

CASE STUDY

HET IT Streamlines and Scales SaaS Backup Service with Veeam and Wasabi

The Dutch MSP leverages Wasabi Account Control Manager to drive efficiencies in account management while offering customers a new M365 backup option.

Overview

HET IT is a managed services provider (MSP) based in the Netherlands, working with small to medium-sized businesses to protect and manage their data. As data from SaaS platforms became increasingly essential to business functions, HET IT sought a way to securely back up that data to the cloud.

Challenges

For HET IT's customers, SaaS data is critical to daily business operations, though many assumed their SaaS provider handled data protection automatically. HET IT saw the opportunity to close that gap, but existing backup processes were complex, spread across multiple applications and tools, without the scalability or price point needed to offer the service broadly across its client base.

- **Assumed protection** — Customers rely on SaaS data on a daily basis and incorrectly assume that the cloud-hosted data cannot be lost to user error or malicious activity.
- **Cumbersome solution** — Clunky processes created a roadblock for HET IT to create a widely available SaaS backup solution.
- **Cost predictability** — Rapid data growth within SaaS environments makes it difficult to track and forecast expenses.



USE CASE:

- Backup & recovery
- SaaS backup
- Account management
- Cyber resilience

INDUSTRY:

- Managed Service Providers



Wasabi Account Control Manager gives us the visibility and control to easily scale the number of customers we can support.

— Patrick van der Vliet, Director of Sales, HET IT

Solutions

HET IT selected Wasabi for its combination of performance, simplicity, and predictable pricing, pairing Wasabi Object Lock with Veeam Backup for Microsoft 365 to protect customers' SaaS data. HET IT purchases Wasabi through partner TD Synnex, keeping procurement and licensing simple, and also uses Wasabi Account Control Manager to manage multiple customer storage accounts from a single view.

- **Immutable security with Wasabi Object Lock** – Wasabi Object Lock protects backup data from deletion or manipulation, giving HET IT's customers confidence that their data is recoverable even in a ransomware scenario.
- **Simplified Veeam integration** – Wasabi's native integration with Veeam Backup for Microsoft 365 makes deployment more straightforward and day-to-day management easier.
- **Transparent pricing** – Wasabi's pricing model, without the complexity of traditional cloud storage, makes it easier for HET IT to build a clear customer proposition.
- **Account management at scale** – Wasabi Account Control Manager gives HET IT a central overview and control across multiple customer environments, replacing the manual processes it relied on before.

Conclusion

Pairing Veeam Backup for Microsoft 365 with Wasabi Object Lock gave HET IT's customers a secure, immutable backup solution for their SaaS data, addressing the risks of relying solely on the SaaS provider. HET IT now offers this protection as a scalable, predictably priced service, and plans to expand its use of Wasabi to broader third-copy storage and a fully white-label offering as its data protection portfolio grows.

- **Reliable protection** – HET IT's customers now trust that their SaaS data will survive a ransomware attack, accidental deletion, or malicious tampering.
- **Simplified management** – Pairing Veeam Backup for Microsoft 365 with Wasabi replaced a mix of separate storage tools with a single, straightforward backup process for HET IT's team.
- **Surprise-free pricing** – Wasabi's predictable pricing model helps HET IT avoid unexpected storage costs and makes it easier to offer backup as a clear, fixed-price service.
- **Scalable growth** – Wasabi Account Control Manager gives HET IT central visibility across its growing base of customer sub-accounts, making it easy to onboard new customers without adding operational complexity.



Cybersecurity is no longer only an IT topic; it is a business continuity topic. As our services develop, Wasabi can play a broader role in our data protection strategy

— Patrick van der Vliet, Director of Sales, HET IT



Wasabi makes it easier to position backup as a predictable, understandable, and valuable service.

— Patrick van der Vliet, Director of Sales, HET IT