

CASE STUDY

SysGroup Backs Up Security Data in Immutable, Cost-Effective Cloud Storage

SysGroup uses Wasabi cloud object storage to deliver scalable, ransomware-resistant Backup as a Service, offering predictable pricing and easy customer onboarding.

Overview

SysGroup is a UK-based MSP offering a range of technology and digital transformation services, including scalable Backup as a Service (BaaS) using Rubrik and Wasabi cloud. The platform gives customers secure, immutable cloud storage with predictable pricing, seamless onboarding, and self-service access—backed by centralized account management via Wasabi Account Control Manager.

Challenges

SysGroup supports a wide range of customer workloads with Rubrik backup appliances. But scaling secure, off-site cloud backup was increasingly difficult due to pricing unpredictability and limited visibility across accounts. Previously, the company used CEPH, an open-source tool, within a datacenter to create S3 buckets for security data. However, doing so was resource intensive.

- **Resource intensive** – Managing multiple CEPH instances in-house and onboarding new clients required hands-on support and became costly.
- **Limited account control** – Needed better visibility and isolation between tenants.
- **Compliance pressure** – Clients expected immutability and audit-ready retention.

USE CASE:

- Backup & recovery
- Cyber Resilience
- Disaster Recovery

INDUSTRY:

- Managed Service Provider



Wasabi is by far less expensive than AWS and Azure, with the added value of hot storage. Without ingress or egress charges, Wasabi is really simple to price for ourselves and our customers.

– Kevin Johnson, Data Protection Platform Lead, SysGroup



Integrating Wasabi with Rubrik was straightforward. The data is copied over each week or month with minimal interaction from our team.

– Kevin Johnson, Data Protection Platform Lead, SysGroup

Solutions

SysGroup now offers BaaS using Rubrik appliances for local protection and the Wasabi cloud for off-site backup. Immutable storage is enabled via Rubrik's default settings and enhanced with Wasabi Object Lock. New customers are onboarded in minutes with Wasabi Account Control Manager, which gives SysGroup tenant-level access controls and usage tracking.

Key features:

- **Rubrik + Wasabi integration** – Off-site backups sent directly from Rubrik to Wasabi.
- **Immutable storage** – Rubrik and Object Lock provide dual-layer ransomware protection.
- **Reserved Capacity Storage pricing** – Simplifies billing operations and supports margin control.
- **Single-pane-of-glass management** – Wasabi Account Control Manager enables secure, tenant-isolated access and visibility.

Conclusion

With the Wasabi cloud in place, SysGroup now offers a reliable, scalable backup platform with built-in immutability and simple, predictable billing. The IT team spends less time provisioning and managing accounts, and customers gain confidence that backups are protected, recoverable, and priced transparently.

Benefits realized:

- **Improved backup security** – Immutability ensures backup protection without extra steps, or added costs.
- **Faster customer onboarding** – Tenants can be provisioned in minutes with Wasabi Account Control Manager.
- **Cost predictability** – Flat-rate pricing supports easy quoting and reduced overhead.
- **SaaS growth enablement** – The platform scales with minimal added complexity.

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With Wasabi Account Control Manager, it's easy to give customers the access they need to put data where they want it.

– **Kevin Johnson**, Data Protection Platform Lead, SysGroup

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We purchase Wasabi via Reserved Capacity Storage so we know exactly what the costs are and we can price it easily for customers on a per-TB basis.

– **Kevin Johnson**, Data Protection Platform Lead, SysGroup