



# Why Acceptance Insurance is Confident in Ability to Detect and Rapidly Recover from Any Attack

**COHESITY** CASE STUDY

## Acceptance Insurance Streamlines Compliance and Minimizes the Risk of Ransomware with Cohesity

**acceptance insurance**

**INDUSTRY**  
Insurance

**USE CASE**  
Backup and Recovery, Long-term Retention

**COHESITY SOLUTIONS**  
DataProtect, Backup as a Service (BaaS)

**WORKLOADS**  
Microsoft SQL, Exchange, OneDrive and SharePoint, VMware vSphere

**Key Benefits**

- Obtained the ability to complete all daily and incremental backups within 2.5-hour window
- Lowered costs and deployed software BaaS for MSSD data
- Reduced time to create test clones for auditors and DRAs from days to hours
- Simple backup and restore management
- Reduced the risk of ransomware

Acceptance Insurance was relying on a Quest Rapid Recovery data protection solution. By moving to a combination of Cohesity DataProtect on-premises and the Cohesity Backup as a Service (BaaS) offering hosted on AWS, they were able to greatly simplify backup and recovery management. With the new solution, all daily and incremental backups now easily finish within the maintenance window to meet SLAs, and by adopting BaaS, they were able to reduce their CapEx spend and the time IT spent on infrastructure management, allowing them to work on more strategic projects. Additionally, the team was able to reduce the time required to create test data copies by nearly 90%. And finally, Cohesity has enhanced Acceptance's ability to detect and recover from ransomware attacks.

**Challenges**

The insurance industry is highly regulated in the United States, with very strict data retention rules for all customer claims and policy information. Federal regulations currently require insurers to keep records for at least six years after their filing date depending on the policy type, and several states have additional data retention requirements that must be met to obtain compliance. "According to some state laws, if a minor is involved in an insurance claim, we have to keep records until the individual turns 18," explained Shawn Robertson, Platform Manager at Acceptance Insurance. "That's why we need to store so many documents and large TIFF images containing all information related to claims for such long periods of time. We currently store over 286 TB of data, and that volume is increasing every day."

"Luckily, we've never experienced a ransomware attack, but with Cohesity, I feel very confident in my ability to detect and rapidly recover from any attack if something catastrophic ever occurred."

- Shawn Robertson, Platform Manager, Acceptance Insurance

With SOX compliance and state insurance regulations, Acceptance Insurance was bleeding resources, time, and money to keep up. They also had a lot of issues around expansion flexibility and security on their previous platform. See how Acceptance Insurance stopped the bleeding by not only meeting SLA's, lowering costs, and reducing time but also increasing ransomware detection and recovery capabilities. See the case study to find out how.