



CUSTOMER STORY

“As an IT service provider, we find Vinchin easy to deploy and operate in our VMware environment. It simplifies daily backup operations and gives us confidence during recovery scenarios. The overall experience is stable, efficient, and predictable. Vinchin has become a reliable foundation for protecting our customers’ critical services.”

Daniele Cocilova,
Company Owner
C-Consulting

Business Challenge

C-Consulting is an IT service company that provides digital operation and development services to enterprises, including host/virtual machine hosting, website and e-commerce development, email and cloud office solutions, GDPR/security services, and Moodle-based online training (e-learning).

C-Consulting’s production environment is built around VMware. Customer websites, e-commerce platforms, Moodle online courses, email and cloud office systems are all hosted as virtual machines on ESXi/vCenter clusters with shared storage. The setup employs multi-tenancy isolation and must meet compliance and long-term retention requirements such as GDPR. In practice, they face challenges such as difficulty in achieving application-consistent backups, I/O conflicts between backup windows and host/storage systems, insufficient recovery granularity, complexity in multi-tenant data isolation and permission management, and the risk of backups being compromised in ransomware or intrusion incidents. The current solution also falls short in areas such as cross-site replication, rapid testing/drills, and deep integration with VMware features (e.g., CBT/vSphere API), making it hard to consistently meet RTO/RPO SLAs and increasing both operational workload and compliance verification burdens. Therefore, C-Consulting requires a new backup solution that offers deep integration with VMware, supports granular recovery, enables cross-site replication, reduces backup windows, and provides multi-tenancy isolation with visual monitoring. This will enhance recovery speed, minimize production impact, and simplify compliance and daily operations.

Vinchin Solution

Based on the pain points mentioned above, Vinchin provided C-Consulting with a backup and recovery solution deeply integrated with VMware, aiming for the fastest recovery and minimal impact on production.

In terms of performance and integration, Vinchin Backup & Recovery adopts agentless backup and leverages VMware native capabilities (such as Changed Block Tracking, HotAdd, and LAN-Free transport) to shorten the backup window and reduce I/O impact on ESXi/backend storage. Simultaneously, it supports automatic boot of virtual machines after recovery to enable rapid business takeover, ensuring quick restoration of access in case of failures in client-hosted services.

Regarding recovery granularity, Vinchin allows for granular recovery at the file or folder level, combined with deduplication and compression mechanisms to reduce backup storage consumption. These capabilities help retrieve only the necessary data during recovery, cutting recovery time and lowering bandwidth and storage costs.

In terms of security, compliance, and operations, Vinchin supports offsite copy and cloud archiving to prevent backups from being compromised by ransomware or tampering. It also provides a centralized web console for multi-tenant isolation, permission management, and automated recovery drills (including periodic verification of backup availability in an isolated environment). This not only meets GDPR/ISO requirements but also significantly reduces operational burden and the likelihood of human error. Overall, Vinchin directly addresses C-Consulting’s key needs in the VMware multi-tenant hosting scenario, and building a multi-copy protection system that can resist ransomware attacks and support compliance

>>>> Result

Vinchin's solution significantly improved C-Consulting’s business continuity, enabling faster service recovery and reduced downtime in the event of failures. The solution enhanced data reliability and compliance, helping C-Consulting more easily meet audit and regulatory requirements. Operations in the multi-tenant environment became more manageable. Overall, this solution reduced operational risks and long-term costs, and strengthened customer trust in their managed services.