

## CASE STUDY

# Life Insurer, VPV, Strengthens Disaster Recovery With Faster Cloud Backups

With high-throughput cloud storage and predictable pricing, German insurer, VPV, enhanced its Rubrik backup workflows and built a more resilient disaster recovery strategy for growing data volumes.

## Overview

VPV is Germany's oldest life insurer, supporting customers in wealth management, private pensions, and asset protection. As backup demands grew, the company sought a faster, more cost-effective cloud target for its Rubrik environment. By adopting Wasabi Hot Cloud Storage, VPV improved operational efficiency and strengthened its disaster recovery strategy.

## Challenges

VPV's previous cloud storage provider could not keep pace with the backup throughput required for its Rubrik environment. As data volumes grew, performance delays and rising storage costs created operational friction.

- **Limited throughput** – Slow ingest and retrieval speeds created bottlenecks in daily Rubrik backups.
- **High storage costs** – Rising storage fees and costly egress charges made the solution unsustainable.
- **Integration constraints** – VPV needed a cloud provider that could integrate seamlessly with Rubrik without adding complexity.

### USE CASE:

- Backup & recovery

### INDUSTRY:

- Insurance / Enterprise

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*The balance of performance, cost, and simplicity made Wasabi the clear choice for our backup strategy.*

— Marco Weinkauf, Head of Data Center,  
VPV Life Insurance

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*Wasabi offered the combination we were looking for: strong Rubrik compatibility, predictable pricing, and a simple setup process.*

— Marco Weinkauf, Head of Data Center,  
VPV Life Insurance

## Solution

VPV expanded its Rubrik backup strategy by adding a secondary, cloud-based recovery target designed for straightforward administration and long-term stability. With clear documentation and support from Bechtle, the rollout required minimal effort and aligned cleanly with their existing backup processes. The new environment gives VPV a dependable location for secondary data copies and a budgeting model they can plan around.

### Key features:

- **Streamlined integration:** Direct Rubrik compatibility and well-structured guidance reduced onboarding complexity.
- **Consistent data handling:** Stable ingest and retrieval behavior keeps backup jobs running smoothly.
- **Long-view budgeting:** Reserved Capacity Storage pricing provides pre-dictable multi-year cost planning.
- **Independent recovery tier:** A dedicated offsite target strengthens VPV's overall data protection posture.

## Results

With a stable and predictable recovery tier in place, VPV increased the reliability of its data protection strategy and reduced financial uncertainty around growing storage demands. The organization is now better positioned to support internal requirements and long-term planning.

### Benefits realized:

- **Enhanced data protection:** Secondary storage strengthens recovery capabilities for mission-critical data.
- **Reduced friction:** Consistent backup behavior lightens operational effort for the data center team.
- **Future readiness:** A flexible cloud footprint positions VPV well as data volumes continue to rise.

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**Wasabi Reserved Capacity**  
*Storage pricing provides us with better budget security and predictable long-term planning for our growing cloud-based storage footprint.*

— Marco Weinkauf, Head of Data Center,  
 VPV Life Insurance

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*No egress and exit fees really sealed the deal for us. It allows us to back up more flexibly without worrying about unpredictable costs.*

— Marco Weinkauf, Head of Data Center,  
 VPV Life Insurance