Veeam Service Provider Console helps EasyDataHost grow business by 250%

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Company

EasyDataHost is a Gold Veeam Cloud & Service Provider (VCSP) partner that serves MSPs, resellers, and end user customers in Spain and Portugal. They offer consulting services for Veeam implementation, cyber resilience and more in Spain, France and the Netherlands.

Solution

Veeam Data Platform

Veeam Cloud Connect

Veeam Service Provider Console

Veeam Backup *for Microsoft 365*

Industry

Technology

Region

EMEA

> " Veeam offers enterprise solutions, resources, and licensing that meet the needs of any client. "

Manuel Rios
CEO and Founder, EasyDataHost

Challenge

A technology partner can make or break MSPs and resellers. When EasyDataHost's technology partner lost their client data, EasyDataHost turned a very challenging situation into an excellent business opportunity.

Results

- Provides secure, scalable backup and data resilience for any workload, anywhere

- Cuts onboarding time by 75%, licensing by 90%, and backup windows by 91%

- Facilitates expansion into new markets and increases revenue by 45% annually

Business Challenges

Meeting the unique data protection needs of clients is challenging enough, so imagine what happens when your technology partner loses your clients' data.

"It was a very difficult time and data was eventually recovered, but we needed to replace that partner fast," said Manuel Rios, CEO and Founder of EasyDataHost.
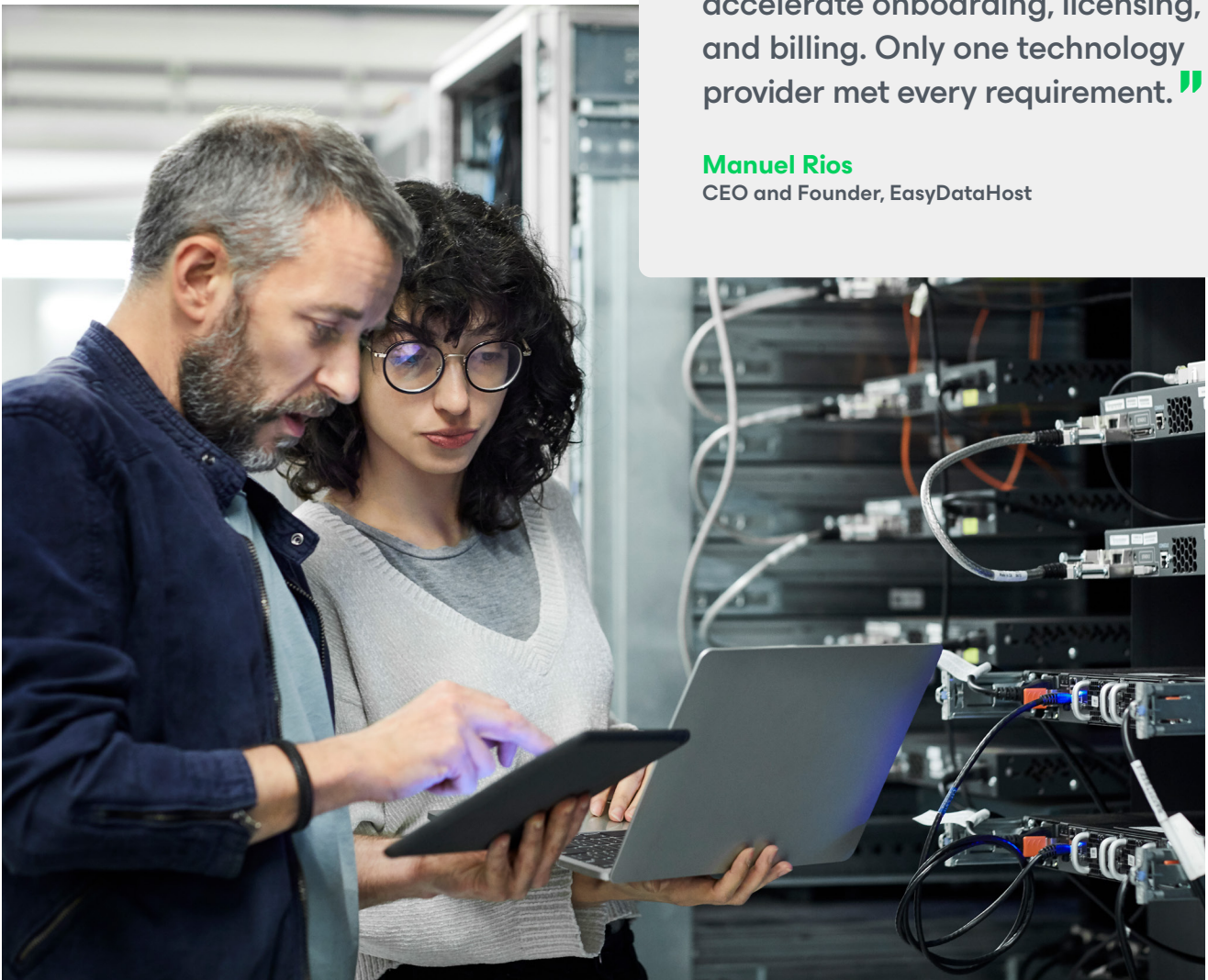
Rios searched for a partner that offered powerful enterprise solutions to simplify, streamline, and standardize BaaS and DRaaS for any workload in any environment, including Microsoft 365 and public clouds.

"We had additional requirements," Rios said. "We wanted an easy and secure way for clients to protect their Microsoft 365 data, including self-service backup and restore capabilities. We also wanted to give them the opportunity to extend their backup infrastructures to immutable cloud repositories for ransomware resiliency."

> "Since operational efficiency is essential, we wanted a user interface that would automate and accelerate onboarding, licensing, and billing. Only one technology provider met every requirement."
>
> **Manuel Rios**
> CEO and Founder, EasyDataHost

The Veeam Solution

EasyDataHost replaced their previous provider with Veeam. Within a year, Veeam-powered services helped EasyDataHost grow their business by 250%.

"Veeam offers enterprise technology solutions and growth opportunities that aren't available anywhere else," Rios said. "When you combine that level of technology with a user interface like Veeam Service Provider Console, it's easy to see why our business grew so quickly."

Veeam Service Provider Console simplifies the management and monitoring of Veeam-protected workloads. It also provides a holistic view of clients' security vulnerabilities and offers insight into suspicious malware activity to confront, contain, and conquer ransomware.

"Veeam Service Provider Console also automates and expedites processes," Rios continued. "For example, onboarding time decreased by 75% and licensing time decreased by 90%, giving us additional time to expand into new markets like hospitality, green energy, pharmaceutical, and legal. This is why our revenue increased 45% annually."
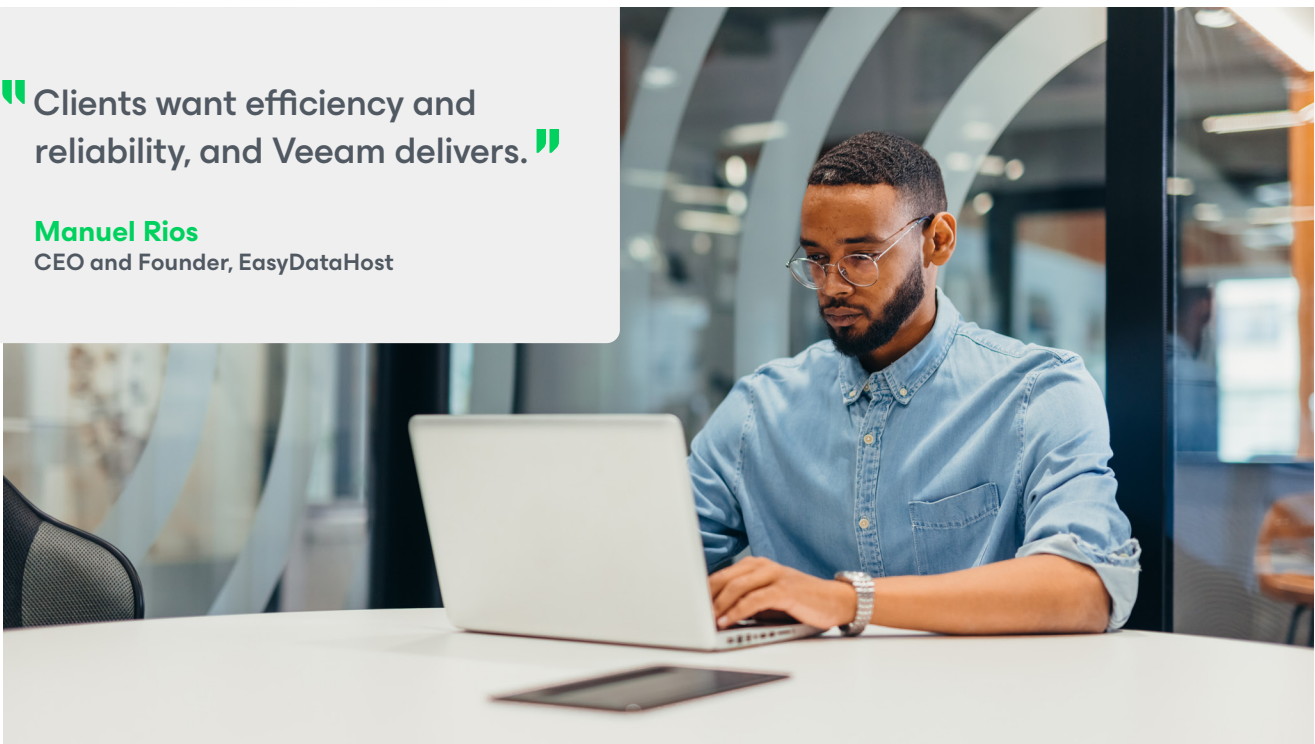
Additional time gives EasyDataHost the opportunity to focus on Veeam competencies too. They've obtained three Veeam Customer-ready competencies (Off-site Backup for Ransomware Resiliency, DRaaS, and BaaS *for Microsoft 365*) and are in the process of obtaining the same Veeam Reseller-ready competencies.

"Our goal has always been to meet the specific needs of every client, and Veeam competencies support that goal," Rios said. "Veeam is a 360° solution, and our clients agree because our satisfaction rate has increased to 100%. Veeam Service Provider Console plays a big role in client satisfaction, along with Veeam Cloud Connect."

Veeam Cloud Connect provides secure, scalable, and encrypted connections for Veeam-powered services. Rios said Veeam Cloud Connect is so efficient that the company's client backup windows decreased by 91%.

> " Clients want efficiency and reliability, and Veeam delivers. "
>
> **Manuel Rios**
> CEO and Founder, EasyDataHost

The Results

Provides secure, scalable backup and data resilience for any workload, anywhere

"Veeam offers enterprise solutions, resources, and licensing that meets the needs of any client," Rios said.

Cuts onboarding time by 75%, licensing by 90%, and backup windows by 91%

Efficiency matters, so Veeam Service Provider Console and Veeam Cloud Connect provide the highest levels of automation and optimization.

Facilitates expansion into new markets and increases revenue 45% annually

"We've been able to tap into the massive segment of small and midsize businesses in several markets because Veeam solutions accommodate diverse clients perfectly," Rios said.

About Veeam Software

Veeam, the #1 global market leader in data resilience, believes every business should control all their data whenever and wherever they need it. We're obsessed with creating innovative ways to help our customers achieve data resilience. We do that by offering purpose-built solutions that provide data backup, data recovery, data freedom, data security, and data intelligence. Headquartered in Seattle, with offices in more than 30 countries, Veeam protects over 550,000 customers worldwide, who trust Veeam to keep their businesses running. Learn more at www.veeam.com or follow Veeam on LinkedIn @veeam-software and X @veeam.

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