



sky data vault

Sky Data Vault Solves Dual Backup Challenges for **Global Specialty Material Supplier**



The Customer

A leading global supplier for specialty materials serving the aerospace, automotive, electronics, medical and industrial markets.



The Challenge

The Customer was dissatisfied with the service and cost of their current Microsoft O365 backup provider. Seeking a reliable, fully managed solution, they turned to their trusted Technology Advisor for guidance.



The Solution

The Tech Advisor had a long-standing relationship with Sky Data Vault (SDV) and was confident in SDV's ability to deliver a comprehensive solution within the customer budget and timeline. During the in-depth Discovery Call, it became clear that the Customer also faced challenges with their current Managed Service Provider (MSP) for on-premises production environment backups. Consolidating their needs, the Customer opted for a unified approach, entrusting Sky Data Vault to manage both Microsoft O365 backups and on-premises environment backups.

Within a month of the discovery call, SDV successfully implemented both solutions. The Customer now has a robust and reliable backup solution for both their Microsoft O365 data and on-premises environment, managed by a single, trusted provider for a flat monthly fee.



The Outcomes

- SDV's expertise and strategic approach provided the Customer with peace of mind, knowing their business continuity was safeguarded by a reliable and efficient Microsoft O365 backup and BaaS solutions.
- Reduced management burden, allowing the Customer to focus on core business activities.
- The Tech Advisor reinforced their reputation as a dependable consultant by understanding the customer's needs and leveraging their long-term partnership with SDV to provide a tailored solution.
- The Tech Advisor demonstrated value through introducing Customer to a unique solution provider who was able to swiftly solve the Customer's IT challenges with a customer-focused approach at an affordable cost.
- SDV's seamless, white-glove implementation and simplified management showcased the Partner's commitment to delivering innovative solutions.