



Cyber-resilient data protection, on demand.

Verinext helps mid-market enterprises safeguard critical data and keep applications online, even when disaster strikes.

verinext

Customer: Verinext

Industry: IT services

Country: United States

As ever-tighter budgets meet soaring cyber risk, many IT leaders need cloud-like elasticity for backup and disaster recovery but prefer the assurance of proven enterprise technology backed by managed services they can trust. US-based managed service provider Verinext seized this opportunity by building an as-a-service platform that unites HPE GreenLake cloud pay-per-use* infrastructure with HPE Zerto Software continuous-replication DR and Commvault enterprise backup. The result: a flexible consumption-based service that lets customers fail over entire data centers in minutes or recover a single file in moments—all while paying only for the capacity they use.

Built for continuous availability, without public cloud surprises.

Verinext delivers what today's businesses need most: expert-managed data protection they can count on. Customers turn to Verinext for hands-on expertise, proactive monitoring, and fully managed backup-and-recovery services that deliver enterprise-grade resilience with cloud-like flexibility. To underpin this service, Verinext implemented HPE GreenLake across twin data center sites in Atlanta and Denver, ensuring the capacity and performance needed to meet strict recovery objectives.

"HPE GreenLake lets us scale on demand while keeping our focus where it belongs—safeguarding our clients' data with a dedicated team they can reach 24x7," said Matt Bynum, vice president, Managed Services, Verinext. "By combining our personalized expertise with world-class technologies like Zerto and Commvault, we deliver uncompromising protection without burdening customers with day-to-day complexity."

HPE GreenLake offered Verinext the ideal combination of flexibility, control, and cost efficiency. Its pay-per-use model helps Verinext maintain healthy margins while providing customers with transparent, consumption-based billing. The platform's built-in metering and capacity buffers allow the team to scale compute and storage seamlessly as new disaster recovery clients come online—without the delays or costs of traditional capital expenditures or infrastructure refresh projects.

* May be subject to minimums or reserve capacity may apply

Vision

Deliver a managed backup and disaster recovery service that provides end customers with cloud-like flexibility, predictable costs, and enterprise-grade resilience—without the complexity, hidden fees, or loss of control of public cloud platforms.

Strategy

Combine HPE GreenLake elastic infrastructure with HPE Zerto Software industry-leading RTO/RPO and Commvault's workload-aware backup to deliver turnkey BaaS and DRaaS from two geo-diverse facilities.

Outcomes

- Rapid DR fail-over for critical workloads
- Granular backup and cyber recovery options
- Margin-friendly, usage-based pricing that scales with demand
- Seamless hardware refreshes managed through HPE GreenLake

"With Zerto, we deliver the speed and precision our customers need to recover from disruptions, without the complexity of managing it themselves. It's enterprise-grade DR, fully managed and ready when it's needed most."

– **Matt Bynum**, Vice President, Managed Services, Verinext

Equally important, HPE GreenLake on-premises deployment model meets the needs of customers who prioritize data residency, personalized support, and direct accountability, benefits that are often absent in public cloud environments.

Rapid recovery for critical workloads

When disaster strikes, what matters is how quickly you can bounce back. That's why Verinext designed its disaster recovery-as-a-service (DRaaS) offering for one purpose: to help customers recover fast, minimize downtime, and keep their businesses running. At the core of this offering is HPE Zerto Software, a leading disaster recovery technology known for its continuous data replication and industry-best recovery time and point objectives (RTO/RPO). Verinext's managed DRaaS offering gives customers the confidence that their critical systems can be restored in minutes—not hours or days.

Verinext uses HPE Zerto Software to replicate customer environments directly to its enterprise-grade data centers in Atlanta and Denver. To ensure high availability, Verinext maintains enough compute capacity to support full failover for its two largest DR clients at any time. As new clients are onboarded or storage demands increase, Verinext relies on HPE GreenLake to expand infrastructure quickly and efficiently. This eliminates the need for costly overprovisioning or procurement delays.

This model enables Verinext to deliver powerful, cost-effective DR services that outperform what most customers could build and manage on their own. Whether supporting traditional on-premises workloads or hybrid cloud environments, Verinext combines trusted technology with expert management to ensure seamless business continuity.

For customers, the result is a true safety net. HPE Zerto Software ensures fast, reliable failover while Verinext's team brings operational expertise, proactive monitoring, and rapid response required to keep critical operations protected and ready—no matter what comes next.



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Resilient data protection for vital business data.

While disaster recovery focuses on bringing entire environments back online, Verinext also delivers deep, cyber-resilient backup services to ensure data integrity and recoverability at the granular level. These services are powered by Commvault, a long-time leader in data protection known for unmatched breadth across applications, workloads, and environments. With Verinext managing the service, customers gain enterprise-grade backup and recovery without the overhead of managing infrastructure or software.

Verinext supports both Commvault Core—its traditional, feature-rich on-prem offering—and Commvault Cloud, which delivers a SaaS-like experience. The choice of platform depends on each customer's unique workload needs, compliance requirements, and IT preferences. In either case, Verinext handles all back-end operations, from backup scheduling and policy enforcement to troubleshooting and restores.

Commvault's ability to support a wide range of enterprise applications and databases ensures that customers can protect even their most complex and business-critical workloads. Whether it's structured data in ERP systems or unstructured content on user endpoints, Verinext ensures that everything is protected, versioned, and recoverable on demand.

"Whether a single file or an entire application stack, Commvault gives our customers confidence that their data is protected, recoverable, and ready," says Bynum. "We handle the complexity so they can stay focused on their business."

With ransomware and cyberattacks a constant concern, Verinext's Commvault-powered solution also supports cyber recovery use cases. This includes restoring clean copies of data into isolated environments for forensics or validation. The result is a comprehensive backup service that not only safeguards operations but also strengthens customers' overall cyber resilience strategies, delivered by a team that's committed to keeping data secure, compliant, and always within reach.

Turnkey business continuity built around customer priorities.

Verinext starts every engagement by listening to what customers fear most—data loss, downtime, and the complexity of juggling multiple vendors—and then answers with a single, turnkey service that makes cyber-resilient protection effortless. Helping IT teams avoid the complexity of stitching together disparate backup and DR solutions, Verinext delivers one accountable partnership that covers everything from routine file restores to full-scale data center failover, supported by proven HPE GreenLake infrastructure. This holistic approach frees customers to focus on innovation while knowing their data and applications are guarded around the clock.

"Our customers want simplicity, reliability, and one trusted partner to protect their business. We deliver that with a fully managed approach that scales with their needs," said Bynum.

By uniting Commvault's enterprise-grade backup with HPE Zerto Software continuous replication, Verinext shields every layer of the modern stack. A misplaced document, a corrupted database, or a campus-wide outage can all be handled under one contract, one SLA, and one expert support team. The result is streamlined operations, faster recoveries, and complete confidence that regulatory and business requirements are always met.

Behind the scenes, HPE GreenLake elastic infrastructure eliminates the guesswork of capacity planning. Verinext can expand compute and storage in moments, onboarding new tenants or absorbing unexpected data growth without costly overprovisioning. Customers experience consistent performance and protection, while Verinext avoids the capital headaches that slow traditional providers.

This built-in flexibility fuels Verinext's own growth as well. Predictable cost structures, rapid time-to-value for new services, and a reputation for hands-on expertise give the company a competitive edge in the crowded MSP market. By turning customer pain points into a seamless, scalable service, Verinext positions itself and its clients for long-term resilience and success.

Positioned for growth. Focused on customer success.

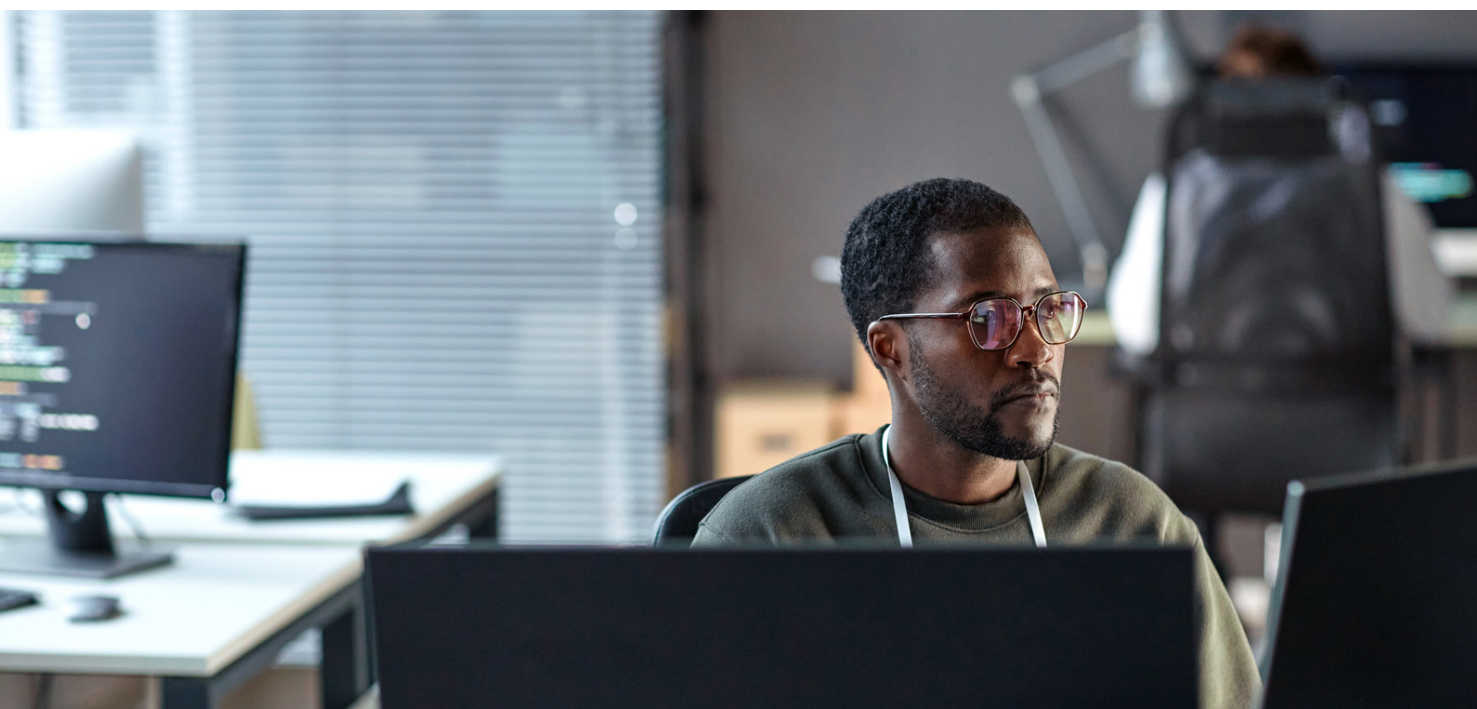
Verinext's managed data protection and disaster recovery platform isn't just built for today; it's designed to evolve alongside customer needs and the shifting IT landscape. With a strong foundation of enterprise-class technology and flexible, usage-based

infrastructure, Verinext is well-positioned to expand its service offerings and scale its footprint without compromising performance or service quality.

Future growth will focus on enhancing cyber resilience capabilities, including expanded support for cyber recovery, clean-room restores, and advanced forensic investigation workflows. Verinext is also exploring tighter integration of security services across its data protection stack to provide customers with a more comprehensive and proactive defense against cyber threats.

Additionally, the company sees opportunity in extending its platform to support new infrastructure technologies, including HPE's evolving virtualization alternatives and emerging edge and hybrid use cases. These advancements will enable Verinext to meet the needs of organizations navigating complex digital transformation initiatives while maintaining the same high-touch, personalized service that defines its managed approach.

"We're not standing still. Our goal is to continuously improve the value we deliver to customers while simplifying how they protect, recover, and secure their data," added Bynum. "As the threat landscape changes and IT environments evolve, we'll be right there with scalable solutions and expert support to help our clients stay resilient."





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