



**GUIDE**

# Cloud Storage Beyond Backup

A unified resilience strategy with Covenco and Wasabi.

A joint initiative from Covenco and Wasabi

## Who this relates to:

IT and security leaders responsible for backup, recovery and cyber resilience, particularly those reviewing hyperscaler storage costs, immutability strategy, or managed recovery capability.

## What this guide covers:

- Why storage alone is not recovery
- How Covenco and Wasabi combine to deliver managed resilience
- Immutability, sovereignty and cost control in practice
- A practical route to a lower-cost, higher-resilience backup estate

## Solutions discussed:

- Wasabi hot cloud storage
- Veeam Cloud Connect integration
- Covenco managed backup and recovery
- Rental recovery hardware and tape-out services

## Cloud storage is not recovery.

Cloud object storage has become one of the default destinations for modern backup. It is inexpensive at scale, resilient by design, and removes a significant operational burden from internal IT teams.

But storage and recovery are not the same thing. A cloud bucket, however well-engineered, is a passive target. It does not validate backups, orchestrate failover, restore workloads onto replacement hardware, or provide an accountable service level when a recovery is needed at three in the morning.

Organisations that treat cloud storage as a complete backup strategy often discover the gap only when it matters most: during a ransomware incident, a datacentre failure, or a failed restore that was never tested end-to-end. The storage performs exactly as specified. The recovery, as a business outcome, is on its own.

### The Covenco and Wasabi position

Covenco and Wasabi have built a joint managed resilience service that separates two responsibilities cleanly. Wasabi provides the storage layer: immutable, S3-compatible, highly durable, and priced predictably. Covenco provides the operational layer around it: monitoring, recovery orchestration, hardware, and a defined service level that holds under pressure.

**Wasabi supplies the bucket. Covenco supplies the intelligent orchestration.**

The result is a backup estate that costs materially less to operate than equivalent hyperscaler-based designs, while delivering recovery capability that public cloud storage alone cannot provide.



Wasabi is a specialist hot cloud storage provider, engineered as an S3-compatible platform for backup, archive and recovery workloads.

It delivers eleven nines of data durability, configurable object immutability, and a single pricing tier with no egress or API request fees.

As a Covenco managed service, Wasabi becomes part of a wider resilience framework, rather than a storage bucket in isolation.



Cloud storage is a necessary component of a modern backup strategy. It is not, by itself, a recovery capability.

A managed Wasabi repository managed by Covenco typically reduces cloud backup storage costs by a significant margin, without introducing operational complexity for your internal IT team.



### Three strategic use cases

The Covenco and Wasabi service applies to a wide range of backup and resilience scenarios. Three in particular tend to drive the conversation at IT leadership level.

#### 1. The immutable air-gap: Covert Copy for cyber-insurance compliance

Ransomware operators now routinely target backup repositories before encrypting production systems. Insurers have responded by tightening cover conditions, with a growing number requiring evidence of immutable, logically-isolated backup copies as a condition of renewal.

Wasabi's Covert Copy feature creates a locked, versioned copy of a backup bucket, isolated from programmatic and user-interface access. The copy cannot be modified or deleted for a defined retention period, even by a root user, without multi-factor authentication and multi-user authorisation.

Covenco designs, deploys and audits this configuration as part of a managed 3-2-1-1-0 architecture, producing the documentation insurers expect to see. The outcome is a defensible, evidence-backed air-gap that satisfies both the underwriter and the incident response team.

#### 2. Data sovereignty and GDPR: managed regional residency

UK and Irish organisations operating under GDPR, the Data Protection Act, or sector-specific regulations such as UKCRB, FCA SYSC or NIS2 need clear, defensible answers on where backup data is physically located and who has administrative access to it.

Wasabi offers dedicated regional storage locations, including UK and EU. Covenco manages the deployment within that region under a UK contract, with ISO 27001 and Cyber Essentials accreditation covering the operational wrap. Data residency, access control, encryption and audit evidence are treated as a single, coherent design rather than a procurement exercise split across multiple suppliers.

#### 3. Economic scaling: avoiding the hyperscaler tax

Backup workloads have a specific economic profile. Data is written frequently and read rarely, but when it is read, it needs to move quickly and without penalty. Hyperscaler object storage is not priced for this pattern. Egress fees, API request charges and tiered retrieval costs accumulate silently and become material at scale, particularly during a genuine recovery event.

Wasabi removes egress and API fees entirely, with a single published price per terabyte. For a typical backup estate, this produces a materially lower annual storage cost than equivalent hyperscaler configurations, without compromising durability, security or S3 compatibility.

Covenco sizes the environment, designs the Veeam repository architecture, and manages the ongoing service, so the saving is realised in practice, not just on paper.

### Where our partnership contributes

The division of responsibility between the Wasabi platform and the Covenco managed service is explicit and evidence-backed.

Capability	Wasabi platform	Covenco managed service
<b>Storage and economics</b>	S3-compatible hot storage at a single, predictable tier. No egress or API fees.	Consolidated UK contract covering storage, monitoring and recovery.
<b>Immutability and durability</b>	Object-lock, optional Covert Copy, and eleven-nines durability by design.	Immutability policy, Veeam integration and 3-2-1-1-0 architecture.
<b>Monitoring and recovery</b>	Durable, highly available repository for backup workloads.	24/7 monitoring, recovery orchestration, rental hardware and tape-out services.
<b>Sovereignty and assurance</b>	Choice of regional storage locations, including UK and EU.	UK-operated, ISO 27001 and Cyber Essentials accredited.

Wasabi provides the storage foundation. Covenco delivers the operational service around it.

## The path to implementation

The engagement is deliberately structured to produce a clear commercial picture before any migration commitment. Most organisations reach a decision within a few weeks of the initial conversation.

### Step 1: Audit and planning session

A short discovery engagement to map the current backup estate, capture recovery objectives, and establish the commercial baseline against which the Covenco and Wasabi model will be compared. No system changes, no procurement commitment.

### Step 2: Architecture design

Covenco designs the target architecture, typically using Veeam with a Wasabi-backed Scale-out Backup Repository and, where relevant, a Covert Copy immutability layer. The design addresses retention, immutability, sovereignty and recovery targets as a single specification.

### Step 3: Managed migration and configuration

Covenco executes the migration and takes on the ongoing service. Monitoring, restore testing, capacity management and incident response are delivered against a defined SLA. The internal IT team is freed from the operational burden of day-to-day backup administration.

## The executive case

For IT and security leaders, the combined Covenco and Wasabi service addresses four distinct pressures that typically appear together in board-level conversations.

- ▶ **Cost predictability:** a single, published storage price with no egress or API charges, wrapped in a managed service with a defined commercial envelope.
- ▶ **Cyber resilience:** evidenced immutability, Covert Copy air-gap, and 3-2-1-1-0 architecture aligned to insurer and regulator expectations.
- ▶ **Sovereignty and compliance:** UK-operated managed service with ISO 27001 accreditation and regional data residency by design.
- ▶ **Operational capacity:** recovery orchestration, rental hardware and tape-out services absorbed into the managed wrap, releasing internal IT capacity for higher-value work.

### Request your cost-benefit analysis

A short, no-obligation review comparing your current cloud backup cost and recovery capability against a managed Covenco and Wasabi equivalent. Typical turnaround: two to three weeks.

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## About Covenco

Covenco is a modern private-cloud backup and recovery service provider, connecting data management services with robust IT hardware supply and support.

Drawing on over 35 years of experience, our team provides strategic expertise for Security and IT Leaders navigating complex data landscapes.

We support business leadership by addressing sophisticated compliance demands and delivering recovery strategies that ensure operational continuity while improving overall business resiliency. We provide world-class data protection solutions with a distinct advantage: unmatched speed in disaster recovery and hardware deployment.

Our UK data centres have over two Petabytes of customer data under management at any time, and we are fully ISO27001 and Cyber Essentials accredited for data security.

## Contact Covenco

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