

How a Leading Construction Firm Built a Smarter Backup Strategy

RICONS cut cloud storage costs by switching to Wasabi, eliminating egress fees, reducing TCO, and ensuring fast, secure data recovery.

Overview

Founded in Vietnam, [RICONS](#) began in real estate investment. It soon expanded into construction services and today is one of the top three construction companies in the country. RICONS employs more than 850 people and offers design and building services for high-profile projects. When the company sought cost-effective, off-site backup storage, IT quickly saw that Wasabi cloud storage was the ideal choice.

Challenges

RICONS had traditionally used on-premises storage for backups—but when it began using cloud storage to expand capacity, the high costs of cloud backup storage was a problem. After trying both local and international cloud storage providers, IT decided it was time to find a less costly alternative.

- **Need for additional capacity** — IT needed to expand capacity to the cloud to store daily backups of VMware data.
- **High costs of cloud** — Storage prices from multiple providers were cost-prohibitive, often due to fees for egress and other transactions.
- **High costs of data migration** — Simply transferring data from the on-premises storage to the cloud was also very expensive.

USE CASE:

- Backup & recovery

INDUSTRY:

- Construction

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We can restore backup data from Wasabi Hot Cloud Storage with minimal operational lift. The recovery speed is efficient. Wasabi has enhanced the performance of backup jobs on dedicated backup software, ensuring faster execution times.

— **Tran Quoc Lam**, Deputy Head of IT – RICONS

Solutions

With a recommendation from local distributor QD.TEK, R ICONS tried Wasabi and quickly found that it met the company's needs in multiple ways:

- **No egress fees** – Our pricing model eliminates egress fees, which add up quickly and make cloud storage very costly.
- **High performance** – R ICONS was happy with the fast backup and restore speeds with Wasabi.
- **Object Lock** – The company enhanced security with immutability, which protects data from tampering, malware, and ransomware.
- **Data lifecycle management** – Automation simplified management and helped optimize storage capacity, further reducing costs.

Conclusion

Wasabi made it possible for R ICONS to expand backup storage to the cloud affordably and easily. With stellar support from QD.TEK, R ICONS is extremely satisfied with its choice.

- **Cost savings of 35%** – Wasabi Hot Cloud Storage cost-effectively delivered the off-site storage R ICONS needed, and decreased TCO by 15%.
- **Increased client satisfaction** – With reduced costs for backup storage, clients can allocate budgets to more critical areas.
- **Faster recovery times** – With high performance storage and simple operations, IT can restore data simply and efficiently.
- **Enhanced security** – Immutability with Wasabi delivers extra peace of mind that data is well protected.



Cost-effectiveness, fast backup and restore speeds, and secure backup data protection led us to choose Wasabi as our cloud storage provider.”

– **Tran Quoc Lam**, Deputy Head of IT –
R ICONS



The lack of egress fees significantly improves cost-efficiency for our clients and allows them to allocate budgets more effectively towards critical infrastructure components.”

– **Tran Quoc Lam**, Deputy Head of IT –
R ICONS