wasabi
hot cloud storage

OmniNet.IT

CASE STUDY

More Storage, Less Overhead: Cloud Storage Pays Off for Global IT Services Firm

Wasabi delivers the competitive, compliant cloud storage solution OmniNet customers need to support their most complex projects and workloads.

Overview

Headquartered in northern Italy, OmniNet is a global IT consulting firm that enables businesses to securely and efficiently manage data. The firm delivers advanced technological solutions that provide automated IT management, advanced security, proactive support, and cloud infrastructure optimization. When OmniNet wanted to upgrade its cloud storage offering to meet increasingly complex needs, Wasabi Hot Cloud Storage was a simple choice.

Challenges

Before Wasabi, the OmniNet IT team had to manage largely on-premises data storage that required a lot of time and effort to monitor and maintain—especially when issues arose.

- **Too much time spent managing hardware** — On-premises storage needed constant monitoring and didn't scale quickly or easily.

- **Need for flexible cloud-based storage with high-performance and top-tier security** — As clients' IT needs evolved, performance and security were paramount.

- **Complexity in management of multiple sub-accounts** — The firm needed more efficiencies around account management, billing, and usage tracking.

USE CASE:

- Backup and recovery
- Disaster recovery

INDUSTRY:

- IT consulting and managed services

> "
> *What truly sets Wasabi Hot Cloud Storage apart is the significant reduction in operational overhead and risk. Our customers gain a high-availability, high-performance, and virtually unlimited storage solution—removing the need for on-premises hardware such as NAS, RDX, and tape libraries.*
>
> **— Tullio Cozza,** CEO and President – OmniNet

> "
> *The option to replicate data across multiple data centers boosts resilience and peace of mind, motivating clients to migrate even more workloads to the cloud. On average, we've seen around a 40% increase in the amount of data stored on Wasabi compared to traditional, on-premises environments.*
>
> **— Tullio Cozza,** CEO and President – OmniNet

Solutions

After evaluating offerings from other cloud providers, OmniNet selected Wasabi Hot Cloud Storage—which stood out based on our attractive pricing model, high performance, and transparent cost structure. Our alignment with the firm's data localization and geo-redundancy strategies was another major plus. The firm also chose Wasabi Account Control Manager to simplify IT account management for their extensive customer base and easily resell storage to other providers.

- **Easy integration with existing infrastructure** — Our long list of integration partners enables seamless connections with the firm's existing solutions like NAKIVO, OVHcloud, and QNAP.

- **Immutability and versioning** — We bolster account and data security with additional layers of assurance against even the most severe threats..

- **Single-pane-of-glass account management** —OmniNet can automate and consolidate sub-account creation, administration, and billing in one intuitive, web-based management console.

> "
> *When clients know exactly what they'll pay each month—without worrying about unexpected egress or API charges—it removes a common barrier to adoption. As a result, our sales conversations focus on solution value and performance, rather than concerns over budget surprises or fluctuating costs.*
>
> **— Tullio Cozza,** CEO and President – OmniNet

Conclusion

With Wasabi Hot Cloud Storage, OmniNet can provide its customers with high-availability, high-performance, and virtually unlimited data storage while also reducing operational overhead and risk. Wasabi Account Control Manager streamlines customer account management, billing, and usage tracking to free up OmniNet's IT team for more critical tasks.

OmniNet is currently exploring advanced analytics and AI-driven services that can leverage Wasabi's cost-effective, high-performance storage for increasingly complex AI workloads.

- **Cost savings and predictability** – Our cost-effective pricing structure beats competitors and allows for predictable budgeting, enabling OmniNet's customers to free up funds for other strategic initiatives.

- **Increased storage scale within stringent compliance restrictions** – OmniNet and their customers are storing 40% more data with Wasabi, while also maintaining data sovereignty and GDPR regulatory compliance through our Milan datacenter.

- **Enhanced efficiency in customer management** – IT spends less time on administrative tasks and more time on strategic initiatives and customer

> "
> *Many of our clients report spending 20–30% less on restore-related processes compared to their previous on-prem or legacy cloud providers. Beyond pure cost savings, the ability to validate backups more frequently and confidently also reduces operational risk.*
>
> **— Tullio Cozza,** CEO and President – OmniNet

wasabi
hot cloud storage

wasabi.com