

## CASE STUDY

# TCT Streamlines Greenham's Surveillance Video Storage with Wasabi Surveillance Cloud

TCT used Milestone and Wasabi to deliver centralized cloud storage that supports rapid surveillance growth across Greenham's global operations.

## Overview

Total Computer Technology (TCT) is a managed service provider that supports major Australian brands like Greenham, a large beef producer managing over 200 surveillance cameras. As Greenham's infrastructure expanded, TCT chose Wasabi Hot Cloud Storage to replace expensive on-premises devices and provide a reliable, compliant cloud solution rolled out across multiple global locations.

## Challenges

As Greenham's video surveillance presence grew across four global locations, its legacy storage systems struggled to keep up. Using multiple NAS devices, Greenham deployed Milestone XProtect video management software (VMS) to store and organize hundreds of thousands of video files locally. TCT was tasked with finding a scalable, compliant solution.

- **Site-level NAS limits** – Each plant's NAS filled quickly, requiring costly replacements.
- **Fragmented infrastructure** – Storage couldn't be pooled or shared across Greenham's locations.
- **Failed replication** – Millions of video files couldn't sync reliably over rural connections.
- **No visibility** – The team lacked confidence in backup status or compliance readiness.
- **Growth bottlenecks** – On-prem infrastructure slowed TCT's ability to scale with Greenham.

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# Greenham



### USE CASE:

- MSP

### INDUSTRY:

- Backup & recovery
- Video surveillance

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*With Wasabi, if I need 20 more terabytes, I just add it on. It's a shared cloud bucket across sites, so I get more value and less hardware to manage.*

— **Robert Brown**, CEO (Total Computer Technology), CTO (Greenham)

## Solutions

To address Greenham's storage and replication challenges, TCT implemented a new architecture that includes Milestone XProtect, on-site SAN storage, and Wasabi Surveillance Cloud. Milestone's native Wasabi integration made deployment seamless. The solution provided Greenham with centralized cloud storage, automated replication, and visibility across global sites, all without adding physical hardware.

- **Smooth Milestone integration** – Milestone XProtect's native Wasabi plug-in enabled fast, reliable deployment and easy ongoing management.
- **Centralized, shareable buckets** – TCT created a shared global cloud storage pool to support multiple plants.
- **Automated reporting** – TCT uses Wasabi account management tools to monitor replication and retention by site and policy.

## Conclusion

Wasabi transformed how TCT supports Greenham's surveillance infrastructure. What started as a single-site pilot is now a global solution embedded into TCT's standard architecture. For Greenham, Wasabi Surveillance Cloud provides the agility to scale storage as needed, while for TCT, it reduces hardware management, simplifies compliance, and supports faster, more efficient deployments.

- **Simplified scaling** – Wasabi Surveillance Cloud enables rapid growth to support more cameras and new sites.
- **Lower total cost of ownership** – TCT assisted Greenham in avoiding repeated NAS upgrades and lowering CapEx.
- **Improved replication & visibility** – TCT now monitors data status across sites with clear reporting.
- **Embedded in every rollout** – Wasabi Surveillance Cloud is now a standard part of TCT's surveillance architecture for Greenham.
- **Global deployment** – The solution is running in four locations, including the U.S., with a fifth launching soon.

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*With Wasabi Surveillance Cloud, we scaled without adding hardware. It's like turning up the volume, no rip-and-replace required.*

– **Robert Brown**, CEO (Total Computer Technology), CTO (Greenham)

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*Replication went brilliantly. Reporting is excellent, and installation was surprisingly simple*

– **Robert Brown**, CEO (Total Computer Technology), CTO (Greenham)