

Valley Expetec Chooses Datto SaaS Protection for Ease of Use and Affordability



The team at Datto has exceeded our expectations and they are one of our preferred vendors. We chose to migrate everything to Datto and move our entire BCDR and Networking line to Datto as well, all because of the fantastic experience we had with implementing Datto SaaS Protection.

Chris Edwards
Vice President, Valley Expetec

Chris Edwards is Vice President of Valley Expetec, a managed service provider (MSP) that has been in business since 1994, serving Central California.

Valley Expetec became a Datto partner in 2019 when they found they needed a reliable cloud backup solution. They realized that their clients' Microsoft 365 data was vulnerable because contrary to popular belief, Microsoft does not protect data loss in all scenarios and recommends its users supplement with third-party backup solutions. After assessing various cloud backup solutions, Valley Expetec standardized on Datto SaaS Protection across all of their clients to back up their Microsoft 365 data. With flexible restore options, Datto SaaS Protection gives Edwards and his team the power to restore a single file or an entire data set, quickly.

License Management

Valley Expetec has a law firm client who was standardized on Google Workspace. The firm had a critical and costly case and discovered they were missing essential files that needed to be submitted for evidence. The missing files were traced back to an employee who was no longer at the firm and although the license had been reassigned, the data was gone. With Datto SaaS Protection's license management, Edwards and his team were able to pull the backup and recover the missing documents. In reference to this event, Edwards said, "SaaS Protection saved the day and prevented a very expensive loss for the firm."

Affordable Protection

Part of the appeal of Datto SaaS Protection to Valley Expetec is the affordability. When pitching the solution to their clients, they have an honest conversation and ask them, "What would happen if your cloud data was deleted?". This is also where Edwards and team raise the issue of Microsoft not protecting data in all scenarios. The team explains that, as an IT provider, they cannot risk losing client data and clients don't want that risk either. With Datto SaaS Protection, Edwards and his team are able to save the day with quick, simple, and affordable data restores, all while earning a healthy margin.



One thing I don't have to worry about with Datto is a lack of reliability. If backups say they are good, we know they are good. And that helps me sleep at night.

Chris Edwards

Vice President, Valley Expetec

Simple to Use and Easy to Manage

Edwards and the team at Valley Expetec enjoy using Datto SaaS Protection and appreciate its ease of use. Edwards said, "SaaS Protection is unbelievably simple to use and easy to set up. It takes less than ten minutes to train our technical staff on this product and it is easy for our team to understand and implement." Edwards particularly likes that the product is managed through a single pane of glass. "If there is an issue with a backup, our support team is notified and can resolve the issue quickly."

To learn more about how Datto SaaS Protection can help your MSP efficiently and affordably secure your clients' Microsoft 365 or Google Workspace data, [schedule a demo today](#).

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