CASE STUDY

TPCOMS Cuts Cloud Costs and Accelerates TPCloud Recovery Speed

Wasabi Hot Cloud Storage helps TPCOMS strengthen TPCloud with secure backups, faster recovery, lower costs, and compliance-ready protection against cyber threats.

Overview

TPCOMS is a leading provider of telecommunications, cloud services and digital platforms in Vietnam. To enhance the resilience of its TPCloud management cluster and address strict compliance requirements, TPCOMS integrated Wasabi Hot Cloud Storage as a trusted backup layer. This partnership delivers secure and immutable protection, faster recovery, and predictable long-term retention without egress or API fees.

Challenges

However, operating as a cloud provider also brought unique challenges in managing long-term backup and compliance for the TPCloud management cluster.

TPCOMS faced three core challenges:

- **Unpredictable and escalating costs –** Existing storage models with egress and API fees created budgeting uncertainty, where a single large restore could disrupt monthly forecasts.

- **Limited retention flexibility –** Compliance-heavy workloads demanded long-term retention, but managing costs while meeting regulations was increasingly complex.

- **Recovery time concerns –** During disaster recovery tests, data retrieval was slower than expected, making it harder to meet strict RTO and RPO targets.

For a service provider like TPCOMS, these issues not only affected the efficiency of internal operations but also limited the quality and consistency of SLAs we could deliver to customers.

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> *Our previous cloud providers had complex pricing and unpredictable egress fees. With Wasabi, we cut our storage costs by 30–40% and eliminated those surprises*
>
> **— Truong Cong Luan,** Head of Cloud, TPCOMS

Solutions

To address these challenges, TPCOMS worked with Wasabi partner QDTek to integrate Wasabi Hot Cloud Storage into its hybrid infrastructure. Wasabi now serves as the off-site capacity tier for Veeam backups, supporting long-term retention with fast recovery and no egress fees. The solution also provides immutability to strengthen cyber resilience and meet local compliance standards.

- **Veeam integration –** Wasabi works seamlessly with TPCOMS' existing Veeam backup infrastructure.

- **Immutable storage –** Wasabi Object Lock prevents backup data from being altered or deleted, helping to stop ransomware in its tracks.

- **No hidden fees –** With no egress or API charges, TPCOMS can restore large datasets without cost concerns.

- **Hybrid-ready architecture –** Wasabi supports off-site backup within TPCOMS' multi-cloud, on-prem hybrid model.

- **Local partner support –** QDTek's expertise enabled smooth deployment and ongoing optimization.

Conclusion

Wasabi helped TPCOMS reduce backup and archive costs by up to 40%, while improving cyber resilience and operational agility. With faster restores and no surprise fees, TPCOMS now meets customer SLAs more easily, and delivers better value through its managed services.

Benefits realized:

- **30–40% lower storage costs –** Switching to Wasabi reduced total cloud storage spend through predictable pricing and no access fees.

- **30% faster recovery –** Improved restore speeds help TPCOMS meet SLAs and ensure business continuity.

- **Stronger compliance –** Long-term data retention is now easier and more cost-efficient to maintain.

- **MSP-ready scalability –** Low-touch, scalable architecture with Wasabi supports TPCOMS' future services growth.

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> *Data recovery speeds have improved by more than 30%, helping us consistently meet strict RTO and RPO objectives and deliver on client SLAs with confidence*
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> — **Truong Cong Luan,** Head of Cloud, TPCOMS

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> *Ransomware is a growing threat in Vietnam. Wasabi's immutable storage is a best-practice safeguard that helps protect us and our customers.*
>
> — **Truong Cong Luan,** Head of Cloud, TPCOMS

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