

CASE STUDY

Italian MSP, Spring Firm S.r.l., Grows Profits with Data Protection Solution from Wasabi and Veeam

Easy-to-implement cloud storage with immutable backups helps Spring Firm S.r.l.'s clients stay ahead of cybersecurity threats.

Overview

Spring Firm S.r.l. is a systems integrator based in Italy, providing a comprehensive range of IT services to clients across industries such as manufacturing, finance, and education. While most of their clients use on-premises storage solutions, Wasabi and Veeam introduced a new layer of off-site security for their users and added a reliable cloud storage product to the MSP's offering.

Challenges

Spring Firm's clients favor on-premises storage devices for their rapid backup accessibility. Though well-constructed, these storage arrays left clients vulnerable to ever-evolving cybersecurity risk, particularly those handling sensitive financial, public, and healthcare-related data.

- **Industry regulation** – Spring Firm clients operate in industries with strict compliance requirements.
- **Speed over security** – Local storage deployments are optimized for accessibility rather than cyber resiliency.
- **Threat response** – Cyber threats continue to evolve, prompting the need for more advanced data protection solutions.



USE CASE:

- Backup & recovery
- Cyber resilience

INDUSTRY:

- MSP/IT services



Wasabi has enriched our client offering and allowed the expansion and profitability of our MSP portfolio.

– Spring Firm S.r.l.

Solutions

Spring Firm sought a cloud storage solution that would integrate with their existing backup software, including Veeam. They selected Wasabi based on its guarantee of availability, flat-rate storage without surprise fees, and blanket S3 API interoperability. They were also attracted to MSP-friendly tools like Wasabi Account Control Manager, which simplifies billing and lifecycle management of storage accounts and lets admins monitor usage across dozens of accounts at once.

Key features:

- **Native Veeam integration** – Wasabi connects seamlessly to Veeam and other popular backup software via the S3 API.
- **Reliable performance** – Spring Firm can trust that Wasabi will always deliver on SLAs for data availability and integrity.
- **Single-pane-of-glass management** – Wasabi Account Control Manager was built with MSPs in mind to streamline renewal and billing cycles.

Conclusion

With Wasabi, Spring Firm can extend a new level of data protection to their clients and expand the range of services they offer. The plug-and-play simplicity, combined with Wasabi Account Control Manager, streamlines typically cumbersome tasks.

Benefits realized:

- **Improved cyber resiliency** – The team can employ off-site, immutable data protection to help comply with industry and governmental security standards.
- **Business expansion** – Wasabi expanded Spring Firm's product offering and has already improved their profitability.
- **Simplified customer management** – Admins can quickly onboard new customers and renew existing Wasabi clients from within Wasabi Account Control Manager.



Wasabi is a service we can trust, from both a technological and commercial point of view.

– Spring Firm S.r.l.



Wasabi and Veeam provide our customers with a secure, immutable, and cost-effective data vault that serves as true 'life insurance' for critical business data.

– Spring Firm S.r.l.