

Joint Value Proposal

At-a-Glance

Storware and Canonical have combined their expertise to deliver enterprise-grade backup and recovery for cloud workloads. As one of the leading contributors to the OpenStack ecosystem, Canonical, together with Storware, offers a validated solution that strengthens data protection for modern private cloud environments.

With seamless integration into Canonical OpenStack, Storware Backup and Recovery delivers agentless backup and recovery capabilities that protect virtual machines, cloud workloads, instances, and Glance images while minimizing operational overhead. The solution is suitable for a wide range of deployments, from traditional on-premises infrastructures to large-scale private clouds.

Jointly tested and validated, Storware Backup and Recovery on top of Canonical OpenStack enables organizations to simplify backup operations, enhance cyber resilience, and ensure business continuity while maintaining a low total cost of ownership (TCO). It is an ideal choice for enterprises seeking a robust, reliable, and fully supported data protection platform for their OpenStack environments.

About Storware and Canonical

Storware is a European provider of enterprise-grade data backup and recovery solutions, established in 2013 in Warsaw, Poland. Its platform, Storware Backup and Recovery, ensures data continuity across multi-vendor environments by protecting workloads at every stage — at rest, in transit, and at scale. Trusted by over 4,000 organizations, including Disney, Cisco, and Lenovo, Storware delivers flexible licensing and global availability through a strong partner network.

Canonical is the company behind Ubuntu and a leading provider of open source infrastructure solutions. Founded in 2004 and headquartered in London, England, Canonical has grown alongside the global Ubuntu community, contributing to the development and adoption of open-source technologies. Its portfolio is designed to help organizations embrace trusted open source while reducing the complexity of modern software development and IT operations. Canonical provides a comprehensive set of building blocks spanning the entire technology stack, from the operating system and bare metal to cloud platforms and applications. Canonical's solutions enable businesses to build, deploy, and manage scalable, secure, and cost-effective solutions across the entire technology stack.

Common Customer Pain Points Solved by this Partnership

- Vendor lock-in
- Limited infrastructure control
- Unpredictable cost
- Security concerns - data sovereignty and compliance requirement
- Need for low-latency infrastructure
- Requirements for high availability (HA) and multi-tenancy

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Mutual benefits of Storware and Canonical:

Seamless integration with Canonical OpenStack:

Storware Backup and Recovery integrates natively with Canonical OpenStack through the Horizon dashboard, enabling rapid deployment and effortless adoption within existing cloud environments. The integrated Horizon plugin allows administrators and tenants to manage data protection directly from the familiar OpenStack interface. Backup, restore, and scheduling operations can be configured in just a few clicks, eliminating the need to switch between multiple management tools. With an intuitive, user-friendly dashboard, Storware provides complete visibility into backup operations, including job management, monitoring, reporting, and recovery status. The result is a streamlined backup experience that simplifies administration while ensuring reliable protection for mission-critical cloud workloads.

Secure, Compliant, Sovereign:

Digital sovereignty has become a strategic priority for organizations seeking greater control over their data, infrastructure, and IT operations. Together, Canonical and Storware enable enterprises to build secure, sovereign cloud environments that align with regulatory, security, and business requirements. Built on open-source technologies, Canonical OpenStack gives organizations full ownership and control of their infrastructure, eliminating dependence on proprietary cloud platforms. Its modular architecture allows customers to design and scale a private cloud tailored to their operational needs while meeting data residency and compliance obligations. As European companies, Canonical and Storware understand the importance of protecting sensitive data in accordance with European standards and regulations. Their joint solution helps organizations maintain control over where data is stored, who has access to it, and how it is processed—delivering a trusted foundation for secure and compliant cloud operations.

Optimize costs without compromising capabilities

Canonical OpenStack enables organizations to maximize hardware utilization, eliminate vendor lock-in, and replace unpredictable public cloud expenses with a transparent and sustainable cost model. Combined with Storware Backup and Recovery, the solution further optimizes Total Cost of Ownership (TCO) through flexible licensing, centralized management, and efficient data protection across virtual machines, containers, and cloud-native workloads. Built-in storage optimization and a unified management platform reduce infrastructure requirements and administrative overhead, allowing IT teams to protect more while spending less.

Complete cloud recovery:

Storware Backup and Recovery extends Canonical OpenStack with comprehensive data protection, safeguarding not only virtual machine workloads but also their associated metadata. Virtual machine configurations, networking, and storage mappings are protected alongside application data, enabling consistent and reliable recovery. The result is faster disaster recovery, reduced operational risk, and greater confidence in business continuity for mission-critical private cloud environments.

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Mutual benefits of Storware and Canonical:

Multi-tenant data protection:

Designed for enterprise and service provider environments, Storware Backup and Recovery fully supports the multi-tenant architecture of Canonical OpenStack. The solution enables secure and efficient data protection across multiple projects and tenants while maintaining strict isolation and administrative control. Native integration with the Canonical OpenStack Horizon dashboard allows backup and recovery operations to be managed from a familiar interface. Combined with role-based access control (RBAC), granular backup policies, and delegated administration, Storware empowers organizations to protect multi-tenant cloud environments without compromising security, flexibility, or operational efficiency.

Customer-centric partnership:

Technology is only part of the solution, expert support makes the difference. Canonical and Storware are committed to a customer-first approach, providing the flexibility to choose the deployment and support model that best fits your organization's needs. From implementation to day-to-day operations, customers benefit from responsive technical assistance, enterprise-grade support, and expert guidance whenever it is needed. Whether operating the environment independently or preferring operational support, Canonical and Storware work together to ensure a reliable, secure, and seamless experience throughout the entire lifecycle of the private cloud.

Customer empowered by Storware and Canonical:

- **Geography:** Primarily within Europe for EU sovereignty requirements and North America, but also worldwide.
- **Domain:** Mid-sized to large enterprise IT organizations operating across the telecommunications, information technology, logistics, and public sector (government) industries. .
- **Key need:** Enterprises looking to migrate from proprietary solutions, repatriate their workloads from public cloud, adopt a modern private cloud platform, or build a sovereign cloud, seeking to modernize and expand their private cloud strategy as an alternative to public cloud providers.
- **Engagement model:** Direct and Channel sales.
- **Hardware setup:** Infrastructure designed in accordance with [Canonical OpenStack reference architectures](#), ensuring compatibility with validated and supported configurations for compute, storage, and networking in enterprise-grade deployments.
- **Experience level:** No previous experience required. In case of unfamiliarity with Canonical OpenStack, Canonical offers No additional certification required. professional training courses. These are multi-day hands-on courses that guide infrastructure teams through all aspects of Canonical OpenStack's architecture and teach how to monitor, troubleshoot, scale out, patch, and upgrade production clouds. Additionally, Canonical also offers managed private cloud services that span end-to-end operations and maintenance of the cloud. It includes 24/7 monitoring, incident and problem management, capacity planning and recurring procedures, such as upgrades.

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Frequently Asked Questions:

How does Storware protect OpenStack workloads?

Storware Backup and Recovery, recognized as #1 for OpenStack data protection solution, enables organizations to ensure data availability, meet compliance requirements, and handle growing data volumes. The platform offers deep integration with OpenStack through Horizon plugin, addressing key production challenges such as fast and granular synchronization, enhanced backup metadata protection, and support for core enterprise needs including multitenancy and scalability.

How does Canonical OpenStack by Canonical relate to OpenStack?

Canonical OpenStack is Canonical's enterprise distribution of the OpenStack open-source cloud platform. Canonical OpenStack offers an opinionated design built on cloud-native architecture with full bottom-up automation. One can bootstrap and operate the cloud with ease through an intuitive command-line interface and high level abstraction. In addition, Canonical provides long-term security maintenance and enterprise support. This enables organizations to build and operate a production-ready private cloud with the flexibility of open source and the reliability required for enterprise environments.

How to get started with Canonical OpenStack?

There are several ways to get started with Canonical OpenStack. One can self-deploy Canonical OpenStack by relying on public-facing materials, such as [product documentation](#) and [tutorials](#). Canonical also offers deployment services through which the best architectural fit is designed according to the use case and requirements. Once the cloud is built, tested, and validated, it is handed over to the customer, who retains full operational control. Canonical also offers an optional fully managed service, in which case Canonical continues to operate the cloud on the customer's behalf until the customer is ready to take over operational control.

How does Canonical OpenStack integrate with Storware Backup and Recovery?

Storware Backup and Recovery integrates natively with Canonical OpenStack, delivering seamless, agentless data protection for cloud workloads. By leveraging OpenStack APIs, the solution performs automated, incremental backups and rapid recovery without requiring agents on Ubuntu compute nodes or virtual machines, minimizing operational overhead. To provide a consistent user experience, Storware includes a native Horizon plugin that integrates directly with the Canonical OpenStack dashboard. This enables administrators to configure backup policies, schedule protection jobs, monitor operations, and perform restores from the familiar OpenStack interface, simplifying day-to-day management while ensuring enterprise-grade data protection.

Can Storware Backup and Recovery use S3-compatible storage with Canonical OpenStack?

Storware Backup and Recovery supports a wide range of backup storage destinations, enabling organizations to choose the option that best fits their infrastructure and data protection strategy. Supported targets include S3-compatible object storage, as well as other supported storage repositories. This flexibility allows backups to be stored securely on-premises or in hybrid environments while leveraging existing storage investments.

Contact

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Learn more about [Canonical OpenStack](#)