

Closing the Trust Gap: Protecting What You've Built for AI

Immutable recovery, predictable costs, and AI-ready resilience with AvePoint Cloud Backup + Wasabi

Organizations adopting Microsoft 365 Copilot and other AI tools are consolidating and cleaning up their data to make it AI-ready — necessary work, but work that creates a new problem. Data that used to be scattered across systems is now centralized, which means a single ransomware event or misconfigured automation rule can hit everything at once. Making it worse, testing recovery on hyperscaler storage can be so expensive that many organizations don't do it as often as they should, leaving them to discover gaps in their recovery plan after it's too late.

The trust gap

As organizations adopt more AI tools — Copilot, agentic workflows, and embedded AI across every software-as-a-service (SaaS) platform — the gap between how fast they deploy AI and how prepared they are to recover from what goes wrong keeps widening. Research calls this the “trust gap,” and backup and recovery are where it shows up first when something breaks.

- 75.1% → 89.5% of organizations had at least one GenAI-related security breach (2025 → 2026)*
- 86.9% delayed AI deployment by ~6 months due to data security concerns*
- 6.3% → 17.6% organizations can't tell whether employees are using unsanctioned AI tools — a statistic that has nearly tripled year over year*

Closing this gap isn't about slowing down AI adoption — it's about building a trust layer underneath it: visibility, governance, and enforceable, tested recovery. That's exactly what AvePoint Cloud Backup and Wasabi deliver together.

The opportunity

- Immutable ransomware protection - Recover confidently with air-gapped, immutable backup copies that survive an attack on your primary systems and connected backups alike.
- Predictable recovery economics - Eliminate egress and API fees, so testing recovery regularly doesn't come with a surprise bill and actually do it.
- AI-ready resilience - Protect the clean, consolidated data that powers Copilot and future AI initiatives, so a single incident can't undo your AI investment.

Challenges

- Ransomware risk: Backups themselves are increasingly a target, not just production data
- Expensive testing: Egress and API fees discourage regular recovery drills
- Compliance gaps: Cyber insurance and regulators expect proof of tested recovery, not just backups running
- Expanding footprint: Growing SaaS and infrastructure-as-a-solution (IaaS) adoption outpaces what native tools protect

Benefits

- Confident recovery: Test and restore without cost worries
- Immutable protection: Air-gapped copies survive ransomware that targets backups
- Defensible compliance: Documented, auditable, tested recovery posture
- Full coverage: Protect Microsoft 365, Google Workspace, Salesforce, Dynamics, Azure, and more from one console

Better together: Wasabi Hot Cloud Storage + AvePoint Cloud Backup

AvePoint Cloud Backup and Wasabi Hot Cloud Storage are purpose-built to work together, combining immutable, app-aware backup with predictable, high-performance cloud storage. Together, they enable fast recovery, frequent testing, and relief from worry about what the next restore will cost.

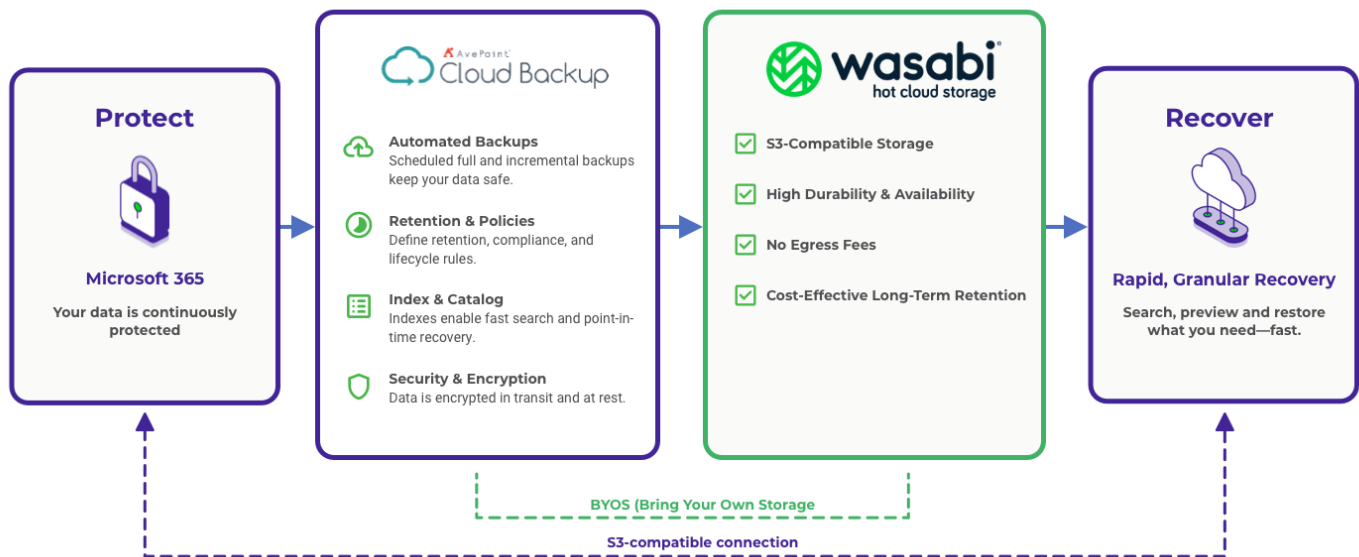
AvePoint Cloud Backup decides what to protect and how, and Wasabi provides where it's stored — securely, affordably, and immutably.

AvePoint Cloud Backup

- Automated, app-aware backup across Microsoft 365, Google Workspace, Salesforce, Dynamics, Azure, and more
- Granular restore of files, permissions, and configurations
- Ransomware detection and anomaly alerts
- Central visibility via the Data Resiliency Command Center

Wasabi Hot Cloud Storage

- Secure, S3-compatible object storage with Object Lock immutability
- No egress fees, no API request charges, no tiering complexity
- Flat, predictable pricing regardless of restoration frequency
- High-performance “hot” storage with instant access to backup 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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