



THE MSP'S ULTIMATE GUIDE

to Data Storage Success with Open-E JovianDSS

Understanding the MSP Business in 2025 and Beyond

As a Managed Service Provider (MSP), you know how important it is to provide and manage high-quality services such as data centers, networking, Internet, infrastructure, and data security services. You may also know **how challenging it can be to meet your customers' industry-specific requirements**, such as compliance, performance, scalability, and data availability. And you certainly know how competitive the MSP market is, with hyperscalers, traditional tech vendors, and cloud-in-a-box solutions vying for your customers' attention and budget.

That's why you need a reliable and flexible data storage solution that helps you deliver and manage high-quality services for your customers while reducing costs and increasing efficiency for your business. You need a solution that supports various types of data storage architectures. And you need **a solution that differentiates you from your competitors** by offering unique features, such as:

- **High Availability of data:** up to 99.99999% per year
- **Consistent read-only snapshots** for ultimate protection against ransomware attack consequences
- **On- & Off-site Data Protection** - all the backup features included, no need for any extra paid systems



As a leader in data storage solutions, we have seen how modern, reliable data storage software solutions can transform MSP operations. Tailored and properly implemented systems provide near-zero downtime and ensure secure, seamless access to data — critical factors for building client trust and satisfaction. These advancements enable MSPs to operate with greater efficiency, scale confidently, and stay competitive in a rapidly changing digital landscape. Reliable data storage isn't just a technical necessity; it's a foundation for growth and success.

Kristof Franek, CEO of Open-E

Managed Services Providers' Data Storage Challenges

- ✓ **Data Growth:** As the amount of data being generated continues to increase, MSPs must be able to effectively manage and scale up their infrastructure while ensuring it is secure and accessible.
- ✓ **Data Security:** Data breaches and cyber attacks are becoming more frequent and sophisticated, so MSPs must provide robust security measures to protect their clients' data.
- ✓ **Heterogeneous Environments:** different end-points, protocols, operating systems, and hardware requirements must be covered by managed services providers to meet customers' needs.
- ✓ **Compliance:** Many industries have regulations that dictate how data must be stored and managed, such as HIPAA for healthcare or GDPR and the NIS 2 Directive for businesses and public institutions operating in the European Union. MSPs must ensure that their clients' data is stored in compliance with these regulations.
- ✓ **Disaster Recovery:** MSPs must be able to provide effective disaster recovery solutions to their clients in the event of a disaster or data loss.
- ✓ **Data Access:** Clients expect to be able to access their data quickly and easily, so MSPs must ensure that data is stored in a way that is easily accessible and responsive.
- ✓ **Scalability:** As clients' businesses grow, their data storage needs will grow as well. MSPs must be able to provide scalable solutions that can meet the changing needs of their clients.
- ✓ **Cost:** Clients expect MSPs to provide cost-effective solutions that meet their data storage needs without breaking the bank.
- ✓ **Data Backup and Business Continuity:** MSPs must provide reliable and efficient data backup solutions to ensure that clients' data is backed up regularly and can be recovered in the event of a data loss.
- ✓ **Data Retention:** Clients may have different requirements for how long data must be stored, depending on industry regulations or internal policies. MSPs must be able to provide solutions that enable clients to manage data retention effectively.

MSP's Success Stories



Limitis is a leading provider of IT services and solutions in Northern Italy. To meet the needs of its customers, Limitis needed a high-availability data storage solution that could handle challenging environments and power failures. Limitis chose Open-E JovianDSS to build and manage a high-availability cluster with two servers and a shared JBOD, which benefits from the performance, scalability, and efficiency of Open-E JovianDSS.

We sleep much better now than with the previous solution. As the system works consistently and quickly, we have significantly fewer support cases than previously when the system was reaching its performance limits.

Markus Gufler, Technical Director at Limitis



MMiT, a German IT service provider, needed a high-performance data storage solution that could handle large amounts of data with low latency and high availability to meet the high demands of performance, reliability, and security of its data center services. MMiT chose an all-flash solution built by N-TEC with Open-E JovianDSS and is satisfied with the scalability, efficiency, and cost-effectiveness of the software, which helped them optimize their data center operations.

I am amazed by Open-E's software – the Open-E JovianDSS. Countless administrative options, including fully automated, round-the-clock backups, have made our everyday lives noticeably easier. It's not only our customers who now benefit enormously from this solution but we as a company too, as we were able to reduce our time expenditure in many areas of activity drastically.

Oliver Timm, Managing Director, MMiT GmbH



IT-Beratung HALBE is a German IT service provider. To upgrade its data storage infrastructure and improve its performance, reliability, and security, IT-Beratung HALBE needed a software-defined storage solution that could handle large amounts of data with high availability and data integrity. The customer chose Open-E JovianDSS to build and manage a software-defined storage solution with two servers and a shared JBOD.

The main reason we have chosen the redundant fail-proof storage solution based on Open-E JovianDSS presented by Boston was the perfect harmonization of stability, performance, scalability, and flexibility. Another noteworthy aspect is the amount of electricity saved, about 4 kWh per day, which, thanks to the modern hardware, also benefits the environment.

Thomas Halbe, Managing Director, IT-Beratung HALBE



Open-E JovianDSS: A Comprehensive Data Storage Tool for MSP Businesses

open-e 
JovianDSS

Ready to revolutionize your data storage solutions? Check out how Open-E JovianDSS can support your business operations and take your data storage to the next level!

- **Ensure Customers' Data Security and Business Continuity.**
- **Reduce Costs and Increase Efficiency.**
- **Meet Industry-Specific Requirements.**
- **Differentiate Your Services.**



Download the trial now
and test Open-E JovianDSS for free!



How Open-E JovianDSS Enhances Your MSP Business

Open-E JovianDSS provides **unlimited options for heterogeneous environments to architect data storage setups** with iSCSI, FC, and NFS, SMB (CIFS) client protocols. It supports various cluster topologies and distances between nodes, from local sites to stretched data storage clusters. **It also offers tiered RAM and SSD caching, in-line compression, and deduplication, as well as thick, thin, and over-provisioning.**

Business Continuity & Disaster Recovery


Open-E JovianDSS ensures the highest data reliability and integrity for **efficient data storage, protection, and recovery**. It features On-site & Off-site Data Protection through consistent read-only snapshots and flexible asynchronous replication tasks for both local and remotely stored backups. It also enables instant **restoration of previous data versions, making your business bulletproof against ransomware attack consequences.**

Open-E JovianDSS also provides both active-active and active-passive failover cluster functionality, which, combined with **On-site & Off-site Data Protection**, ensures that your business runs flawlessly. It is flexible in terms of **hypervisor compatibility for hosting hundreds of virtual machines in optimal storage space.**

Addressing Key MSP Challenges: Cost Control & Top Performance


- ➔ **Reduce costs and increase efficiency** by using a software-defined storage solution that can be flexibly used in various types of data storage architectures. It can also offer tiered RAM and SSD caching, in-line compression and deduplication, and thin- and over-provisioning to optimize storage utilization.
- ➔ **Meet the industry-specific requirements of customers**, such as compliance, performance, scalability, and data availability. It can also support various vertical markets, such as healthcare, education, finance, and government.
- ➔ **Differentiate your company from competitors by offering a high-quality data storage environment**, equipped with failover cluster functionality for High Availability data and providing On-site & Off-site Data Protection for ultimate, built-in backup, Business Continuity, and Disaster Recovery options.


Check the Latest Open-E Brochures



Open-E JovianDSS
HYPERVERSOR-AGNOSTIC
Data Storage Software

BEYOND BACKUP: 2024
UNDERSTANDING THE DATA PROTECTION

 Highly Compatible Solution
as a Key to Unrestricted Virtualization!

Time is money,
and so is the Data 

A big step for data storage, and even bigger for your budget efficiency!



Founded in 1998, Open-E is a well-established developer of IP-based storage management software. Its flagship product, Open-E JovianDSS, is a robust, award-winning storage application with excellent compatibility with industry standards. It's also the easiest to use and manage. Additionally, it is one of the most stable solutions on the market and an undisputed price-performance leader.

Thanks to its reputation, experience, and business reliability, Open-E has become the technology partner of choice for industry leading IT companies. Open-E accounts for over 40,000 installations worldwide.

+40000 software
implementations

+25 years
of experience

+100 countries
worldwide

+800 certified engineers
and sales professionals

