



CASE STUDY

Pista Cero Secures Customer VPS With Scalable Cloud Backups

Spanish MSP, Pista Cero improved compliance, recovery speed, and operational resilience by backing up hosted VPS environments to the secure, scalable Wasabi cloud.

Overview

Pista Cero is a Spanish IT services provider hosting over 200 VPS environments for SMBs across Europe. The team adopted Wasabi for off-site backup to meet ISO 27001 and ENS compliance, reduce operational risks, and scale offerings without additional hardware investment.

200 TB

Of storage for hosted VPS

Daily

Automated, monitored data backups

~ 60%

Cost savings vs. traditional hot storage



USE CASE:

- Backup & recovery
- MSP

INDUSTRY:

- IT Services Provider



We chose Wasabi for its seamless integration with Veeam and the scalability and cost optimization that Wasabi offers compared to other alternatives.

– Manuel Calvo, Director Técnico de Pista Cero

Challenges

Pista Cero needed to ensure reliable backups for over 200 hosted VPS environments. The company was under increasing pressure to meet Spain’s ENS cybersecurity framework and ISO 27001 compliance requirements. At the same time, their on-premises infrastructure made it difficult to scale and slowed down recovery when incidents occurred.

- **On-prem infrastructure limitations** – Local backups were not scaling with growing VPS demand.
- **Compliance pressure** – Required alignment with ENS and ISO 27001 for government and regulated customers.
- **Slow recovery processes** – Local restores could take hours, impacting customer SLAs.
- **Risk exposure** – Without immutability or geographic separation, backups were vulnerable.
- **Operational overhead** – Managing physical infrastructure added cost and complexity.

Solutions

The team implemented cloud backups using Veeam and Wasabi across their VPS environment footprint throughout Europe. Off-site replication helped Pista Cero align with cybersecurity and compliance standards, while improving recovery time and removing the need to expand local infrastructure. Setup was fast, and backups are now immutable, accessible, and easier to manage.

- **Veeam-native integration** – Simplifies cloud backup setup and job replication.
- **Built-in immutability** – Protects against ransomware, accidental deletion, or tampering, without added fees.
- **Cloud-based architecture** – Removes the need for on-prem infrastructure expansion.
- **Geographic separation** – Strengthens disaster recovery and compliance readiness.
- **Centralized backup visibility** – Streamlines administration of more than 200 VPS environments.

Conclusion

The move to cloud backups gave the Pista Cero team greater confidence during security audits and more time to focus on customer service instead of storage maintenance. With predictable costs and a simplified toolset, the company is now better positioned to scale its services while meeting the expectations of compliance-minded clients.

- **Reduced IT overhead** – Team spends less time managing infrastructure and backup tasks.
- **Improved audit readiness** – Greater assurance during compliance reviews.
- **Customer-facing value** – Clients feel more secure about where and how their data is stored.
- **Operational efficiency** – Backup is no longer a limiting factor in day-to-day service delivery.
- **Better scalability** – Backup services can grow in step with business demand, without delays.



The combination of Veeam and Wasabi allows us to perform daily, automated, and monitored backups with simple and efficient management.

— Manuel Calvo, Director Técnico de Pista Cero



Wasabi and Veeam enable us to optimize external storage costs compared to traditional alternatives.

— Manuel Calvo, Director Técnico de Pista Cero