

Joint Value Proposal

At-a-Glance

Storware and Vawlt have forged a strategic partnership to deliver a comprehensive, sovereign data protection solution that combines enterprise-grade backup orchestration with multi-cloud, zero-knowledge storage infrastructure. This collaboration addresses the growing demand for ransomware-resistant, compliance-ready backup solutions that eliminate vendor lock-in while maintaining predictable costs and operational simplicity.

The result of this collaboration was the introduction of Vawlt as part of the **Storware Cloud** solution, which is a Storage as a Service offering.

About Storware & Vawlt

Storware is a European vendor of enterprise data backup and recovery systems, established in 2013 in Warsaw, Poland. Known for stability and extensive integration capabilities, Storware secures data across virtual machines, containers, cloud environments, applications, and storage providers. The company enables corporate data to be stored across multiple backup destinations including file systems, object storage, and tape, while acting as a proxy for enterprise backup providers. Storware offers support for the largest number of vendors on the market and successfully delivers products through a worldwide distribution and partner channel.

Vawlt represents the next generation of sovereign cloud storage, delivering supercloud infrastructure that grants organizations complete control over their data. With core competencies in hybrid/multi-cloud enablement, security-by-design architecture, FinOps cost optimization, and deep technical expertise in data dependability, Vawlt enables organizations to operate confidently across clouds, regions, and on-premises environments without dependency, surprises, or compromise. Vawlt's mission is to foster a world where data security and sovereignty are effortlessly safeguarded.

Common Customer Pain Points Solved by this Partnership

- **Ransomware vulnerability** in traditional backup repositories
- **Vendor lock-in** and unpredictable cloud storage costs
- **Complex compliance requirements** (GDPR, NIS2, DORA, EU Data Act)
- **Data sovereignty concerns** and regulatory alignment challenges
- **Multi-cloud complexity** without operational overhead
- **Limited backup destination flexibility** and exit strategy concerns
- **Inconsistent data protection** across diverse workloads
- **Time-consuming deployment** of secure, offsite backup infrastructure

Joint Value Proposal

Mutual benefits of Storware & Vawlt

End-to-End Data Protection Pipeline

Storware orchestrates comprehensive backup policies, application-consistent snapshots, cataloging, and fast recovery workflows across VMs, containers, SaaS platforms, and endpoints. Vawlt provides the sovereign, multi-cloud repository where backups land—immutable, encrypted with zero-knowledge architecture, and resilient by design. Together, they deliver complete protection from source to secure offsite storage.

Ransomware Resilience by Design

Storware's backup policies combine with Vawlt's storage-layer protections including policy-based immutability (WORM), continuous snapshotting, and delete protection to create layered defense. This enables rapid, point-in-time recovery from known-good states while ensuring backup integrity cannot be compromised.

Simplified 3-2-1-1-0 Strategy

Storware manages the "3 copies/2 media" logic and recovery workflows, while Vawlt delivers the "1 offsite + 1 immutable" requirement through zero-knowledge encryption, policy-based immutability, and cloud-scale erasure coding—all without vendor lock-in.

Sovereignty & Compliance Alignment

The joint solution addresses GDPR, NIS2, DORA, and EU Data Act requirements through Storware's workload coverage and retention policies combined with Vawlt's data-location control (EU residency options), zero-knowledge encryption, transparent cloud switching capabilities, and auditable operations.

Multi-Cloud Without Complexity

Storware targets standard repositories (S3, NFS/filesystem), while Vawlt transparently distributes data across multiple clouds and locations through a single endpoint. Organizations achieve geographical and provider diversity with unified management and predictable billing.

Operational Simplicity

Both solutions integrate seamlessly—Vawlt presents standard S3-compatible and filesystem endpoints that Storware treats as any compatible offsite repository. No workflow changes are required, enabling rapid deployment while maintaining familiar operational processes.

Performance & Cost Optimization

Storware optimizes backup and restore workflows while Vawlt adds intelligent caching, parallelization, and FinOps-driven cost controls. This combination keeps RTO/RPO targets tight and costs predictable while leveraging optimal price-performance across multiple cloud providers.

Joint Value Proposal

Customer empowered by Storware and Vawlt

Geography: Global reach with particular strength in EU markets requiring data sovereignty

Industries: Financial services, healthcare, manufacturing, telecommunications, MSPs, hosting providers, and organizations with stringent compliance requirements

Current Infrastructure: Organizations using diverse backup solutions seeking consolidation, VMware environments planning transitions, and companies requiring sovereign, multi-cloud backup strategies

Compliance Needs: GDPR, NIS2, DORA, EU Data Act alignment with data residency requirements and vendor independence mandates

Operational Profile: IT teams seeking simplified multi-cloud backup without vendor lock-in, predictable costs, and minimal deployment complexity

Key Requirements: Ransomware protection, regulatory compliance, cost control, operational stability, and future-proof data protection strategies

Frequently Asked Questions:

Storware

How does Storware ensure comprehensive workload protection?

Storware delivers enterprise backup and recovery across virtualization platforms, container environments, databases, SaaS applications, and endpoints through unified policy management, automated scheduling, and proven recovery workflows developed over 10+ years serving 4,000+ customers worldwide.

What licensing options does Storware provide?

Storware offers both subscription-based and perpetual licensing models with flexible terms. Customers can evaluate the solution through free trials to explore enterprise-grade backup and recovery capabilities tailored to their specific business requirements.

Vawlt

How does Vawlt deliver truly sovereign storage?

Vawlt's supercloud architecture encrypts data with zero-knowledge encryption, fragments it through erasure coding, and distributes it across customer-chosen cloud providers and regions. This ensures data sovereignty, eliminates single points of failure, and enables transparent cloud switching without service interruption.

What makes Vawlt different from traditional cloud storage?

Unlike single-vendor cloud storage, Vawlt abstracts multiple cloud providers into a unified storage fabric with customer-controlled data placement, predictable pricing, built-in redundancy, and the ability to switch providers transparently — eliminating lock-in while maintaining performance and compliance.

Joint Value Proposal

How to Get Started

The implementation follows a structured, risk-free approach:

1. **Architecture Assessment & Planning** – Review current backup infrastructure and design optimal Storware + Vawlt integration aligned with compliance and performance requirements
2. **Pilot Deployment** – Deploy proof-of-concept with guided setup of Storware policies and Vawlt repositories, including cloud/region selection and security configuration
3. **Production Migration** – Systematic migration of backup workloads to the joint solution with expert support and validation
4. **Optimization & Scaling** – Performance tuning, cost optimization, and scaling to additional workloads and locations

Each step ensures seamless transition with minimal disruption to existing backup operations while achieving enhanced security, compliance, and cost predictability.

Contact Information

Learn More About the Joint Solution:

- Visit Storware: www.storware.eu
- Visit Vawlt: www.vawlt.io
- Request joint consultation and architecture review

Next Steps: Contact either partner to schedule a demonstration of the integrated solution and discuss specific requirements for your data protection and sovereignty needs.

Delivering sovereign, resilient, and compliant data protection through the power of partnership.