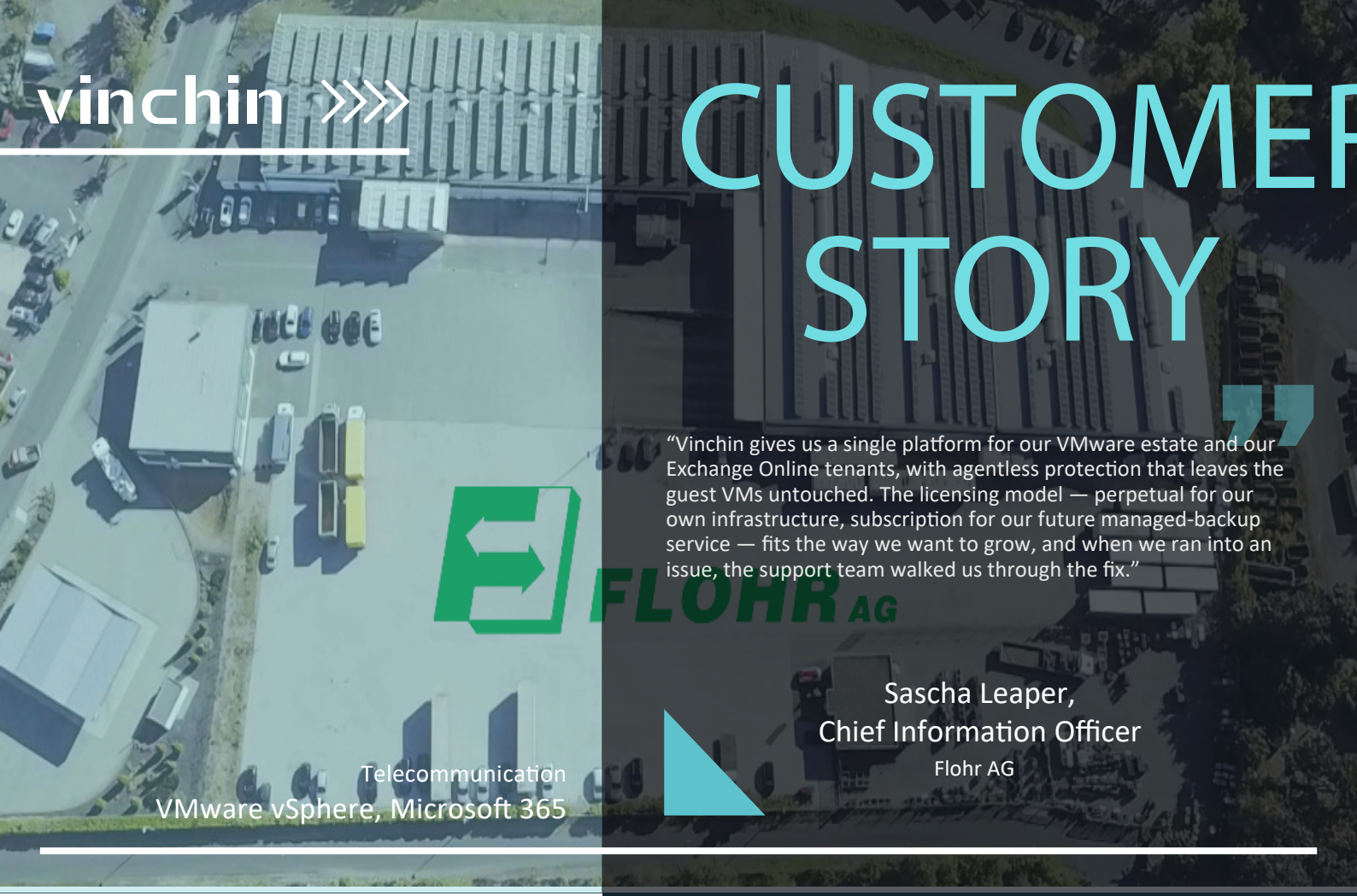
vinchin

CUSTOMER STORY



> "Vinchin gives us a single platform for our VMware estate and our Exchange Online tenants, with agentless protection that leaves the guest VMs untouched. The licensing model — perpetual for our own infrastructure, subscription for our future managed-backup service — fits the way we want to grow, and when we ran into an issue, the support team walked us through the fix."

FLOHR AG

Sascha Leaper,
Chief Information Officer
Flohr AG

Telecommunication
VMware vSphere, Microsoft 365

Business Challenge

An incumbent backup solution due for replacement
Flohr AG was running its backup environment on an incumbent, locally deployed solution that covered virtual machines and Microsoft 365. The company decided to replace it.

Branch sites too small for dedicated local backup
Flohr's environment spans a headquarters with three ESXi hosts and three branch offices with one host each — 55 virtual machines in total. For the small branch sites, local backup is a nice-to-have rather than a hard requirement.

A managed-backup service on the roadmap
Flohr is also planning to offer Backup-as-a-Service to its SME customers. The service is not in place yet, so the priority today is a platform that runs Flohr's own environment reliably — and can grow into the service later without a redesign.

Vinchin Solution

To address these needs, Flohr AG deployed Vinchin Backup & Recovery Enterprise Edition (v9.0). Installing the Vinchin backup server took about ten minutes, and the deployment now covers Flohr's own environment while following the recommended MSP architecture for the planned service offering.

Agentless VMware backup. Vinchin performs agentless VMware backup for 55 VMs across the headquarters site and the three branch offices.

Exchange Online backup. Vinchin also backs up Exchange Online for both Microsoft 365 tenants, which have 60 users in total, and it supports both full-tenant and single-mailbox granularity.

Future-ready footprint. The deployment follows an architecture that can extend to Flohr's planned managed-backup service later, with no redesign required.

Result

Flohr AG now manages all backup operations, from branch file servers to its two Exchange Online tenants, through a single platform, with the flexibility to restore entire tenants or individual mailboxes. Agentless protection keeps guest VMs untouched, avoiding additional workload overhead. The deployment also provides a foundation for Flohr's planned Backup-as-a-Service offering, with no major redesign needed. Its flexible licensing model allows the company to use perpetual licenses for its own infrastructure while adopting subscription-based licensing as its managed service grows. In addition, Vinchin's support team helped resolve an Exchange Online configuration issue during the trial, and backup jobs have been running normally since.

Question? Need support?
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