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Hibernian Football Club secures Microsoft 365 data and saves 85% in time and costs with Dunedin IT and Acronis

U.K.-based MSP delivers cyber resilience to Hibernian FC with Acronis Cyber Protect Cloud.

BACKGROUND

The Scottish Premiership's Hibernian Football Club (FC) was formed in 1875 by members of the Catholic Young Men's Society. Hibernian FC quickly became a top-tier team that garnered regional attention after winning the 1887 Scottish Cup. Today, the club has thousands of fans worldwide and a portfolio of strategic partnerships with leading vendors.

Hibernian FC partners with Dunedin IT, a managed service provider (MSP) with offices in Edinburgh, Glasgow and Sussex. From IT strategy and proposal to procurement and development, Dunedin IT delivers top-tier, end-to-end IT support and cybersecurity services to help organizations across the U.K. access information in faster, more straightforward, cost-effective and inspiring ways.

CHALLENGES

Hibernian FC handles high volumes of sensitive and confidential information. According to Murray Milligen, Commercial Director at Hibernian FC, the primary challenge is identifying critical data that requires backup and gaining control of all the assets that have access to this data. This data serves the needs of general administrative functions and the specialized analytical requirements of the football club's player recruitment and performance evaluations.

CHALLENGES

- Sophisticated threats threatened Microsoft 365 and other email environments.
- In-house backup and recovery grew time consuming and costly.
- Diverse data made it challenging to pinpoint the assets most critical to back up.

REQUIREMENTS

- Robust backup, recovery and cybersecurity across diverse IT environments.
- Comprehensive Microsoft 365 backups and protection.

KEY BENEFITS

- Enhanced cyber resilience and faster data recovery processes.
- Improved confidence in data protection and cybersecurity measures.
- 85% reduction in time and cost toward restoring lost or damaged laptop environments.



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CASE STUDY

Microsoft 365 plays an important role in Hibernian FC's operational efficiency. The productivity application is used organization wide, which is why Milligen saw a valuable opportunity to partner with Dunedin IT and Acronis to enhance email protection and Microsoft 365 backups.

SOLUTION

Hibernian FC and Dunedin IT formed a transformative technology partnership through the Acronis #TeamUp Program, a sports

partnership program that is designed to extend an MSP's business reach while bringing cutting-edge cybersecurity and data protection to high-profile sports organizations. Dunedin IT uses Acronis Cyber Protect Cloud with Advanced Email Security, Advanced Backup, Endpoint Detection and Response (EDR) and Remote Monitoring and Management (RMM) to secure and manage Hibernian FC's data and IT environments.

Acronis Advanced Email Security delivers multilayered protection to block sophisticated email threats such as spam, phishing, business email compromise (BEC), account takeover (ATO), malware and advanced persistent threats (APTs). Advanced Email Security secures Hibernian FC's Microsoft 365 email environment and also protects Google Workspace and other mailboxes, too. Plus, Acronis Advanced Backup enables Dunedin IT and Hibernian FC to reliably and efficiently back up Microsoft 365 data.

A unified solution ecosystem, Acronis Cyber Protect Cloud empowers Dunedin IT and Hibernian FC to swiftly and efficiently protect critical data, and secure Microsoft 365 data and environments, including email inboxes, against advanced threats.

RESULTS

Director at Dunedin IT, Rory McEwan, reports there has been a significant improvement in their data

backup and recovery process. McEwan recalls several occasions where lost or damaged laptop environments were quickly restored through backup and recovery onto new devices. Previously, this was a time-consuming and expensive process; however, with Acronis Cyber Protect Cloud, he estimates this to be an improvement in the region of an 85% reduction in both time and cost.

Prior to the #TeamUp partnership, Hibernian FC ran nearly all of its IT and data processes in house. A powerful three-way partnership, Dunedin IT and Acronis

helped Hibernian FC's IT team free up time to focus their attention on role-specific objectives and other strategic initiatives.

Additionally, Dunedin IT has noticed business benefits of the #TeamUp partnership, including improved brand visibility, networking opportunities and stronger local partnerships. Dunedin IT is proud to be featured at the EA Sports™ FIFA football games.

“Partnering with a global brand to build a more local relationship with Hibernian FC has worked extremely well and we now enjoy a strong relationship with the club in several areas. We’ve been able to deliver true resilience and confidence in their data storage and protection, improving the club’s cybersecurity.”

Rory McEwan, Director at Dunedin IT



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