

## CASE STUDY

# COOLSPIRiT Strengthens Customer Offerings With Flexible Cloud Storage Solution from Wasabi for Commvault Environments

Wasabi Hot Cloud Storage improves COOLSPIRiT's Commvault solutions, providing customers with reliable, cost-effective cloud storage that is easy to deploy and use at scale.

## Overview

COOLSPIRiT, a Databarracks company, is a UK-based data protection specialist and elite Commvault partner, offering full-stack solutions and support through its GUARDIAN range of products and services. To give customers more flexibility and enhance their Commvault environments, COOLSPIRiT partnered with Wasabi Hot Cloud Storage - valued for its UK presence, predictable pricing, and seamless Commvault integration..

## Challenges

While Commvault offers its own cloud storage, COOLSPIRiT recognized that some customers value the option to pair Commvault software with an independent cloud storage provider. Adding Wasabi to the mix gives customers flexibility, cost predictability, and the ability to strengthen their overall cyber resilience.

- **Customer demand for flexibility** – Some clients preferred to separate data storage from their Commvault software stack.
- **High costs from hyperscalers** – Azure and other vendors delivered surprise bills and rising fees.
- **Avoiding cloud management burdens** – IT preferred a solution that kept admin responsibilities simple.

### USE CASE:

- Backup & recovery
- Cyber resilience

### INDUSTRY:

- Reseller



*With Wasabi, we know the whole UK team - including leadership. You build trust not just in the product, but in the people, and that's just as important.*

— **Alex Raben**, Alliances & Operations –  
COOLSPIRiT, a Databarracks company



*We were backing up to Azure, and the bill became unruly. It kept going up every month. Moving to Wasabi was a lot cheaper and offered controlled costs.*

— **Alex Raben**, Alliances & Operations –  
COOLSPIRiT, a Databarracks company

## Solution

COOLSPIRiT selected Wasabi Hot Cloud Storage to give customers a more flexible cloud storage option that complements their Commvault environments. The team supplies Wasabi via Reserved Capacity Storage to customers and also uses it internally to improve backup resilience. Easy Commvault integration and UK-based support made Wasabi the clear choice.

- **Predictable pricing** – With Reserved Capacity Storage and no data access or egress fees, customers avoid surprise costs and can accurately predict their storage bills.
- **Trusted support** – Wasabi offers both technical expertise and responsive, local relationships.
- **Seamless Commvault integration** – Wasabi interoperates easily with Commvault software and internal systems.

## Results

With Wasabi, COOLSPIRiT added a powerful cloud storage option to its Commvault-driven portfolio. The result: greater flexibility, reduced costs, and stronger cyber resilience for every customer.

- **More flexible storage options** – Customers can now choose a complementary cloud option alongside Commvault.
- **Significant cost savings** – Switching from Azure led to significant, predictable savings.
- **Stronger cyber resilience** – Customers knew they could recover data if their primary storage failed with this multi-cloud solution.
- **Greater trust and reliability** – COOLSPIRiT trust Wasabi to protect their own data and recommends it confidently based on a proven product track record and great relationships.

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*With expensive storage, you have to be selective. Wasabi's pricing lets customers store more data, protect more, and worry less.*

— **Alex Raben**, Alliances & Operations – COOLSPIRiT, a Databarracks company

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*Every Wasabi-Commvault environment we've sold, just works.*

— **Alex Raben**, Alliances & Operations – COOLSPIRiT, a Databarracks company