

CASE STUDY

STF Consulting Fortifies Client Workloads with Immutable Backups

Pairing Wasabi with Veeam lets this US-based MSP deliver the highest level of data protection to every client at a single, predictable price.

Overview

STF Consulting is an MSP with over 25 years of experience deploying IT solutions. They bring a layered security philosophy to every client deployment, treating immutable backup infrastructure as a cornerstone of resilient, enterprise-grade data protection. Adopting Wasabi and Veeam enabled the company to expand its offerings and deliver a service that kept customer data safe, secure, and scalable.

Challenges

STF Consulting is no stranger to cybersecurity solutions and regularly provides its customers with phishing and penetration tests to keep their systems airtight and compliant. With an internal data center footprint, the team sought cloud infrastructure to expand data protection services to its clients.

- **Cloud infrastructure solution** – Data protection was not part of the STF Consulting data center service offerings.
- **Compliance needs** – STF Consulting clients must meet an array of security standards set by CTPAT, SOC-2, HIPAA, and other regulatory bodies.
- **Extending to cloud infrastructure** – STF Consulting sought additional scale and security.



USE CASE:

- Backup & recovery
- Cyber resilience

INDUSTRY:

- MSP/IT services



Wasabi immutable storage is non-negotiable for us. It's included when we sell our data center solutions. Offering iron-clad data protection for every client and every workload we host strengthens our service value.

— Sean Furman, President, STF Consulting

Solutions

Wasabi gave STF Consulting a new avenue for protecting client data. Pairing Wasabi with Veeam for an infinitely scalable backup repository free from dynamic pricing shifts common with other cloud storage providers. Most important was Wasabi's immutability feature, which protects data from alteration and deletion and is an essential ingredient in many data compliance frameworks.

- **Seamless integration** – Native integration with Veeam made onboarding seamless.
- **Immutable security with Wasabi Object Lock** – Wasabi and Veeam's immutable backups make data impervious to malicious or accidental data loss.
- **Scalable storage footprint** – STF has the freedom to adjust storage volume as needed, enabling the handling of large data volumes from the start.
- **Simple pricing** – A flat-rate, per-TB pricing model without egress or API request charges makes it easier to stay on budget.

Conclusion

With Wasabi and Veeam's immutable backup solution, STF Consulting stores its customer data with the highest degree of protection available at a single, predictable price. They are primed to easily manage new data, reducing the burden on STF Consulting's owned infrastructure.

- **Stronger cyber resilience** – Immutable copies of all Veeam backups ensures the highest level of security for their customers.
- **Scalable deployment** – STF Consulting can set up new Wasabi instances with just a few clicks, reducing the impact on their own.
- **Predictable pricing** – Without egress and API request fees, Wasabi keeps customer storage prices predictable month-to-month.



Wasabi ensures we offer the ultimate safety blanket for every single workload and every client that we are hosting.

– Sean Furman, President, STF Consulting



Wasabi gives us effectively infinite scalability. We can keep our internal hardware costs reasonable by offloading to Wasabi. Hardware costs more than ever and is increasingly expensive to manage, so when we can mix our own infrastructure with Wasabi's, the value proposition only gets stronger."

– Sean Furman, President, STF Consulting