

## CASE STUDY

# ESI Upgrades their Backup Storage Offering with Wasabi

ESI Technologies further simplified operations and increased security by switching to Wasabi—delivering an improved backup experience for their clients.

## Overview

Headquartered in Montreal, ESI Technologies is a managed IT services provider and digital transformation consultancy for U.S. and Canadian clients. Much of ESI's IT services business includes Veeam backup services. The firm turned to our cloud storage for additional capabilities that enhanced offerings, streamlined operations, and elevated customer service.

## Challenges.

- **Pressures of vendor lock-in** – Switching to another storage provider would also incur considerable fees.
- **Inflexible account management** – All backups were stored in a single bucket, with no ability to manage accounts separately.

## Solutions

When Veeam recommended Wasabi Hot Cloud Storage to ESI, the efficient account management tools via Wasabi Account Control Manager made Wasabi a win.

- **Flexible account management** – Wasabi Account Control Manager enabled ESI to simplify sub-account creation and management while driving efficiency.
- **Automation capabilities** – The Wasabi Account Control API lets ESI automate new client onboarding and billing into Veeam to save time and effort.



### USE CASE:

- Backup & recovery
- Cyber resilience

### INDUSTRY:

- MSP

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*We used Wasabi Cloud Sync Manager to transfer data. Wasabi also had good bandwidth. It was a no-brainer to use Wasabi Cloud Sync Manager.*

— André Simard, Data Protection Architect – ESI Technologies

- **White-label service** – ESI connects new clients directly to Wasabi in an all-in-one service, simplifying the client experience and reducing ESI's storage and bandwidth costs.
- **Object Lock and Multi-User Authentication** – Immutable storage and Multi-User Authentication's ability to ensure multiple administrators approve of any bucket deletion requests are two added security features.

## Results

With Wasabi Hot Cloud Storage, ESI is able to offer cost efficient solutions to their clients save clients money on data storage without impacting performance—while also offering more features and capabilities that add value to the firm's services.

### Key outcomes:

- **Time savings with simplified management** – Client accounts offer more granular information to the clients and are easier to manage with automation tools.
- **Enhanced security and peace of mind** – More security features increase client trust and contribute to ESI's cyber resilient offers



*Using the white labeling through Wasabi Account Control Manager, we are able to manage the entire stack: the storage, the backups, and everything—and it can be resold as ESI storage. That's perfect."*

— André Simard, Data Protection Architect – ESI Technologies



*A lot of providers have MFA, but Wasabi Multi-User Authentication is a best-in-class solution. It's very nice, and in our case, we've set it up to require multiple people to authorize the deletion of data.*

— André Simard, Data Protection Architect – ESI Technologies