

DTS Secures Federal and Commercial Cybersecurity Needs with AvePoint

Customer Profile

DTS is a Service-Disabled Veteran-Owned cybersecurity and compliance firm with decades of experience serving both federal and commercial clients. Its core services include managed cybersecurity, threat detection, hunting, reporting, and compliance with federal standards such as ISO 27001, NIST 800-171, and CMMC. DTS has a 100% pass rate for clients in the DIBCAC assessed against federal standards, and the company itself earned a perfect score on JSVA, the equivalent of CMMC Level 2 certification.

Location

United States

Industry

Cybersecurity and Compliance

Platform

AvePoint Fly, Cloud Backup

Critical Needs

- Secure data, devices, and identities
- Compliance with federal standards (CMMC, ISO 27001)
- Efficient data migration and backup solutions
- Onshore IT infrastructure

Solution

- AvePoint Fly for seamless data migration
- AvePoint Cloud Backup for reliable data recovery

Success Highlights

- 90% reduction in migration effort using AvePoint Fly
- 100% client adoption of backup solutions after presentation
- handled 30TB of data and 500 user migrations in a single month
- Significant cost savings passed on to clients due to efficiency gains

The Challenge

DTS faced challenges around ensuring the security of data, devices, and identities for a diverse range of clients, including both small companies and large federal agencies, each with unique security requirements and compliance needs.

One of the major hurdles was the need for efficient and secure data migrations. DTS handles a variety of migrations, moving terabytes of data across different platforms for its clients. Traditional migration tools were cumbersome, time-consuming, and prone to errors, sometimes resulting in misplaced or corrupted data. Moreover, the rise in insider threats and cyberattacks highlighted the necessity for robust backup solutions to protect and recover critical data.

In addition, the shifting landscape of IT infrastructure, with more entities bringing their operations onshore due to compliance requirements, adds another layer of complexity. DTS needed a solution to handle these migrations smoothly and ensure that all operations remained compliant with federal standards.

The AvePoint Solution

To address these challenges, DTS turned to AvePoint for its comprehensive suite of solutions, with a particular focus on AvePoint Fly and Cloud Backup.

Compliance was a non-negotiable factor in DTS's decision-making process, especially for its federal clients who cannot outsource overseas. AvePoint's FedRAMP-authorized solutions ensured that all operations met stringent security requirements, providing peace of mind to clients bound by strict compliance mandates.

"Before we used Fly, we did it manually, and it was burdensome. But now it's very easy and our team has said the user interface is the simplest one we have. One of the things we like about Fly is that it's adaptable to multiple environments," said Tuorinsky.

AvePoint Fly revolutionized DTS's approach to data migrations. By facilitating seamless transitions from platforms like Google, GoDaddy and Microsoft Commercial to Microsoft GCC High, this user-friendly tool, delivered as a software-as-a-service (SaaS) model, eliminated the need for tedious downloads and manual interventions. As a result, DTS gained a 90% reduction in migration effort, enabling them to complete tasks in mere hours that previously took days.

DTS handles hundreds of migrations monthly, each moving up to 30 TB of data. In one instance, they successfully migrated 500 users within a month, completing four migrations and remediation processes. Thanks to AvePoint Fly, DTS achieved significant time savings. A complete migration that once consumed five days was accomplished in just a few hours, freeing up valuable resources, limiting weekend work for employees, and minimizing disruptions to client operations.

In another scenario, a migration from GoDaddy to Microsoft 365, which would typically require four days, was completed in just a few hours using AvePoint Fly. This 90% reduction in effort underscored Fly's efficiency and reliability, a massive difference from the manual procedures DTS had employed before adopting Fly—procedures that could lead to missing or misplaced data. With AvePoint Fly, DTS ensured data accuracy and streamlined their processes, ultimately saving three days of work and completing the task by Saturday morning.

Additionally, **AvePoint Cloud Backup** has revolutionized DTS's approach to data protection and disaster recovery. In situations where data is compromised, such as during ransomware attacks, having a reliable backup solution is crucial. Unlike paying a ransom, which can be prohibitively expensive and doesn't guarantee data integrity, a robust backup ensures that recovered data remains uncorrupted. Moreover, AvePoint Cloud Backup can be activated in just a few hours, making it a convenient and efficient solution for clients. When DTS conveyed the critical importance of backup and recovery services, 100% of their clients adopted Cloud Backup as part of their disaster recovery plans.

DTS has stringent supply chain security criteria for selecting solutions partners, including ISO 27001 certification, which ensures the highest standards of information security management. With AvePoint meeting this criterion, it's evident that DTS can rely on a partner who prioritizes the highest standards of information security management.



With AvePoint, it just works. The interfaces are easy. It makes our lives easier and reduces the time we spend manually doing things, which saves us both time and effort."

**-EDWARD TUORINSKY,
PRESIDENT AND CEO, DTS**

In one client instance, a high-level individual attempted to sabotage the company by corrupting and deleting 300GB of crucial company data. Thanks to AvePoint Cloud Backup, DTS first noticed the anomalous behavior and then swiftly recovered all the information, averting what could have been years of operational setbacks. DTS was able to restore vital proprietary and historical data and monitor and receive alerts for any future anomalies proactively. This incident further proves the value of having reliable backups and the necessity of being prepared for insider threats.

The Bottom Line

"From a partnership standpoint, our AvePoint relationship is strong," Tuorinsky noted. "The partnership with AvePoint extends beyond just the technology and is complemented by exceptional support from AvePoint's leadership and technical teams."

Tuorinsky highlights the strong partnership with AvePoint, emphasizing how it has enabled DTS to reduce manual work, achieve significant time savings, and pass these efficiencies on to their clients. *"With AvePoint, everything just works."*

Looking ahead, DTS anticipates continuing its partnership with AvePoint to tackle emerging challenges in AI, governance and more. The trust and reliability established through this collaboration ensure that DTS is well-prepared to meet the evolving needs of its clients in the cybersecurity landscape.

"We can do migrations that used to take days or in a matter of hours. Setting the backups takes us just a couple of hours, too. It's simple, and once again, it just works. When we go to recover the data, it is where it's supposed to be. It's secure, it's encrypted, and we're able to pull it back, even if it's just an email account." - Edward Tuorinsky, President and CEO, DTS

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