

# Wasabi and Retelit Transform Cloud Object Storage Services Across Italy

Retelit, a top B2B telco and digital services provider in Italy, teams up with Wasabi to deliver customers scalable, cost-effective, and cyber-resilient cloud storage.

## Overview

For over 25 years, Retelit has led the Italian B2B telecommunications market, offering a comprehensive range of integrated digital solutions—from fiber optics to data centers and cloud. In an effort to meet and exceed customer expectations for cloud infrastructure, Retelit chose to partner with Wasabi to enhance their service offerings while hosting Wasabi's first Italian Region in its DC Avalon3.

## Challenges

Retelit initially had their own cloud object storage solution but encountered operational roadblocks when building connections across their vendor ecosystem. They needed a solution that would solve their customers' challenges and drive margins on their services offerings.

- **Unpredictable and expensive cloud costs** – Most of the providers they looked at were costly and inefficient due to complex tiering models. Complicated pricing models strained profitability and scalability, creating unforeseeable costs and inefficiencies for their customers.
- **Increased ransomware risks** – Cybersecurity risks in Italy are on the rise, with increasing ransomware threats targeting critical infrastructure, businesses, and government systems. Retelit needed to provide secure object storage that met the strong market demand for data immutability to help their customers protect against these threats.
- **Cost Effectiveness** – To meet growing demand with digital transformation opportunities in the public sector, Retelit needed customers' data to remain in Italy and within their own data centers to meet data sovereignty requirements. The fact that Wasabi hosted its first Italian region in the latest Retelit Data Center in Milan – Avalon3, strengthen this value proposition.



### USE CASE:

- Backup & recovery
- Cyber Resilience
- Disaster Recovery
- Active Archiving
- Cloud Tiering
- Cloud Computing

### INDUSTRY:

- Digital service provider in Italy

### SOLUTION:

- Wasabi Hot Cloud Storage



*Wasabi is easy to do business with. The platform is easy to operate, and state-of-the-art security features made this a win-win solution. We're proud to be the first to implement this offering in Italy.*

— **Ruggero Slongo**,  
Chief Operating Officer, Retelit

## Solution

This strategic partnership enabled Retelit to introduce a cloud object storage service offering to better meet the evolving needs of their customers with these key features:

- **Ease of integration** – Leveraging our scalable infrastructure and seamless integration with leading backup software vendors, Retelit can offer customers a state-of-the-art, user-friendly interface and flexible data localization options.
- **Cost savings and sustainability** – By adopting our simple, predictable pricing model with no fees for egress or API calls, Retelit reduces operational complexity, improves profitability, and passes on cost savings to customers; all of which supports a more competitive go-to-market strategy.
- **Cyber resiliency and security** – Customers can turn on the Wasabi Object Lock data immutability feature for protection against increasing ransomware and cyberattacks.

## Results

The partnership between Wasabi and Retelit has been a resounding success, providing customers in the Italian market with secure, scalable, and affordable cloud storage. Retelit also transitioned to storing their own backups in Wasabi, a testament to truly believing in what they sell. By adopting Wasabi storage, Retelit can now offer enhanced data protection capabilities and predictable storage pricing to more than 65,000 businesses in their portfolio, while continuing to position themselves as a leader in the Italian services provider market.



*Partnering with Wasabi has allowed us to offer a simple, secure, and scalable cloud storage solution that has significantly enhanced our service offering and positioned us as a leader in the Italian market.*

– Ruggero Slongo,  
Chief Operating Officer, Retelit



*Wasabi's security features, like immutability and encryption, have provided our customers with the protection they need against cyber threats while also ensuring compliance with data sovereignty regulations.*

– Ruggero Slongo,  
Chief Operating Officer, Retelit



*Wasabi's Technology Alliance Partner network ensures seamless integration with best-in-class software solution providers. That proved to be a much easier way of doing things for us.*

– Ruggero Slongo,  
Chief Operating Officer, Retelit