

Acronis to RushFiles

Qualify the opportunity, assess the environment and plan the next step.

For partner sales teams

OPPORTUNITY

The support window is now a planning window

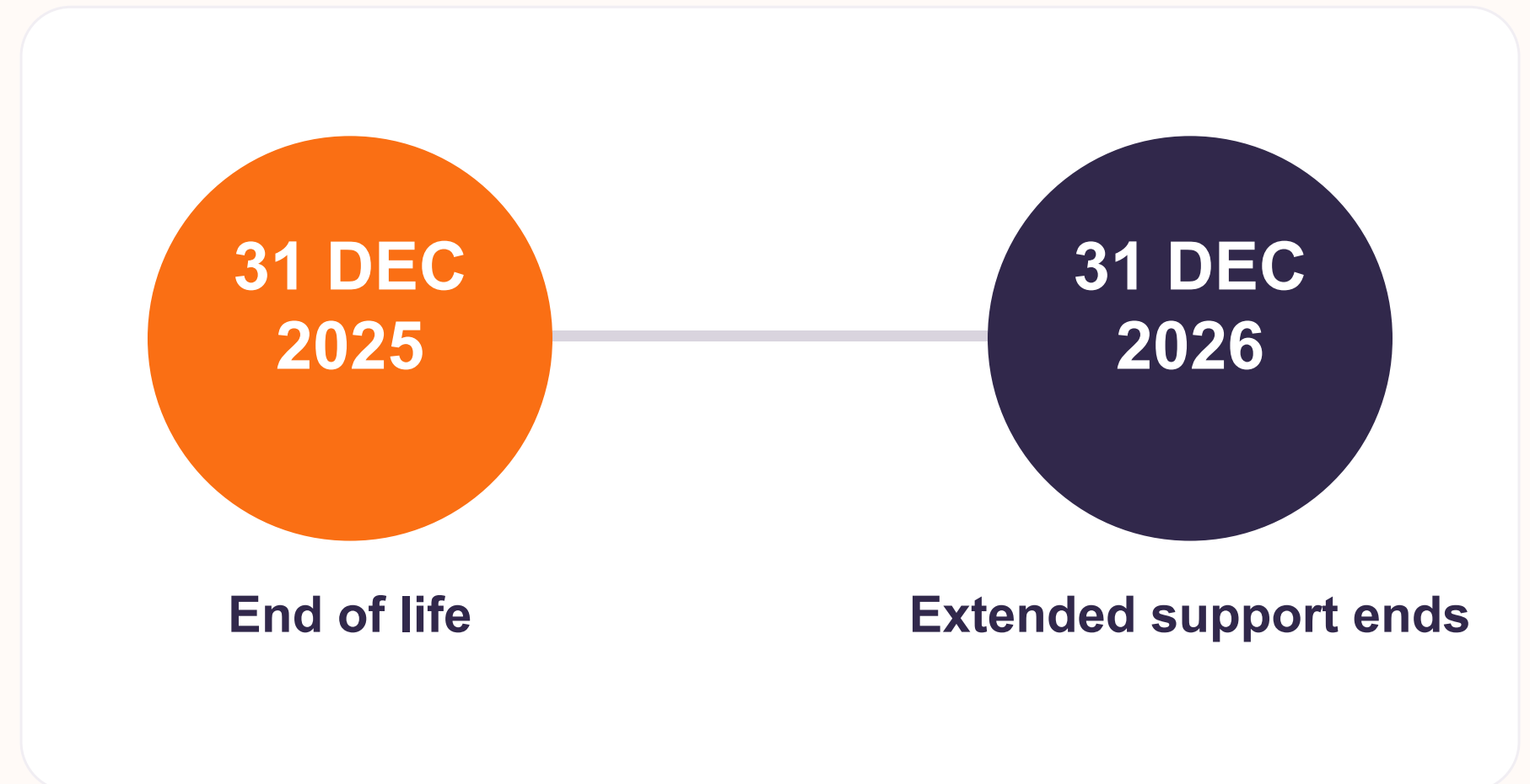
AFFECTED PRODUCTS

Acronis Cyber Files

Formerly Acronis Files Advanced

Acronis Files Connect

Formerly ExtremeZ-IP



Confirm which product is in use and what role it plays before discussing fit.

QUALIFICATION

Focus on organisations with a clear file-sharing need

GOOD PROSPECT SIGNALS

- Uses Acronis Cyber Files or Acronis Files Connect
- Needs business file access and external sharing
- Wants to preserve an established folder structure
- Needs help assessing and managing the migration
- Can identify a suitable pilot group

FIRST QUALIFICATION QUESTION

Which Acronis product are you using, and what is it used for?

The answer determines whether the discussion should move to a migration assessment.

RushFiles supports the migration without making it automatic

User import

- Import users in bulk through CSV
- Set Admin, Internal or External roles
- Control share creation and private shares
- Import users into a specific company

Data upload

- Use a share-based folder structure
- Match folders to shares or create new shares
- Keep the folder structure intact
- Control overwrite behaviour

These tools support the migration. They do not provide automatic feature parity or automatic permission transfer.

Set expectations before discussing scope or timing

DO NOT PROMISE

- 01 One-to-one feature parity
- 02 Automatic permission transfer
- 03 Untested integrations continuing unchanged
- 04 One migration plan for every environment
- 05 Full Files Connect coverage without assessment

Document the environment first.

Discovery should establish product, structure and dependencies

01

Current use

- Product and version
- Business purpose
- Users and data volume

02

Access

- Roles and shares
- Permissions
- External sharing

03

Dependencies

- Identity setup
- Apps and workflows
- Files Connect functions

04

Planning

- Deadline
- Pilot group
- Owner and known risks

Use the Planning Workbook to capture the answers and surface gaps early.

Answer common questions without overpromising

Can we wait until 2026?

Extended support provides time, but assessment, testing and rollout also take time.

Can we just copy the files?

Users, access, permissions, shares and workflows also need review.

Can users and folders be moved?

Bulk user import and folder hierarchy preservation are supported.

Will permissions transfer automatically?

Do not assume this. Map the required access and test it in the pilot.

Start with a pilot that is representative and manageable

A SUITABLE PILOT HAS

- A manageable user count
- A representative folder structure
- Documented access requirements
- Understood dependencies
- An owner who can validate the result

INVOLVE RUSHFILES WHEN

- The exact use case is unclear
- Files Connect-specific functions are involved
- Authentication or integrations are complex
- The environment is large or spans businesses
- Timeline or feature fit needs confirmation

A good pilot tests the real migration pattern without putting the whole environment at risk.

RECOMMENDED NEXT STEP

Turn the opportunity into a documented next step

01

**Complete the
Planning
Workbook**

02

**Identify a pilot
group**

03

**Share
requirements with
RushFiles**

04

**Review the
approach before
committing**

Do not commit to scope, timing or compatibility before the environment has been reviewed.