Brazilian MSP, Plattano Technologies, Grows Backup Business with Secure, Scalable Cloud

Using the Wasabi cloud, Plattano Technologies delivers cost-effective backup and cloud storage with ransomware protection, simple onboarding, and no surprise fees.

Overview

Plattano Technologies is a Brazilian MSP serving enterprise and MSP clients across industries in Brazil and US. By migrating from major hyperscalers to Wasabi Hot Cloud Storage, the team gained pricing predictability, stronger account-level visibility, and a simpler path to secure, scalable cloud services.

Challenges

Before switching to Wasabi, Plattano used a major public cloud provider to store client backups. But storage costs were rising, billing was unpredictable, and visibility across tenants was limited. The team needed a more scalable and cost-efficient solution that supported secure backup, ransomware protection, and easy account management.

- **High storage costs –** Public cloud pricing made it difficult to scale Backup as a Service (BaaS).

- **No billing clarity –** Complex pricing models led to surprises in client invoices.

- **Limited visibility –** Existing tools didn't allow easy monitoring across tenants.

- **Security concerns –** Customers needed ransomware protection and compliance-grade backup.

USE CASE:

- Backup & recovery
- Cyber Resilience
- Disaster Recovery
- Active Archiving
- Migrating Data

INDUSTRY:

- MSP

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> *Wasabi stood out for its price transparency, speed of data access, and ease of integration with strategic partners such as Veeam, which made it the ideal choice.*
>
> **— Giovanni Mantelli,** CEO – Plattano Technologies

Solutions

Plattano moved its BaaS and cloud storage workloads to the Wasabi cloud to gain predictable pricing, better performance, and integrated ransomware protection. With Wasabi Account Control Manager, the team gained full visibility across tenants, while Cloud Sync Manager simplified onboarding and migration. Immutability is enabled by default using Object Lock, ensuring secure and compliant backups for every client.

Key features:

- **Immutable backups –** Object Lock protects against ransomware, insider threats, and accidental deletion.

- **Account-level control –** Wasabi Account Control Manager allows full visibility and delegated access across tenants.

- **Fast customer onboarding –** Cloud Sync Manager helps migrate backups without downtime or changes.

- **Seamless backup compatibility –** Works with Veeam and other client-side tools already in place.

- **Long-term storage –** Some customers use Plattano's Wasabi-based cloud storage for long-term retention of database and application data.

- **Predictable pricing –** Flat-rate storage and bulk discounts with Reserved Capacity Storage alongside no egress or API fees enables margin control.

Conclusion

With Wasabi now at the core of its storage offering, Plattano improved service delivery, reduced operating costs, and expanded its BaaS model. Customers benefit from secure, immutable cloud storage, while the Plattano team saves time managing tenants, onboarding clients faster, and supporting long-term growth.

- **Lower overall cloud spend –** Switching from a hyperscaler reduced cost and complexity.

- **Faster customer onboarding –** Clients are provisioned in minutes without infrastructure changes.

- **Improved visibility and control –** WACM allows real-time monitoring across tenants.

- **Simplified operations –** Easier to manage than previous public cloud platform.

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> *We were using other clouds before, but Wasabi gives us more flexibility with better support and simpler pricing.*
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> **— Giovanni Mantelli,** CEO – Plattano Technologies

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> *The ease of integrating Wasabi with Veeam and other applications has allowed us to offer more competitive packages, increasing adoption among customers who previously viewed the cost of the cloud as prohibitive.*
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> **— Giovanni Mantelli,** CEO – Plattano Technologies

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