Delivering Cloud Backup Solutions Through the Click of a Button

Partner: W. O'Donnell Consulting Inc.

W. O'DONNELL CONSULTING

W. O'Donnell needed an immediate cloud based backup solution. Tech Data's Cloud Backup on Azure Click-to-Run solution was a perfect fit based on their customer needs, as well as the simplicity around the deployment process.

Founded: 1996, Woman Owned Business (WBE)

Size: < 50 employees

Website: www.wodonnell.com

Industry: Commercial, Healthcare, Government, Non-Profit

Services/Support Used: Tech Data's Cloud Backup on Azure Click-to-Run Solution, StreamOne platform and Azure Sales Specialist.

Challenge
W. O'Donnell Consulting Inc. is a well trusted IT solution provider and consulting firm with over 20+ years of experience. They were looking for a way to provide a better backup solution to their clients. Maintaining warranty/software support on proprietary backup appliances is costly, and clients don't like having to pay for those renewals or to upgrade those appliances when they reach the physical storage capacity. They wanted to begin recommending pure cloud backup to those clients who didn't have a requirement for the potentially quicker data restoration provided by a local appliance. Additionally, they were looking for a lower cost pure cloud backup than some they had previously deployed.

Solution
W. O'Donnell Consulting was introduced to Tech Data's Solutions Factory and its cloud-based Click-to-Run Solutions, as well as the benefits of provisioning a pre-configured cloud solution built by Tech Data.
They were able to easily provision Tech Data's Cloud Backup on Azure directly from the Tech Data StreamOne Cloud Platform, and deploy a full cloud backup solution within 15 minutes.

All Services Used
Tech Data Cloud Solutions Factory/Click-to-Run Solutions (Cloud Backup on Azure), and StreamOne Cloud Platform.

Result
Partner reduced configuration and deployment process by seventy-five percent, increasing their efficiency. W. O'Donnell Consulting was able to deliver a cloud backup solution to its end customer much faster, and with less risk, increasing customer satisfaction and establishing themselves as a trusted cloud provider.

"The Click to Run solution offered by Tech Data provided us with a very easy way to purchase, setup the Azure portal for our clients, and have the Azure resource auto-provision in that portal for our technical team. It saved us a ton of time—we had to answer a few configuration questions, and then click on the 'Deploy Now' button. We've been migrating clients to Azure backup ever since, with great success and support from Tech Data's Azure team. Our clients appreciate the cost savings and scalability of Azure backup and we appreciate the efficiencies we've gained in deploying this specific solution.

- Angela O'Donnell, CEO, W. O'Donnell Consulting Inc.

Tech Data