



SUCCESS STORY

Datto's BDR Assessment Tool Should Be in Every MSP's Playbook

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Joseph Wright Jr.
President of Central PA Technologies



About Datto

Datto protects essential business data for tens of thousands of the world's fastest growing companies. Our Total Data Protection platform delivers uninterrupted access to data on site, in transit and in the cloud. Through Datto's network of partners, we provide companies with products and services designed to continually keep business running. Businesses rely on Datto for industry leading technology combined with unrivaled customer service. Datto is headquartered in Norwalk, Connecticut, and has offices in Rochester, Boston, Toronto, London, Singapore, and Sydney. Learn more at www.datto.com.

Properly sizing a client for a backup and disaster recovery (BDR) solution is no small task, especially when clients have complex networks with many servers and workstations.

That's where Datto's BDR Assessment Tool shines. Co-developed by Datto and RapidFire Tools, the [BDR Assessment Tool](#) enables managed service providers (MSPs) to conduct quick and thorough BDR-specific audits of business networks and provide data-driven recommendations for BDR solutions.

Joseph Wright Jr. is the President of [Central PA Technologies](#), a Pennsylvania-based MSP and Datto partner. Wright had been looking for a tool that can assist with sizing clients and determining their risk factor. When he came across the BDR Assessment Tool, he was immediately impressed with the ease-of-use and accuracy. Since adopting the tool, he has used it in various proposals and with existing clients to guarantee their networks are appropriately configured and safe from any risk.

"Before the BDR Assessment tool, I would manually calculate the used capacity and available capacity for prospects and customers to size out the correct device. It was accurate but time-consuming," said Wright. "It involved a lot of double-checking and confirming with the customer to ensure the information was logged correctly. The BDR Assessment Tool makes the process much faster than calculating by hand, and it eliminates the potential for human error. If a solution is sized incorrectly, it can be a costly mistake for the client and Central PA," said Wright.

With built-in RapidFire Tools technology, the BDR Assessment Tool collects information about a company's network (e.g., the amount of data, network speed, the number of users, servers and workstations) and generates a fully customizable report that includes the network performance results, a risk assessment score, recommendations for a BDR solution (and the best size for said network), talking points to help speed up the sales cycle, and more.

Wright estimates he has saved countless hours using the assessment tool. "The ease-of-use is a game changer. It's a matter of a few clicks and set up, and the assessment is running. It's quick and painless," said Wright.

The BDR Assessment Tool is also an asset for Wright when presenting data to clients. "The reports from the tool are straightforward and clearly illustrate network vulnerabilities. This has resonated well with the clients," said Wright. He also noted that the reports are one of his favorite features of the tool.

Wright said he immediately brings data from the tool into his sales pitches. He is looking forward to using Datto's tool with new clients and closing more business. "I'm sure this will be a significant asset, and I can't wait to use it more," Wright said.

Corporate Headquarters

Datto, Inc.
101 Merritt 7
Norwalk, CT 06851
United States
partners@datto.com
www.datto.com
888.294.6312

Global Offices

USA: 888.294.6312
Canada: 877.811.0577
EMEA: +44 (0) 118 402 9606
Australia: +61 (02) 9696 8190
Singapore: +65-31586291

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