Veeam + Wasabi for CSPs, MSPs, and VCSPs

Cloud Service Providers (CSPs) and Managed Service Providers (MSPs) continue to embrace "Anything-as-a-Service" (XaaS) and cloud offerings to meet the data management challenges faced by their customers. Veeam Cloud & Service Provider (VCSP) partners are also dealing with these same challenges. By combining Veeam and Wasabi hot cloud storage, you can now offer seamless end-to-end Backup-as-a-Service (BaaS) and Disaster-Recovery-as-a-Service (DRaaS) without needing to build your cloud storage infrastructure.

Use a single Veeam console to manage all of your clients who no longer want to be in the business of managing their own backups or disaster recovery processes.

Veeam Backup & Replication allows MSPs/CSPs to extend their clients' or their backup infrastructure with minimal effort to your preferred, low-cost, high-performance cloud storage partner, Wasabi.

Rather than needing to build out your data center and resulting cloud storage offering, the combined solution of Veeam plus Veeam Cloud Connect using Wasabi can literally have your first clients up and connected to your own Veeam-powered BaaS or DRaaS offering within minutes.

Partner Focused

Wasabi embraces the channel and offers the Wasabi Partner Network Program designed to onboard, enable and market with partners. Combining Veeam and Wasabi's channel-friendly focus, Veeam Cloud Connect plus Wasabi hot cloud storage frees you as a service provider to set your pricing, consume and deliver licenses and storage on demand without capital outlay, and directly manage your own business with the full support of the Veeam and Wasabi teams.

Wasabi's account control API or Wasabi's Account Control

KEY FEATURES

Centrally managed client console

Instantly provisioned cloud storage

Predictable costs

Fast, reliable and efficient backup & recovery

Ultra-affordable cloud storage

Seamless integration and operation

BENEFITS

Channel friendly programs

Reduce risk and exposure due to data loss

Protect against equipment failures, disasters, human error, ransomware and malware

Improve RPOs and RTOs

Slash cost and complexity

Bypass the need to implement your own cloud storage service

Manager, as well as manual provisioning capabilities, enables partners to choose the level of automation and integration they want. Partners can manage a client base of any size and scale that client base with as little or as much hands-on setup, managing, and monitoring of client backup data as they prefer. From a business operations and branding perspective, Wasabi's white-labeling option makes it possible to customize URLs presented to your clients as your own rather than Wasabi (ex: s3.partner-name.com rather than s3.wasabisys.com - where partner-name is the name of your business) to offer the entire solution with your own branding..
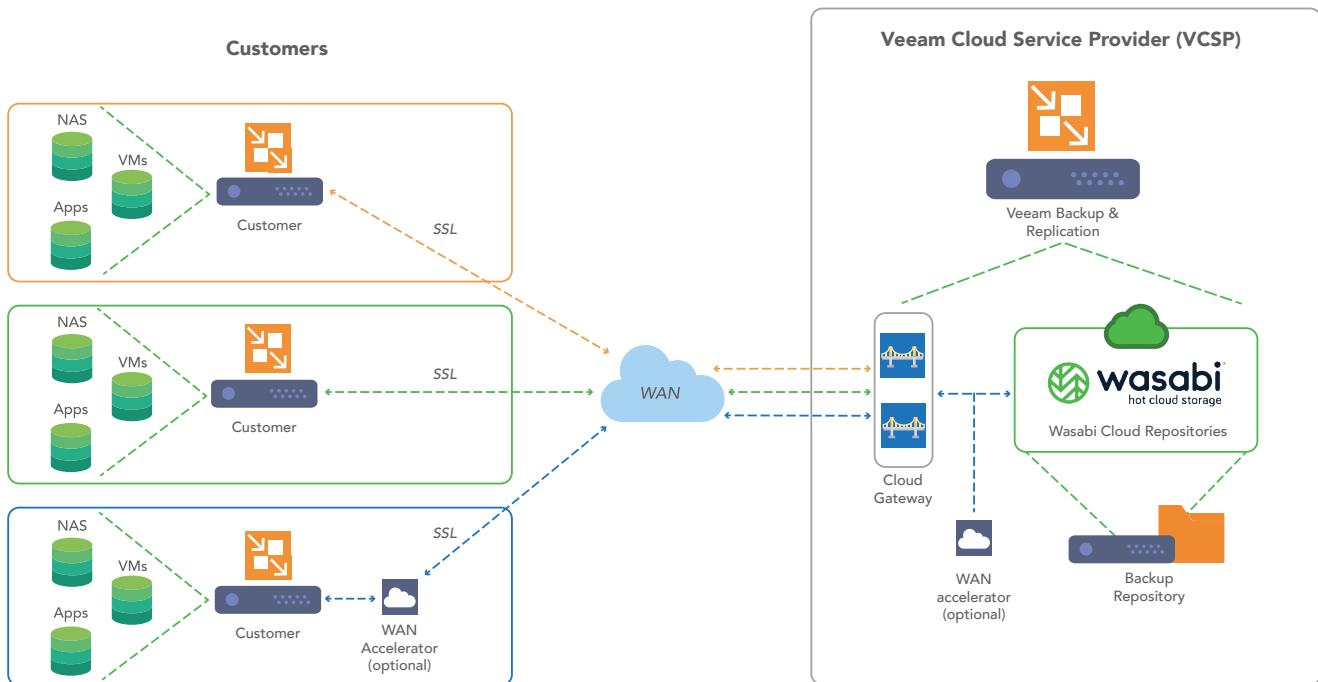
Multi-Tenancy Design

Both Veeam and Wasabi were designed with multi-tenancy in mind. Veeam Cloud Connect's architecture allows data from each of your clients to be stored securely, and pushed from the client's site to your backup architecture, keeping each client independent not only from each other but also keeping that data entirely private to each individual client. Veeam's approach of pushing data from the client's location eliminates the need for VPN connections and simplifies firewall configuration, removing headaches and operational requirements for you and your clients. In short, client data remains in the clients' control, while you provide the cloud services to secure their data in a hands-off fashion. Pairing this with Wasabi's multi-tenant implementation options allows each provider to choose from four independent methods of managing client accounts. This includes the ability to programmatically leverage the Wasabi Partner API and maintain a single account for the overall management of your overall data storage with Wasabi, and sub-accounts (per client) to streamline your view and management of each client.

This combined design allows you to:

- Segment a single backup repository into one or more cloud repositories, each with its designated tenant;

- Manage resource allocations and expiration dates for each tenant;

- Cloud gateways allow providers to group different repositories into pools for managing custom network configurations (e.g., MPLS or private lines);

- Can completely isolate cloud repositories from one another;

- Customers can also encrypt their backups at the source before data leaves the customer's network without increasing bandwidth consumption.

  - Unlike a general-purpose WAN accelerator, Veeam's built-in WAN acceleration maintains data reduction ratios even with encrypted data streams.