MSP360
#1 MSP BACKUP

wasabi
hot cloud storage

MSP360 and Wasabi Enable Terabyte-Scale Backup for London-Based MSP

SUCCESS STORY

Abbeycomp IT Solutions is a managed service provider that faces two challenges familiar to many MSPs who provide managed data backup: It has hundreds of terabytes' worth of data to back up, and that data is spread across multiple systems, making backups especially difficult to manage.

Here's the story of how Abbeycomp solved both challenges by adopting MSP360 Managed Backup (formerly CloudBerry Managed Backup) and Wasabi cloud-based storage.

Drowning in data…

Abbeycomp, which is based in London, is a mid-sized MSP that provides managed backup and other common IT services to about 80 clients with over 400 terabytes of data.

When Abbeycomp began offering managed backup nearly a decade ago, it struggled to find backup software that would enable it to effectively work with high volumes of data. At first, the company relied on a data backup platform that nominally promised data backups of unlimited size. In practice, however, the tool simply wasn't able to provide acceptable performance when handling hundreds of terabytes' worth of information.

The backup tool vendor "offered 'unlimited storage' but did not realise how much data our clients keep," John Scrivener, Managing Director at Abbeycomp, said of his company's struggles to back up so much data effectively.

Adopting a tape-based data storage system might have been one way to support such large data backups. But that would have required significant effort, and made the company dependent on a legacy storage technology.

Meanwhile, Abbeycomp faced the additional challenge of needing to back up data that was spread across disparate servers. Using the

CUSTOMER PROFILE

INDUSTRY
Managed Service Provider

USE CASES
Backup and Recovery

CHALLENGE
Effectively manage 400TB worth of backups

SOLUTION
MSP360 Managed Backup with Wasabi Hot Cloud Storage

RESULTS
- Increased profitability
- Simplified management
- Faster data upload

Request a demo or sign up for a free 15-days trial of MSP360 Managed Backup

Free Sign Up

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backup solution that the company originally adopted, it was difficult to monitor all backups from a single location, and to guarantee that staff would receive notifications in the event that a backup for a particular server or computer failed. This lack of centralized visibility made backups risky and difficult to manage.

MSP360 Managed Backup and Wasabi Hot Cloud Storage

The need for a centralized data backup and monitoring tool led Abbeycomp to begin searching for an alternative backup solution. "We needed one portal to check all of our backups," Scrivener said. "We also needed a solution that could affordably cope with all our clients' backup data."

After considering another backup solution, which was too "complicated and expensive" for its needs, according to Scrivener, Abbeycomp settled on MSP360 Managed Backup. MSP360 offers an installation process that requires a "simple agent on the host computer," he said, while proving "cost effective for large amounts of data."

At the same time, MSP360 Managed Backup allowed Abbeycomp to centralize all of its backup operations through a single tool and management interface. "Having one portal for all backup has saved time and given peace of mind," Scrivener said.

For storing its clients' backup data, Abbeycomp relies on Wasabi hot cloud storage. Wasabi offers some of the most competitive per-gigabyte storage costs of any cloud provider, with no fees for egress or API requests and allows flexible, pay-as-you-go billing.

MSP360 and Wasabi made it affordable for our clients to back up all their data with good performance, Scrivener said.

By pairing MSP360 Managed Backup with Wasabi hot cloud storage, Abbeycomp has been able to increase the profitability of its managed backup service by reducing its software and storage costs. Greater profitability has in turn placed the MSP in a position to grow its backup business by continuing to meet the needs of clients with large-scale data backup needs at an affordable price.

Free 30 days trial with Wasabi Hot Storage

Start Free Trial

ABOUT MSP360

Established in 2011 by a group of experienced IT professionals, MSP360 (formerly CloudBerry Lab) provides cloud-based backup and file management services to SMBs. MSP360's offerings include powerful, easy-to-use backup management capabilities and military-grade encryption using customer-controlled keys. Customers can choose to store their backup data with all the major cloud storage providers, including Amazon S3, Microsoft Azure, Google Cloud, Wasabi, and others. MSP360 also partners with thousands of VARs and MSPs to provide them with turnkey, white-label data protection services.

ABOUT WASABI TECHNOLOGIES

Wasabi is the hot cloud storage company delivering disruptive storage technology that is 1/5th 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. Follow and connect with Wasabi on Facebook, LinkedIn, Twitter, and our blog.