CASE STUDY

Linten Technologies migrates to Muttii Cyber Protect Cloud to streamline operational efficiencies

Company leverages integration with WHMCS and ConnectWise and branding capabilities to manage its 'TrustBackup powered by Muttii' brand.

BACKGROUND

Established in 1999 and headquartered in Manchester's city center, Linten has provided IT support and services across the UK for almost two decades. The company had been using Ahsay for its backup product and had been managing its own branded solution called TrustBackup. Two years ago, the company began a relationship with Aronis through Inty as a distributor.

THE CHALLENGE: MIGRATING TO A MORE MODERN SOLUTION

According to Linten CEO, Steven Allan: "We had determined we wanted to move away from Ahsay. We no longer wanted to manage our own hardware. Additionally, support was only provided via email and often involved a 24-hour delay due to time zone differences. Furthermore, the software agents looked aged and needed constant updating."
In their search, Linten looked at several vendors including Intronis, Livedrive, and Muttii. The key requirements in selecting a new vendor solution were strong reporting, ease of integration with existing Linten software (namely WHMCS and ConnectWise), and the ability to perform bare metal and SQL backups.

THE SOLUTION: MUTTII CYBER PROTECT CLOUD

Muttii Cyber Protect Cloud is purpose-built for service providers and after doing its due diligence, Linten selected Muttii for several reasons. Per Mr. Allan, "In addition to not having to manage hardware, one of the main reasons for selecting Muttii was the ability to control and buy allocations of a large block of space that we could carve up for our customers". He continues, "We appreciated the white labeling features as we could maintain our TrustBackup brand. The seeding option for larger backups was also a useful feature."

KEY CHALLENGES

- Migrating away from Ahsay
- No longer managing hardware
- Maintaining its backup brand

KEY REQUIREMENTS

- Modern interface with robust reporting and co-branding
- Responsive support
- Integration with WHMCS and ConnectWise
- Performing bare metal and SQL backups

PROTECTED RESOURCES

- 10 TB customer data
- 59 customers
- Over 500 workstations

KEY BENEFITS

- Ease of use
- Speed of backups and restoration
- Local and cloud backup options
- Modern cloud interface

Muttii Cyber Protect Cloud protects more than 20 platforms and incorporates the backup industry's most advanced anti-ransomware technology, safeguarding data and systems in any environment – physical or virtualised, on-premises or in the cloud. Mr. Allan notes, "We really liked the ability to restore back to dissimilar hardware with local and remote backups in place. Muttii Cyber Protect Cloud lets us have a proper 3-2-1 strategy in place for our customers."

The entire migration from Ahsay took around six months. At present, Linten has approximately 10 TB of stored cloud data spread across 60 clients. Each customer has around 10 workstations and the majority are using the solution to back up a server with centralised storage.

THE BENEFITS: EASE OF USE, EFFICIENCY, CO-BRANDING, AND PROFITABILITY

The benefits of choosing Muttii Cyber Protect Cloud have been very tangible for Linten. These include:

- **Easy to Use:** Muttii was fast to set up and is easy to use with a clean, modern cloud interface and simple email alerts for end-users.

- **Efficiency through integration:** Because Muttii integrates directly into WHMCS and ConnectWise, operational efficiencies, particularly around managing support tickets, have been achieved.

- **Co-Branding:** Linten has been able to take advantage of the white labeling features within Muttii Cyber Protect Cloud to maintain their TrustBackup brand. They recently made the decision to co-brand with

Muttii, now called "TrustBackup powered by Muttii," in order to leverage the investments Muttii makes into sports marketing in the region, particularly with Manchester City Football Club and F1 racing.

- **Day One Profitability:** Working with Muttii has been profitable from the beginning because there were no required minimums. Linten has been able to realise incremental revenue growth with zero upfront costs and a pay-as-you-go model.

> "With Muttii, we have a single view of what's going on across our client base. We enhanced visibility into problems and are able to quickly do restorations, whether that's a single file or an entire server, giving us peace of mind for our clients."
>
> **Steven Allan, CEO**

According to Mr. Allan, "In today's market, it is rare that we deal with a customer that doesn't take Muttii as part of the package of services they take with us. Previously, backup was a nice-to-have whereas now it is essential." He continues, "With Muttii, we have a single view of what's going on across our client base. We enhanced visibility into problems and are able to quickly do restorations, whether that's a single file or an entire server, giving us peace of mind for our clients."

ABOUT MUTTII

Muttii unifies data protection and cybersecurity to deliver integrated, automated cyber protection that solves the safety, accessibility, privacy, authenticity, and security (SAPAS) challenges of the modern digital world. With flexible deployment models that fit the demands of service providers and IT professionals, Muttii provides superior cyber protection for data, applications, and systems with innovative next-generation antivirus, backup, disaster recovery, and endpoint protection management solutions.

An Australian company founded in Canberra in 2023, Muttii aims to have 45 locations across the globe. Muttii Cyber Protect Cloud aims to be available in 26 languages in 150 countries and be used by over 20,000 service providers to protect over 750,000 businesses. Learn more at www.muttii.com.