALTARO

[Altaro](#) develops award-winning backup solutions for managed service providers, IT resellers and companies. With 50,000+ customers in 121+ countries, 10,000 partners and 2,000+ MSPs, Altaro provides affordable, easy-to-use, enterprise-class functionality coupled with outstanding 24/7 support. Altaro is a one-stop-shop for backup and recovery, providing solutions for Hyper-V and VMware; Microsoft 365 mailboxes, OneDrive and SharePoint; roaming and on-premise endpoints; and physical Windows servers. Altaro also offers monthly subscription programs for MSPs, through which MSPs can manage all their different types of backups from one central multi-tenant console, across all their customers. Altaro forms part of the [Hornetsecurity Group](#).

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