

## CASE STUDY

# How an Italian MSP, ISEO, Eliminated Single Point of Backup Failure

The Italian IT services provider, ISEO Serrature, enhanced its cyber-resiliency by implementing cloud backups that protect 270 VMs across Italy and Europe.

## Overview

ISEO Ultimate Access Technologies is a provider of intelligent access management solutions based in Italy. With five data centers across Europe and critical VM infrastructure to protect, ISEO chose Wasabi to create a secure, cloud hosted backup for disaster recovery.

## Challenges

ISEO's 270 virtual machines are regularly backed up to on-premises devices. However, this single point of failure does little to protect ISEO's critical data from the dangers of cyberattacks or technical failure at the backup site.

- **Limited restoration** — On-premises storage restricts ISEO's ability to restore from any location.
- **Ransomware exposure** — On-premises backups remain vulnerable to the same cyberattacks that could compromise production systems, leaving no clean recovery option.
- **Compliance considerations** — Meeting various compliance standards requires that certain data be kept for a minimum of 10 years.



### USE CASE:

- Backup & recovery
- Cyber Resilience
- Disaster Recovery

### INDUSTRY:

- Managed Service Provider

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*If we don't have another copy in another space, it's a big problem for us. Wasabi gives us that secure second backup in the cloud.”*

– **Paolo Belloli**, ICT Operations Manager - ISEO

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*We decided to use Wasabi because the cost was better than the other providers.*

– **Paolo Belloli**, ICT Operations Manager - ISEO

# Solutions

ISEO started with pay-as-you-go Wasabi storage pricing, then transitioned to the bundled discount with Reserved Capacity Storage through partner nextONE to lock in yearly pricing. Using Nakivo, the IT team pushes backups of 270 VMs and Office 365 data to Wasabi. The encrypted cloud copy provides the secure offsite protection ISEO lacked before.

Key features:

- **Built-in encryption:** Wasabi encrypts all data at rest and in transit, making it secure from the minute it's transferred until it's safely restored.
- **Simple integration:** Nakivo connects directly to Wasabi through the S3 API, allowing ISEO to add cloud backup without changing their existing workflow.
- **Simple procurement:** Purchasing storage annually eliminates monthly billing cycles and saves time and money.

## Conclusion

With Wasabi, ISEO finally has the secure second backup they needed, immediately strengthening disaster recovery positioning. The team tests monthly restores without worrying about fees, and yearly bundled storage pricing delivers predictable annual costs with meaningful savings.

Benefits realized:

- **Annual savings:** RCS reduced storage costs by approximately €2,000 per year while providing predictable budgeting.
- **Peace of mind:** Offsite cloud backup ensures ISEO can recover even if cyberattacks or infrastructure failures compromise on-premises systems.
- **Free monthly testing:** The team performs full VM restore tests monthly without egress or API fees, ensuring recovery procedures work when needed.

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*We want to keep our backup in the cloud for added security and because of the data encryption from Wasabi.*

– **Paolo Belloli**, ICT Operations Manager - ISEO

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*Every month, we restore from Wasabi to boost our DR planning. We select a random machine and test restoring the machine completely.*

– **Paolo Belloli**, ICT Operations Manager - ISEO