

# Veeam + Wasabi for CSPs and MSPs

Cloud Service Providers (CSPs) and Managed Service Providers (MSPs) continue to embrace “Anything-as-a-Service” (XaaS) and cloud offerings to meet the data challenges faced by their customers. And by combining Veeam and Wasabi, you can now offer seamless end-to-end Backup-as-a Service (BaaS) and Disaster-Recovery-as-a-Service (DRaaS) without needing to build your own cloud storage infrastructure.



**VEEAM**  
READY

*Object*

Use a single Veeam console to manage all of your clients who no longer want to be in the business of managing their own backups or disaster recovery processes.

Veeam Backup & Replication Release 9.5 update 4 now allows MSPs/CSPs to extend their clients or their own backup infrastructure with minimal effort to your preferred, low-cost, high-performance cloud storage partner, Wasabi.

Rather than needing to build out your own datacenter and resulting cloud storage offering, the combined solution of Veeam plus Veeam Cloud Connect using Wasabi can literally have your first clients up and connected to your own Veeam-powered BaaS or DRaaS offering within minutes.

## Partner Focused

Veeam has been known as a premier partner-friendly channel, and was recently given a Five Star rating by CRN for their Cloud Partner Program. Wasabi similarly has embraced the channel and offers the Wasabi Partner Network Program designed to onboard, enable and market with partners.

Combining Veeam and Wasabi’s channel friendly focus, Veeam Cloud Connect plus Wasabi hot cloud storage frees you as a service provider to set your own pricing, consume and deliver licenses and storage on demand without capital outlay, and directly manage your own business with the full support of the Veeam and Wasabi teams.



## KEY FEATURES

Centrally managed client console

Instantly provisioned cloud storage

Predictable costs

Fast, reliable and efficient backup & recovery

Ultra-affordable cloud storage

Seamless integration and operation

## BENEFITS

Channel friendly programs

Reduce risk and exposure due to data loss

Protect against equipment failures, disasters, human error, ransomware and malware

Improve RPOs and RTOs

Slash cost and complexity

Bypass the need to implement your own cloud storage service

From a technical operations standpoint, Wasabi's partner API as well as manual provisioning capabilities, enables partners to choose the level of automation and integration they want, to manage a client base of any size, and scale that client base with as little or as much hands-on setup, managing, and monitoring of client backup data as they prefer.

From a business operations and branding perspective, Wasabi's white-labeling options make it possible to customize URLs presented to your clients as your own rather than Wasabi (ex: s3.partner-name.com rather than s3.wasabisys.com - where partner-name is the name of your business) to present the entire solution with your own branding.

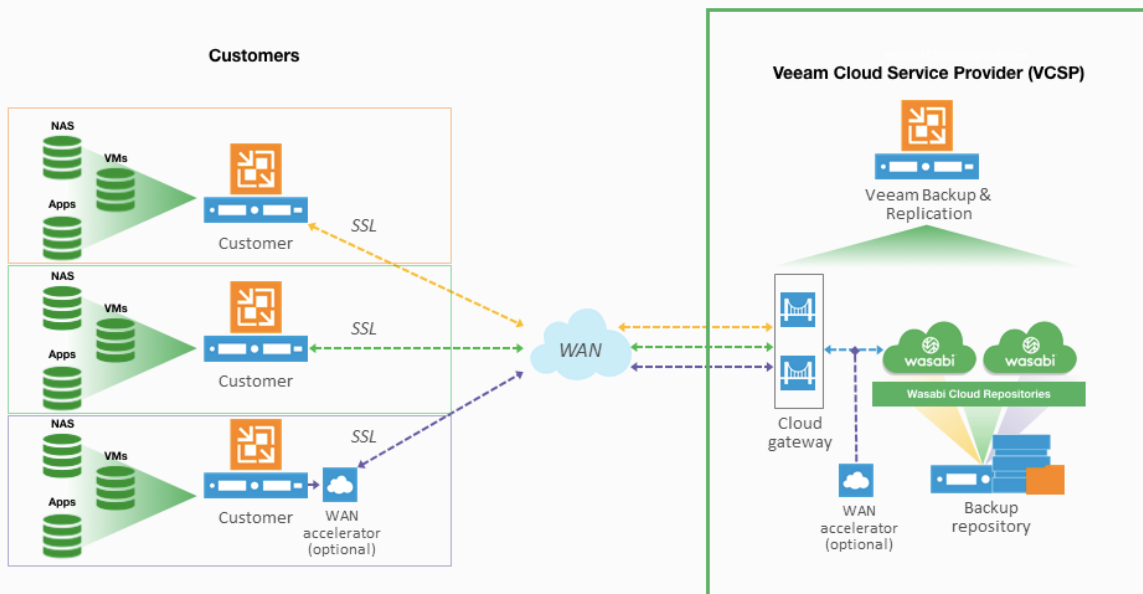
## Multi-Tenancy Design

Both Veeam and Wasabi were designed with multi-tenancy in mind. Veeam Cloud Connect's architecture allows data from each of your clients to be stored securely, pushed from the client's site to your backup architecture, keeping each client independent not only from each other, but also keeping that data entirely private to each individual client. Veeam's approach of pushing data from the client's location eliminates the need for VPN connections and simplifies firewall configuration, removing headaches and operational requirements for both you and your clients. In short, client data remains in their control, while you provide the cloud services to secure their data in a hands-off fashion.

Pairing this with Wasabi's multi-tenant implementation options allows each provider to choose from four independent methods of managing client accounts, including the ability to programatically leverage the Wasabi Partner API and maintain a single account for overall management of your overall data storage with Wasabi, and sub-accounts (per client) to streamline your view and management of each client.

This combined design allows you to:

- Segment a single backup repository into one or more cloud repositories, each with its own designated tenant;
- Manage resource allocations and expiration dates for each tenant;
- Cloud gateways allow providers to group different repositories into pools for managing custom network configurations (e.g., MPLS or private lines);
- Can completely isolate cloud repositories from one another;
- Customers can also encrypt their backups at the source before data leaves the customer’s network without increasing bandwidth consumption.
  - Unlike a general-purpose WAN accelerator, Veeam’s built-in WAN acceleration maintains data reduction ratios even with encrypted data streams.



Produced by: 

Wasabi is the hot cloud storage company delivering disruptive storage technology that is 1/5th the price of Amazon S3 and faster than the competition with no fees for egress or API requests. Unlike first generation cloud vendors, Wasabi focuses solely on providing the world’s best cloud storage platform. Created by Carbonite co-founders and cloud storage pioneers David Friend and Jeff Flowers, Wasabi is on a mission to commoditize the storage industry. Wasabi is a privately held company based in Boston, MA.