

Profitable Microsoft 365 Storage Optimization for MSPs

Lower client costs, strengthen compliance, and create recurring revenue with AvePoint Opus and Wasabi.

Optimize storage architectures for cost, governance, and AI

As Microsoft 365 and software-as-a-service (SaaS) data volumes continue to surge, organizations need to rethink retention and storage strategies to control costs and ensure generative artificial intelligence (GenAI) initiatives operate on accurate, well-governed information.

MSP opportunity: Reduce costs, mitigate risk, and power AI

Create a secure, compliant, AI-ready foundation that helps users transform data into strategic assets.

| Managed storage optimization | Compliance & lifecycle services | AI-readiness services |
|--|--|--|
| Reduce customer Microsoft 365 costs while creating predictable, recurring revenue. | Automate retention and defensible disposal to deliver audit-ready data management. | Differentiate AI offerings by making data quality and governance a prerequisite for Microsoft Copilot success. |

Better together: Wasabi Hot Cloud Storage & AvePoint Opus

AvePoint Opus and Wasabi Hot Cloud Storage are purpose-built to work together, combining intelligent information lifecycle management with predictable, high-performance cloud storage.

Challenges

- **Rising costs:** Storage growth and licensing pressures
- **Data overload:** ROT content everywhere
- **Compliance risk:** Retention gaps create exposure
- **AI impact:** Poor data hurts Microsoft Copilot performance

Outcomes

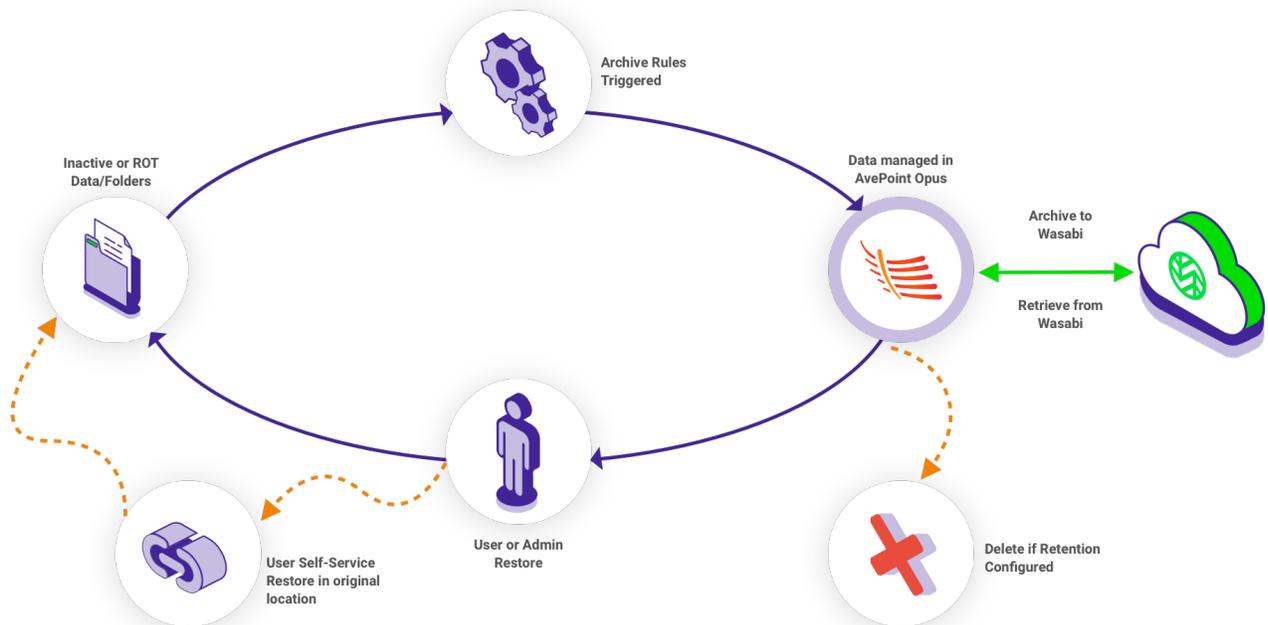
Measurable value across cost, compliance, governance, and AI readiness at scale.

- **Data visibility:** Gain clear insight into your data estate to make confident decisions.
- **Fast cost reduction:** Quickly cut Microsoft 365 storage overages through intelligent archiving.
- **Automated compliance:** Enforce retention and defensible disposal with lifecycle policies.
- **Scalable governance:** Apply classification and governance consistently across tenants.

Together, they enable MSPs to deliver a repeatable, high-margin managed service that lowers customer costs, strengthens compliance, and prepares data environments for AI success.

AvePoint Opus decides what to move and why. Wasabi provides where it goes, securely, affordably, and at scale.

| AvePoint Opus | Wasabi Hot Cloud Storage |
|---|---|
| <ul style="list-style-type: none"> • Discovers and analyzes Microsoft 365 data at scale • Identifies inactive, redundant, obsolete, and trivial (ROT) content • Automates retention, archiving, and defensible disposal • Applies intelligent classification using machine learning • Improves operational efficiency and audit readiness • Prepares trusted, policy-aligned data for Microsoft Copilot | <ul style="list-style-type: none"> • Secure, S3-compatible object storage for archive and retention • No egress fees, no API request charges, no tiering complexity • Flat, predictable pricing for long-term economics • High-performance “hot” storage with instant access to archived data |



ABOUT WASABI

Wasabi provides simple and affordable hot cloud storage for businesses all over the world. It enables organizations to store and instantly access an unlimited amount of data with no complex tiers or egress or API fees, delivering predictable costs that save money and industry leading security and performance businesses can count on. Trusted by customers worldwide, Wasabi has been recognized as one of technology’s fastest-growing and most visionary companies. Created by Carbonite co-founders and cloud storage pioneers David Friend and Jeff Flowers, Wasabi is a privately held company based in Boston. Wasabi is a Proud Partner of the Boston Red Sox, and the Official Cloud Storage Partner of Liverpool Football Club and the Boston Bruins.

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www.wasabi.com

1-844-WASABI-1
info@wasabi.com