

Tsunati partners with Sherweb to build Veeam-powered Backup-as-a-Service (BaaS) for Microsoft 365

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— Sylvain Gobeil,
Product Director, Cloud Infrastructures and Services,
Sherweb



The business challenge

As one of the largest Microsoft resellers in Canada, Sherweb recognized a business opportunity as deployment of Microsoft 365 began to increase at a rapid rate. Providing channel partners with effortless BaaS would protect their clients' data and provide a pathway to recurring revenue.

“We had two choices,” said Sylvain Gobeil, product director, Cloud Infrastructures and Services at Sherweb. “We could build the offering on our own, but that would take time, and we needed to react quickly to market demand. Or we could partner with a company that would help us build the offering.”

Sherweb chose the latter. The challenge was finding the right partner.

“We wanted to work with a company that has a deep and thorough understanding of Veeam technology because Veeam is the market leader in Microsoft 365 backup,” Gobeil said. “However, we did not want to work with a company that would compete with us. After considering several options we chose Tsunati because their expertise in Veeam, VMware and multi-tenant cloud computing is extraordinary, and they don't compete with their partners.”

Gobeil said the biggest differentiator between Tsunati and its competitors is methodology.

“They focus on so much more than building a service offering, although they helped us build it remarkably fast so we could meet market demand,” he continued. “They also trained our staff so we'd have a deep understanding of the Veeam platform and how the backup market is evolving — we share this information with our channel partners as well. Tsunati's mantra is 'better together,' and that extends to our channel partners too.”

Industry

Technology

Company



[Sherweb](#), an award-winning cloud marketplace leader, has been helping channel partners throughout North America, the United Kingdom and Europe grow their businesses for more than two decades. Approximately 7,500 partners and 85,000 companies depend on Sherweb for value-added services.

The solution

Tsunati helped build Veeam-powered BaaS for Microsoft 365 so Sherweb's channel partners can protect their clients' data and build recurring revenue. Tsunati reduced Sherweb's time to market by more than 50% and paved the way for Veeam backup of any workload anywhere.

"Our channel partners were ready for effortless Microsoft 365 backup," Gobeil said. "In a very short time, our business grew by 11%. We believe the bulk of our yearly growth will come from this Veeam-powered solution."

Sherweb's solution is called [Microsoft 365 Backup powered by Veeam](#). It enables channel partners to secure their clients' data in Exchange Online, SharePoint Online, OneDrive for Business and Microsoft Teams without having to worry about day-to-day administration. Not only does Sherweb take care of admin, monitoring and management, there's also a self-service portal that empowers end users to restore their latest backups themselves.

"We also ensure scalability, which is critical for our channel partners," Gobeil said. "And we offer substantial support, not only from a technical perspective, but also from a sales perspective. We help channel partners position products and create bundles that sell well."

Gobeil said those bundles will soon include additional Veeam-powered data protection.

"Our channel partners will be able to back up anything anywhere," Gobeil said. "Tsunati's Veeam expertise and understanding of the market is quite stellar."

Tim Myers, chief operating and technology officer at Tsunati, said he and his colleagues use their industry knowledge to help partners like Sherweb achieve specific business goals.

"For Tsunati, the goal was multi-tenant backup for Microsoft 365 that's easy, affordable and secure," Myers explained. "Since Veeam is software-defined and infrastructure agnostic, there's no lock-in. Instead, channel partners get flexible, scalable data protection and a dependable revenue stream. They know their clients will maintain full access and control of data. It's another better-together scenario."

Challenge

When Sherweb, a Gold VCSP partner, wanted to provide channel partners with effortless Veeam-powered Backup as a Service (BaaS) for Microsoft 365, it had two choices. Sherweb could build the offering on its own, but that would take time, making it difficult to meet market demand quickly. Or Sherweb could partner with a VASP. Sherweb chose Tsunati and success came quickly.

Solution

[Microsoft 365 backup](#) powered by [Veeam Backup for Microsoft 365](#)

Results

- Provides channel partners with easy, comprehensive BaaS for Microsoft 365
- Reduces time to market by more than 50% and grows the business by 11% in a few months
- Paves the way for Veeam-powered backup for any workload anywhere

The results

- **Provides channel partners with easy, comprehensive BaaS for Microsoft 365**

"Veeam-powered backup boosts the value of Microsoft 365 for our channel partners and their clients," Gobeil said. "It's widely understood that Veeam data protection is first rate."

- **Reduces time to market by more than 50% and grows the business by 11%**

"The way we deliver professional services is different than other companies," Myers said. "We meet our partners exactly where they're at. We assess their knowledge level, understand the gaps, verify their intention and build exactly what they need – skillfully and cost-effectively. When they grow their business, it's a win for all of us."

- **Paves the way for Veeam-powered backup for any workload anywhere**

"We're a value-added cloud solutions provider, so giving channel partners additional ways to protect their clients' data with Veeam is good for them and for us," Gobeil said.



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About Veeam Software

Veeam® provides organizations with resiliency through data security, data recovery and data freedom for their hybrid cloud. The Veeam Data Platform delivers a single solution for Cloud, Virtual, Physical, SaaS and Kubernetes environments that give businesses peace of mind their apps and data are protected and always available so that they can keep their businesses running. Headquartered in Columbus, Ohio, with offices in more than 30 countries, Veeam protects over 450,000 customers worldwide, including 82% of the Fortune 500 and 72% of the Global 2,000. Veeam's global ecosystem includes 35,000+ technology partners, resellers, service providers, and alliance partners. To learn more, visit www.veeam.com, or follow Veeam on LinkedIn [@veeam-software](#) and Twitter [@veeam](#).

About Tsunati Inc.



Tsunati Inc. is a professional services and integration company specializing in data protection, cloud computing and multi-tenant virtualization for channel partners and end users in the United States and Canada. Tsunati is a member of the [Veeam® Accredited Service Partner \(VASP\)](#) program, which is comprised of highly qualified IT consultants and system integrators that have been approved by Veeam to install and configure solution components for end users and members of the [Veeam Cloud & Service Provider \(VCSP\)](#) partner program. The majority of VASPs are resellers, so they compete with VCSPs, but some focus solely on providing professional implementation services, including Tsunati.