

# Cloud storage built for MSPs

Wasabi helps you grow, manage, and support your clients' data

## Take back control of your cloud storage

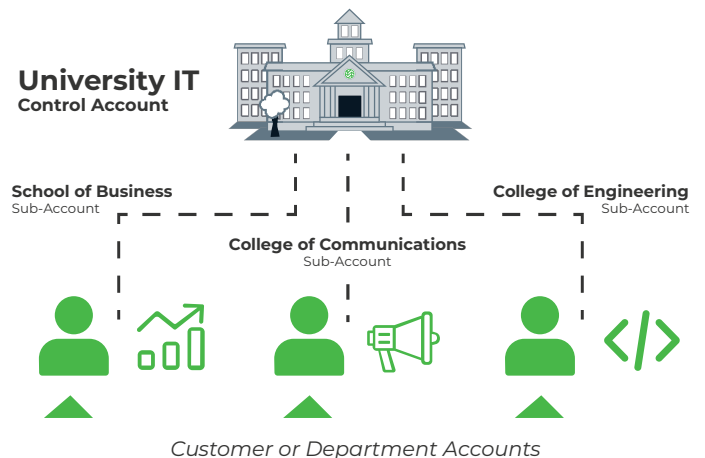
Wasabi is the hot cloud storage that helps you launch services fast, manage efficiently, and protect customers without the cost surprises dominated by the hyperscaler model. Whether you have 5 or 5,000 clients, our mission is to put you back in control of how you deliver value to your clients.

## Why MSPs choose Wasabi

Wasabi's flat-rate pricing gives you the clarity, control, and confidence to grow your services without tiering complexity or cost surprises. Our centralized platform lets you manage storage across all your clients and partners, automating account creation, tracking usage, setting policies, and handling billing. You spend less time on manual tasks and more time growing your business with full control of your cloud storage footprint.

### What is multi-tenant architecture?

Multi-tenant architecture gives MSPs, distributors, and resellers complete control over how cloud storage is structured, sold, and supported. With Wasabi, you can create and manage a full hierarchy of channel partners and customer subaccounts from a centralized platform. Set usage policies, automate billing, customize the experience with your brand, and assign access across multiple levels, whether you are managing clients directly or enabling a broader partner network.



## Simplifying storage complexity

Legacy cloud storage services force you to navigate multiple tiers, fluctuating costs, and usage rules to store and access data. Wasabi hot cloud storage eliminates the complexity with one flat rate, a storage solution that never penalizes you for using your data. Confidently build services while accurately forecasting your budget, and skip the need to explain confusing pricing models to your clients.

## Built-in data protection

Wasabi helps you win business and build trust in compliance-heavy industries by making advanced data protection easy to deliver. Object Lock is included automatically, so you can offer immutable storage for clients in healthcare, finance, education, and other industries without extra fees or complex licensing. Freely test your backups, meet regulatory requirements, and protect data from ransomware without worrying about cost overruns.



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## Seamless integration

Fully S3-compatible, Wasabi fits into your ecosystem without disruption. Using the tools you already trust, you can migrate workloads, onboard clients, and add new services. Backed by one of the largest networks of validated cloud application partners, you have full control to build flexible, future-ready solutions without changing how you work.

## Designed for ease and efficiency

Create new client or partner accounts in minutes. Apply usage limits, set policies, and automate billing from one centralized platform. You can offer free trials, convert them to paid accounts with a click, and manage every stage of the storage lifecycle without touching a spreadsheet. Everything is designed to help you move faster, onboard smarter, and stay in control as you grow.

## Unlock new revenue with proven use cases

Move upmarket and penetrate into new accounts by delivering storage services that solve real business problems.

- **Immutable backups:** Deliver ransomware protection and regulatory compliance with built-in object lock
- **Disaster recovery:** Offer affordable, high-speed recovery free from egress fees
- **Active Archive:** Give clients the ability to analyze, search, and reuse archived data by keeping it instantly accessible
- **Video surveillance:** Store and manage surveillance footage that's trusted by top system integrators
- **Hybrid storage:** Protect and extend on-premises storage investments to support data growth and backup
- **Content management:** Connect directly to MAM systems to streamline production, post and distribution workflows

## Increase revenue potential with disrupting pricing

Affordable, simple, and predictable, Wasabi's pricing is designed to grow revenue and protect profitability. With two ways to pay, choose the model that works best for you and your clients. Use monthly pay-as-you-go billing for businesses looking to test your solutions, or maximize margins with Reserved Capacity Storage, locking in discounted pricing for 1,3, or 5 years.

Reserved Capacity helps you avoid the long-term pain points that come with hyperscaler platforms. As client data grows, so do the costs to access and manage it, coupled with complex tiering structures and unpredictable fees. After three years, many service providers find these models nearly impossible to manage or explain the ROI. With a clean, fixed-cost foundation to build services, you build services and solutions your way.

## Brand your way

The Custom Cloud Console lets you deliver a cloud experience that feels like your own. From login screen to dashboard, you control the look and feel, reinforcing your brand at every touchpoint. Use it to present backup, archive, or media workflows under your banner, creating a consistent client experience while keeping all storage management centralized.

## Turnkey enablement to accelerate growth

As a Wasabi partner, you get instant access to our award-winning partner program to help you on day one. Resources are organized for fast execution, helping you drive demand the moment you join.

- Self-paced learning tracks that turn your team into trusted advisors
- Ready-to-use marketing assets including campaigns, emails, and social posts
- Deal registration support to protect your pipeline and work directly with Wasabi sales

With the right tools and resources at your fingertips, you're ready to lead conversations and close more opportunities with confidence.

## Next steps

Learn more about our managed service solutions

[Become a partner today](#)

