

# Customer Success Story

Roro Computers

Tech Data Back Up on Azure

 Tech Data

Cloud Solutions

Gold  
Microsoft Partner

 Microsoft





## Problem

Roro Computers had large number of customers who were still storing their data on-premise. This is costly in terms of ensuring adequate storage capacity and having sufficient on-going skilled resource to manage their data both securely and compliantly. This also means that the partner's sales revenues are unpredictable and dependent on the availability of end customer CapEx investment. Roro wanted to digitally transform and start creating some monthly recurring revenues with cloud solutions.

## Solution

Roro Computers decided to sign up to Microsoft CSP with Tech Data in order to be able to leverage our Click 2 Run (C2R) cloud solutions based on Azure deployed via StreamOne. Specifically Roro decided to leverage our C2R Back Up on Azure solution that would help them to migrate customers' data to the cloud quickly and easily and without additional CapEx investment.

This C2R solution enables the protection of data and applications no matter where they reside, against RansomeWare, with multiple authentication layers and seamless support for virtual machines running in Azure and on premise. Costly business interruptions can be avoided, and compliancy requirements can be met. Most importantly you can securely extend your on-premises backup storage and data archiving solutions to Microsoft Azure – reducing cost and complexity, while achieving efficiency and scalability.

In December of 2019 Roro migrated 7 end user customers to Tech Data's Back up on Azure solution in just a few days. Roro Computers and their customers were so impressed that migrated another 26 end user customers within the month that followed.

## Result

In summary Roro Computers reduced the time to market, improved efficiency and effectiveness of infrastructure and minimised risk.

Roro's end customers benefited from the cost efficiency of using OpeX and paying monthly for their infrastructure, making costs more predictable and helping operational costs to stay low. Their data and applications are highly available, flexible and secure with Azure Vault service. Azure Back Up maintains three versions and their data storage capacity can grow in alignment with their business.

Roro benefited from a reduced time to market as this solution can take just minutes to deploy. It also supports multi-cloud use cases for customers, including Backup and Disaster Recovery, and hybrid cloud scenarios, filesharing, and protection against Ransomware.

Roro Computers, found that Tech Data's Backup on Azure is a safe and proven way to migrate their end customers data to the cloud. Through Tech Data's Click-to-Run Solutions they have a clear and easy path to deploy solutions in the cloud and they don't waste time reinventing the wheel. The whole transition to cloud is seamless, effective, and without risks. Leveraging these solutions gives them more time to focus their efforts into more relevant and strategic tasks for their business.

## Customer voice

When we asked them if they were satisfied with their experience of adopting Tech Data Click to Run Solutions, Tom Schatorie Owner and Lead of Business Services for Roro Computers said “almost all our customers are now using Azure- it works perfectly!” They will also look to deploy other Click 2 Run solutions after a couple of months hands-on experience. They highly recommend other partners to review the portfolio of solutions available to help them accelerate their cloud business.

“almost all  
our customers  
are now using  
Azure- it works  
perfectly!”



### **Tom Schatorie**

Owner and Lead of Business Services for  
Roro Computers

# About Tech Data



Cloud Solutions

## Deliver Business Outcomes with Click to Run Solutions

In today's world, customers demand cloud solutions that will help them solve their biggest business problems and challenges. Through our preconfigured [Click-To-Run Solutions](#) we help to remove complexity on your behalf, increasing your agility and speed to market. You can rest assured your customers will receive the results they need faster, risk-free and right-sized to their needs.

### [Create a Data Protection Solutions Practice](#)

The exploding volume and speed of data growth has resulted in many challenges. While challenges increase, opportunities arise. Unlock these opportunities by providing reliable data protection services all through the Cloud. Cloud Backup and Recovery is a \$5.2 billion market opportunity by 2020. Partners can benefit by providing data protection services to small and mid-sized enterprises. Reassuring business continuity, and protect data and applications no matter where they are located. Helping customers to avoid costly business interruptions – in a cost efficient way – or to meet compliancy requirements.

## Cloud Practice Builder

[Cloud Practice Builder](#) empowers our partners by offering a simple, step-by-step road map to rapidly and affordably build a profitable cloud business. Tech Data designed this program to help our partners overcome the common barriers to developing a cloud practice, such as time and cost constraints and the need for specialized knowledge.

[Request a call back](#) from your local Tech Data Microsoft CSP team to learn more about becoming Tech Data Cloud Solutions Provider.