

SECURITY. AVAILABILITY. COST.

How Aptean protects manufacturing customers' ERP data across three clouds with N2W.

Three clouds. One recovery plan.

3

Clouds protected

AWS, Azure and Wasabi, all under one console

1

Console for AWS and Azure

Backup, cross-cloud restore and archive tiering into Wasabi

50%

Lower long-term storage cost

Versus comparable storage from other major clouds

7

Years leading cloud ops

Reddy built Aptean's SaaS practice and still leads it

10x

Growth in backup demand

Reddy's estimate as AI accelerates data creation

0

Single-provider dependencies

Backup copies live outside both AWS and Azure

Multi-cloud

AWS, Azure and Wasabi backup, cloud-agnostic storage and recovery

Lower cost

Long-term retention at significantly lower storage cost via Wasabi

FDA & GDPR-ready

Immutable, long-retention backups for regulated manufacturing data

Everything lived on one cloud. Including the backups.

Aptean's customers run mission-critical manufacturing systems, many of them under strict regulatory requirements. For them, data protection isn't optional.

1. Retention across two regulatory regimes

A large share of Aptean's customer base runs food and beverage operations, so backups have to satisfy FDA compliance in the US and comparable GDPR-driven retention requirements in Europe.

2. One provider's outage is your outage

Aptean's environment was built almost entirely on a single cloud. Even where a provider commits to a multi-region approach, a network-level outage in a zone can cut off access to data entirely.

3. Availability outranks everything

For an MSP running a large environment for manufacturers across North America, Europe and Asia Pacific, backups that can't be reached fast enough don't count as protection.

“ Don't put all your eggs in one basket. If AWS went down, you're done.”

Ravi Reddy, Aptean



Four reasons Apteian stayed, then expanded:

01 A roadmap that shipped

Apteian joined as an AWS-only customer. As N2W's cross-cloud capability matured, Apteian could back up and restore VMs and disks across providers instead of staying locked to the cloud it started on.

02 Storage outside both clouds

Wasabi gave Apteian a true off-cloud layer, independent of AWS and Azure, at hot-tier performance. Wasabi's own encryption, key management and Multi-User Authentication sit on top of N2W's backup security.

03 Retention at half the cost

Extended FDA and GDPR-driven retention became viable at roughly half the cost of comparable storage from other major cloud providers.

04 Stress-tested before it scaled

Reddy's team used N2W Recovery Scenarios to validate failover against real workload and IOPS requirements, and to rehearse full-environment recovery including regional and full-cloud outages.



Always test a provider as much as possible. We've stressed N2W to the limits, which is why we are where we are. N2W passed the test."



Ravi Reddy
Senior Director, Cloud Ops
and Technology Transformation

Drama-free backup and recovery.

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