

How Cloud NAS helps MSPs increase margins and alleviate administrative burdens across their clients' organizations

Empower your clients to do more with their data with cloud storage built for profitability

As data volume grows, organizations turn to cloud tiering to balance performance, accessibility, and cost. Managed service providers take a balanced approach to storage, combining on-prem and the cloud to support a range of diverse workflows. But, over time, managing multiple storage tiers becomes complex. Add in surprise fees for egress and API calls, and suddenly monthly cloud bills are impossible to predict. Traditional archiving falls short. They start cheap to store through complex tiers, but expensive to access and use.

According to the Cloud Storage Index, egress fees make up nearly half of total cloud storage costs, with 80% of MSPs saying they exceeded their cloud budget within the last year. These unexpected charges remain a major roadblock to driving ROI to the businesses they serve.

Cold data isn't staying cold. Long-term archive storage is now being accessed more often and is now turning warmer, yet how organizations store data stays the same. [Wasabi's TCO](#) analysis consistently shows how data access/restore fees from ultra-low-cost archive tiers (such as AWS Glacier) are some of the most significant fees levied by hyperscalers. Legacy archive solutions were not built for how data is used today.

Businesses are shifting to active archiving. Active archiving delivers fast, affordable access to data with no hidden fees or wait times. They're built for the way businesses operate now which is through a mix of hybrid-cloud operations.

Active Archiving Serves Many Industries



Healthcare

Instantly access medical records, imaging files, and compliance data to support faster care and HIPPA-ready retention



Education

Store large research libraries, preserve research output, and provide fast, ongoing access for collaboration, compliance, and publication



Media & Entertainment

Enable fast turnaround for production, post, and reuse of growing content and IP

Hybrid-cloud models give you the best of both worlds, keeping active files on-prem while pushing colder files to the cloud. It's the smart way to balance performance, accessibility, and cost without overbuilding infrastructure.

For service providers, managing multiple clients with different data offload thresholds, billing models, and access policies quickly turns into a manual process. Every business has unique lifecycle rules, and working around them takes time, drives up costs, and slows onboarding. To deliver the experience your clients expect, you need a flexible, purpose-built solution that adapts to their needs without disrupting yours.

Key Benefits of Wasabi

- Simple, margin-friendly pricing with no egress or API fees—easily forecast costs across all clients and improve profitability at scale.
- Effortlessly extend client infrastructure with bottomless cloud capacity and eliminate the need for costly hardware refreshes
- Deliver fast, always-on access to clients' data with no delays or retrieval fees so your SLAs stay as high as your customer satisfaction score

Why Service Providers Choose Wasabi Cloud NAS

- Lower TCO with higher margins: Reduce and control storage costs with predictable pricing and no hidden fees to improve profitability
- Grow data capacity without overhead: Shift to OpEx-based storage that aligns with your clients' budgets and eliminates costly infrastructure refresh cycles
- Purpose-built for multi-tenant complexity: Simplify multi-tenant environments that addresses the challenges of data separation and access management with a single interface
- Restore operations with confidence: Ensure your data stays untouched from ransomware or accidental deletion with immutable, compliant-ready storage that's instantly accessible
- Flexible data replication built for hybrid environments: Replicate across systems to keep data secure, workflows aligned, and retention policies enforced with full control over deletions.

Why Wasabi Cloud NAS is the smarter hybrid cloud for today's data access needs

Unlike traditional cold archives, which prioritize cost-efficiency by storing data in less accessible formats, Cloud NAS enables an active archive. You get immediate, cost-effective access to files regardless of how often they're used, perfect for diverse workflows dependent on speed, accessibility, and uptime. It's built for MSP environments, with support for multi-tier, multi-tenant deployment.

Wasabi Cloud NAS is a flexible hybrid-cloud software that sits on top of your existing on-prem file servers and offloads data to Wasabi Object storage using stub file technology. Files appear local, but are stored in the cloud for near-instant access without storage strain on your hardware.

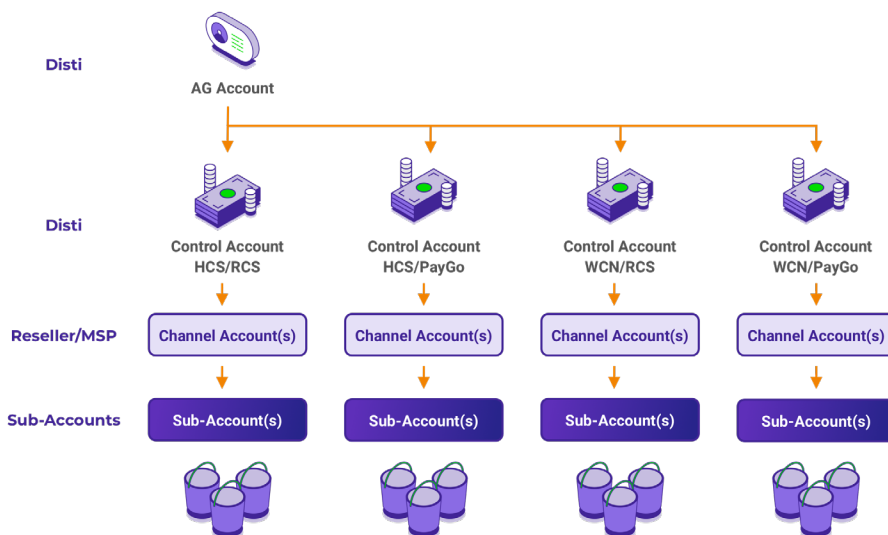
Your company's reputation, and data, stays immutable with secure, built-in ransomware protected cloud storage with compliance mode and object versioning available. Every backup stays exactly as it was, every time you need to restore with no corruption or hidden retrieval fees. Cloud NAS gives you peace of mind when recovering critical data in a pinch.

Wasabi Account Control Manager adds automation you need to run at scale

Wasabi Account Control Manager helps you simplify operations to build a storage-as-a-service revenue engine. This means that your cloud storage users can be up and running faster, with less back-end complexity for you.

Wasabi Cloud NAS and Wasabi Account Control Manager are built to work together so you can deliver storage-as-a-service that unlocks revenue streams. Cloud NAS extends your clients' on-prem storage, building a sustainable active archive while Wasabi Account Control Manager automates onboarding, quota management, and billing across multi-tenant environments. Delivering data-driven outcomes and validating ROI in the cloud is made possible with Wasabi.

- Consolidate sub-account analytics to accurately predict storage needs
- Simplified multi-tier management with automated sub-account creation
- Add margin and dictate price charged for storage services
- API Integration with existing provisioning and activation tools



Get started with Cloud NAS

Wasabi Cloud NAS is simple to install, with no client software required on your team's devices. All files are visible exactly as they would appear if they were residing on your on-prem servers.

[Start your 30-day Cloud NAS free trial here!](#)

