

## Case Study

### Delivering Cloud Backup Solutions Through the Click of a Button



#### Partner

W. O'Donnell Consulting Inc.

**Founded:** 1996, Woman-Owned Business (WBE)

**Size:** < 50 employees

**Website:** [www.odonnell.com](http://www.odonnell.com)

**Industry:** Commercial, Healthcare, Government, Non-Profit

**Services/Support Used:** Tech Data's Click to Run™ solution for Backup on Azure, StreamOne platform and Azure Sales Specialist team

“ The Click to Run™ solution offered by Tech Data saved us a ton of time. We've been migrating clients to Azure backup ever since, with great 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.

#### Challenge

W. O'Donnell Consulting sought a backup solution that would help clients overcome issues of limited storage capacity and the associated costs – renewal fees, appliance upgrades, warranty/software support. They wanted to begin recommending pure cloud backup to those clients who didn't have a requirement for the quicker data restoration provided by a local appliance. Additionally, they were looking for a lower cost cloud backup than some they had previously deployed.

#### Solution

Tech Data's Solutions Factory and its Click to Run™ offerings was introduced, along with the benefits of provisioning a pre-configured cloud solution built by Tech Data. They easily provisioned Tech Data Cloud Backup on Azure directly from the StreamOne Cloud Platform and deployed a full cloud backup solution in just 15 minutes.

#### Result

The partner was able to deliver a robust, scalable and highly secure backup solution within a matter of minutes- without any disruption to their customers.



Lower costs, no upfront investment



Faster Turnaround for Customers



Increased Customer Satisfaction