OBJECT FIRST

Case Study

Vinos América Achieves Absolute Immutability and a 2-Hour RPO with Object First

> **"What we achieved with Object First simply wasn't possible with our previous solution. Object First ensures greater business continuity and significantly reduces the risk of cyber incidents."**
>
> **Moisés Saldaña Ramírez,** Infrastructure and IT Coordinator, Vinos América

Introduction and Executive Summary

Vinos América is one of Mexico's leading distributors of wines and spirits, with more than 600 employees spread across its headquarters in Guadalajara and its offices in Puerto Vallarta and San Luis Potosí.

Faced with the rise in ransomware attacks in the region and an increase in threats targeting organizations in its industry, Vinos América recognized the need to **strengthen the protection of its backups and ensure the recovery of its critical data.**

Vinos América **selected the Object First backup appliance for its Absolute Immutability**, native integration with Veeam, and ease of implementation, achieving a **two-hour RPO** and more efficient data recovery.

The Challenge

Before implementing Object First, Vinos América managed its Veeam backups using Windows Server-based storage, which left the company exposed to several critical risks:

- **Lack of immutability:** Weak access controls allowed a malicious actor—or even an internal error—to alter or delete data.
- **Ransomware risk:** Recent attacks in the region made backup security an increasingly urgent concern.
- **Slow database recovery:** Restoring SQL Server databases was very slow—in some cases, taking up to three hours—which prevented the company from meeting its recovery time objectives (RTOs).

VINOS AMÉRICA

Company:
Vinos América

Partner:
Capital IT

Industry:
Food & Beverage

Country:
Mexico

Solution:
Object First Appliance

Results:
Achieved a two-hour RPO, backups protected with Absolute Immutability, improved recovery performance, and reduced IT administrative costs

© 2026 Object First. All rights reserved. All trademarks are the property of their respective owners. Errors and Omissions Excepted

According to Moisés Saldaña, Vinos América's infrastructure and IT coordinator, all of this put Vinos América's operations at risk:

"A cyberattack could disrupt our ordering and distribution systems, delay shipments to consumers, and even affect our ability to manage inventory accurately. If supplier or customer information were compromised, that could seriously damage those relationships. For a company that relies heavily on supply chain coordination, logistics, and customer trust, cyber resilience is essential."

The Solution

To address these vulnerabilities, Vinos América sought a backup storage solution that offered high performance, seamless compatibility with Veeam, and, most importantly, immutability. Engineer Moisés Saldaña explained:

"Immutability is very important to us because it ensures that critical data cannot be altered—whether by mistake, an internal failure, or a security incident. This gives us greater confidence in the integrity of our information and in our ability to recover from any eventuality."

Vinos América turned to its trusted technology partner, Capital IT, to identify the most suitable solution.

Raúl Zaragoza, Infrastructure and IT Manager at Capital IT, explained the process:

"We conducted a detailed technical assessment to understand the customer's existing backup architecture. We identified the need for a solution that would protect their backups against threats such as ransomware and accidental deletion, with 24/7 ongoing support and extended retention capabilities."

"Object First stood out as a ready-to-use, immutable backup solution designed to integrate natively with Veeam environments. Its operational simplicity, robust security, and scalability perfectly aligned with the client's requirements without adding unnecessary complexity."

Capital IT supported Vinos América throughout the project, working closely with Object First from the initial solution design through operational validation.

During the process, Vinos América evaluated various alternatives, including tape storage, hardened servers, and cloud servers. However, Object First emerged as **the most suitable option thanks to its combination of security, operational simplicity, and native integration with Veeam.**

Ease of implementation was also a key differentiator. Moisés Saldaña noted: **"The implementation was very quick, since the team arrived prepared and ready to connect to my infrastructure. The overall experience was positive."**

© 2026 Object First. All rights reserved. All trademarks are the property of their respective owners. Errors and Omissions Excepted

The Results

The implementation of Object First enabled Vinos América to resolve all of its backup storage challenges and achieve significant operational improvements:

- **Absolute immutability:** Backups are now fully protected against tampering or deletion; not even an administrator with the highest privileges or an attacker with access to the backup storage can modify or delete the data.
- **Two-hour RPO achieved:** Vinos América now guarantees a two-hour recovery point objective (RPO), ensuring that more business-critical data can be recovered in the event of an incident.
- **Faster recovery:** Improved backup and restore performance reduces the risk of prolonged downtime, helping the company maintain supply chain continuity and protect customer relationships.
- **Reduced administrative burden:** The platform simplifies backup management, freeing up the IT team to focus on more strategic tasks rather than routine maintenance.

Moisés Saldaña summarized the overall impact of the project: **"What we achieved with Object First simply wasn't possible with our previous solution. Object First ensures greater business continuity and significantly reduces the risk of cyber incidents."**

Raúl Zaragoza, Engineer, agreed: **"Since implementation, Vinos América has benefited from immutable backups that are fully protected against ransomware and accidental deletion; 24/7 support for three years, ensuring continuous operational peace of mind; extended retention of business-critical data; and greater visibility and control over the backup environment."**

Conclusion

By implementing Object First, Vinos América gained more than just a new backup storage solution. It now has the assurance that its data is protected, recoverable, and resilient against the ransomware threats that its competitors have already suffered.

The combination of absolute immutability, native integration with Veeam, and rapid deployment enables Vinos América to meet its recovery objectives while safeguarding the continuity of its operations and the trust of its customers.

For its part, Capital IT recognized the project as a great success for Vinos América, but has also seen significant benefits for its own business. Raúl Zaragoza commented: **"The partnership with Object First allowed us to offer a differentiated solution with technology specialized in data immutability. This positions us as a trusted strategic partner, capable of addressing critical security and business continuity needs, providing real and tangible value to our clients."**

Looking ahead, Vinos América plans to continue its relationship with Object First. Moisés Saldaña noted: **"We'll be keeping a close eye on Object First to continue improving information security and business continuity."**

© 2026 Object First. All rights reserved. All trademarks are the property of their respective owners. Errors and Omissions Excepted