

CASE STUDY

Healthcare IT Team Gains Cyber Resilience With Simple, Secure Backups

With immutable cloud storage and seamless Veeam integration, Hospice of the Piedmont cut costs, reduced risk, and restored confidence in their disaster recovery plan.

Overview

Hospice of the Piedmont, a non-profit healthcare provider, needed a more secure and cost-effective way to protect its critical data. By integrating Wasabi with Veeam, the team replaced fragile on-site backups with immutable cloud storage—reducing costs, improving resilience, and ensuring uninterrupted access to vital patient and operational data.

Challenges

For Hospice of the Piedmont, cyber resilience had become both a concern and a goal. Backing up exclusively to on-site servers had been working, for the most part. But with all their eggs in one basket, the organization feared that hardware failures could jeopardize the entirety of their data and their ability to recover from a disaster. With their previous system, downtime was imminent and would have been catastrophic to operations. When considering a cloud repository for backups, wrangling costs was problematic due to the unpredictability of hyperscale cloud fees.

- **Business continuity and recovery risks** — Disaster recovery might not be possible with hardware failures.
- **Vulnerable on-site backups** — On-site backups were functional, but a potential failure to their singular backup approach could be detrimental to their critical data.
- **High operational costs** — Hospice of the Piedmont was spending too much on a backup system that wasn't quite offering enough overall protection from system/hardware failures and deletion.
- **Inflexible storage vendors** — Other cloud vendors lacked flexibility in pricing options, which meant Hospice of the Piedmont might pay 3 times more than needed for its storage.



USE CASE:

- Backup & recovery
- Cyber Resilience
- Disaster Recovery
- M365 Backup

INDUSTRY:

- Non-profit
- Healthcare



It was easy to set up and it works every time. Even when my on-site backup appliance has issues, the Wasabi backups are the one thing that always works.

— Tom Herrold, Director of IT – Hospice of the Piedmont



I logged into Wasabi and set up the configuration myself; I think I was up and running with the backups in 20 minutes.

— Tom Herrold, Director of IT – Hospice of the Piedmont

Solutions

The Hospice of the Piedmont's small but mighty IT team was already using Veeam as a backup provider, and needed a simple, and cost-effective way to integrate and expand cloud object storage for their backups. Hospice of the Piedmont chose Wasabi due to our highly intuitive and easy setup with their existing structure and the significant cost savings.

- **Backup and disaster recovery** – Wasabi Hot Cloud Storage provides seamless restoration capabilities to keep systems operational during disaster scenarios.
- **Immutability at no cost** – Wasabi Object Lock, a complimentary security feature, ensures Hospice of the Piedmont's backups are protected from unauthorized modifications or deletions.
- **Seamless Veeam integration** – Integrating with Veeam is simple and highly intuitive. With clear documentation, the setup process was a “no-brainer” for Hospice of the Piedmont's IT team..

Conclusion

Hospice of the Piedmont strengthened its cyber resilience with an easy-to-use and cost-effective cloud backup system that leverages immutability to protect its important data. The Wasabi cloud dependably frees up time for the team to ensure outstanding patient experience and care.

- **Cost savings** – Hospice of the Piedmont has seen significant savings by using Wasabi to store its backups.
- **Compliance** – The storage solution fully complies with HIPAA's stringent encryption requirements.
- **Essential versioning** – With affordable object storage, Hospice of the Piedmont is able to create several versions of critical data.
- **Superior reliability** – Over the past 18 months, the Wasabi backups remained accessible while other backup storage environments have had failures and issues.



It did everything we needed to do, it's easy to use, cost-effective, and the immutability is a huge selling point. For what we pay for Wasabi, I feel like we get more storage and better support when needed than anything I've used in the past.

– Tom Herrold, Director of IT – Hospice of the Piedmont



If we experienced theft, a natural disaster, or a fire, then our primary local backup would be completely inaccessible. We really needed a completely separate cloud repository. Pointing to Wasabi with separate credentials solved that challenge.

– Tom Herrold, Director of IT – Hospice of the Piedmont