



**wasabi**  
hot cloud storage

**DELL**  
Technologies

## CASE STUDY

# Webb County, Texas, Reduces Backup Costs and Complexity with Dell and Wasabi

With Wasabi, Webb County expanded storage capacity, simplified account management, and ensured cost predictability—without new infrastructure.

## Overview

Webb County, Texas—covering more than 3,300 square miles of communities—needed more affordable storage to handle increasing data and compliance requirements. With on-premises systems nearing capacity and securing budget approvals difficult, the county turned to Dell and Wasabi for secure, scalable cloud storage with predictable five-year pricing.

## Challenges

Webb County had never used cloud storage before, but as data volumes increased and storage space became limited, IT needed to modernize without disrupting existing workflows or exceeding the budget. The county also needed a way to separate the district attorney's large and independently funded storage environment from the rest of the county's operations to avoid future billing and capacity conflicts.

- **Limited local capacity** – On-prem systems were near capacity as data volumes grew.
- **Inflexible procurement cycles** – New infrastructure purchases required lengthy approval processes.
- **Budget constraints** – Expanding on-prem systems was too expensive to justify.



### USE CASE:

- Backup
- DR
- Compliance storage
- Archiving

### INDUSTRY:

- State/local government



*We don't want to pay for data to come out—especially since it's our data. Wasabi's pricing, and lack of egress fees, gives us peace of mind when we need to restore.*

— **Joseph Hernandez**, Senior Systems Administrator – Webb County



*Our Dell team has been great, always available and always straightforward. They helped us map out storage for five years and make the move to Wasabi seamless.*

— **Gus Ornelas**, Lead Systems Administrator, Webb County

## Solution

Webb County selected the Wasabi cloud based on their Dell team's recommendation. The IT team needed scalable, budget-safe cloud storage that would integrate smoothly with and optimize existing infrastructure. Wasabi Account Control Manager helped them cleanly separate accounts across departments, while [CloudSoda by Diskover](#) made it easy to offload data from on-prem appliances.

- **Easy integration and deployment** – Wasabi and CloudSoda by Diskover were quick to set up; IT was up and running within a week.
- **Cost certainty** – The Reserved Capacity Storage pricing model locked in five years of predictable costs—no surprise fees for moving or accessing their data.
- **Simplified account management** – Wasabi Account Control Manager allows the DA's office to be billed separately.
- **Cloud-based compliance** – Archived data now meets retention needs without straining on-prem systems.

## Results

With Wasabi, Webb County gained more than just storage — they unlocked operational flexibility and long-term budget control. The IT team can now expand cloud storage confidently without triggering lengthy procurement cycles or unexpected costs. Compliance data is securely archived, and departments like the district attorney's office can manage their storage independently, reducing administrative overhead and financial risk.

- **Avoided month-long delays for data access** – With no data access fees, IT can retrieve large files instantly without going to court for added budget approval.
- **More autonomy across departments** – Wasabi Account Control Manager lets departments manage their own storage and billing, eliminating internal challenges.
- **Time and effort savings** – Setup was completed in under a week, and storage management requires minimal IT intervention going forward.
- **Future-proof budgeting** – A five-year Reserved Capacity purchase ensures long-term cost predictability and avoids unexpected spend.

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*Wasabi Account Control Manager lets us separate the DA's account for billing, so they can manage their storage and budget independently.*

— **Joseph Hernandez**, Senior Systems Administrator – Webb County

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*We like the fact that Wasabi doesn't charge fees, because other places charge for ingress and egress. We also like the total overall savings we have with Wasabi compared to other vendors.*

— **Joseph Hernandez**, Senior Systems Administrator – Webb County