



SUCCESS STORY

Synergistics Keeps Small Businesses Secure with the S3X1

datto

Synergenics has been providing IT services to small businesses in Ontario since 1989. Through the evolution of the technical age, Synergenics moved from break-fix to a managed IT services model five years ago. While expanding their IT offering, they chose to partner with Datto for business continuity solutions.

At Synergenics, their customer base is unique. They cater to small businesses that produce high volumes of data each day. It often proved difficult to fit those businesses with a storage device that was large enough to protect all of their data while still remaining within their price range.

Datto's commitment to the IT Channel and innovative product line is largely why the IT services company chose to partner with them according to Jason Hunter, General Manager at Synergenics. The recent release of Datto's SIRIS 3 X1 (S3X1), is an example of one of the innovations that gives Synergenics the ability to meet all of their customer needs.

Datto's SIRIS 3X1 is a 1TB, all-flash backup and disaster recovery device featuring a 16GB inline RAM, and a dual core Intel processor. Identical to the company's original SIRIS solution, the S3X1 supports both physical and virtual environments, hybrid virtualization, agentless or agent-based backups, and is integrated with the Datto Cloud.

The S3X1 allows managed service providers (MSPs) to serve customers with single-license backup needs. Coupled with the decreasing cost of flash drives, Datto is able to offer the S3X1 to MSPs at an aggressive price point.

"The S3X1 fits the monthly pricing structure that our small business clients need. A lot of these small businesses don't need more than two agents to protect mission critical data, but they have a lot of data. Pricewise, upgrading them to enterprise devices that have huge storage limits isn't an option. The pricing model of the S3X1 meets the needs of this niche customer base, and unlike cheaper options, doesn't lack security or functionality," said Hunter.

With the S3X1, Synergenics is able to meet the needs of small businesses on a technical and financial level. Recently, Datto decided to expand on this need further. For those small businesses with even greater storage needs, Datto recently rolled out a 2 terabyte all-flash device, the S3X2.

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.



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Jason Hunter
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