

Stock Distribuidora builds its South America cloud business with Virtuozzo Hybrid Infrastructure

Stock, a leading Brazilian distributor, partners with Virtuozzo to enable Anything-as-a-Service for MSPs and CSPs across South America, through its reseller network.



Virtuozzo Hybrid Infrastructure provides a streamlined, high-performance solution for public, private and hybrid cloud



Virtuozzo enables rapid time-to-market and time-to-revenue for Stock's service provider customers



Virtuozzo's usage-based pricing makes cloud adoption easy for service providers and their customers



Virtuozzo is the best cloud solution on the market for service providers. It's as simple as that.

Luiz Fernando

Director for Strategy and Market Development,
Stock Distribuidora



Stock Distribuidora is a Brazilian software distributor that specializes in security, backup and cloud software for service providers, primarily based on Virtuozzo and Acronis.

Stock has more than 450 MSP partners in Brazil, and plans to expand its operations in 2022 with new partners in Chile, Colombia, Ecuador and Paraguay – and then in Portugal.

“It is easy to define what we do,” says Director for Strategy and Market Development, Luiz Fernando. “As one of the leading distributors in the region, we make best-in-class solutions like Virtuozzo and Acronis SaaS accessible for MSPs, and easy to use to grow their business.”



Cloud and security are driving the market

Stock’s cloud platform of choice is Virtuozzo Hybrid Infrastructure – a production-ready Open-Stack cloud platform that enables Managed Service Providers and Cloud Service Providers to sell Infrastructure-as-a-Service, Security-as-a-Service, Backup-as-a-Service, Storage-as-a-Service and much more. Naturally, security plays a key role in these solutions.

“We facilitate the service provider’s life, so they can spend less time trying to understand solutions, and more time focusing on growth. With Virtuozzo it’s easy to achieve rapid results,” Luiz says.

“And, we found a tremendous opportunity with Acronis to add even more value to our customer’s operations. Every project today is always related to cloud, cyber protection, cyber security and high productivity,” says Luiz. “Our customers have access to a complete package of virtualization and security solutions within the Virtuozzo-Acronis-Stock ecosystem.”



Usage-based for the market

According to Luiz, the ability for any MSP to configure customer IT environments with an easy-to-use platform, that has a user-friendly pricing model, has changed the market forever.

“Working with the Virtuozzo team has been great – they have the same objectives as us, and give the support we need to help our resellers and customers to be successful”

“Monthly Recurring Revenue is the best business model for all entities in the value chain: it is very democratic,” says Luiz. “Since 2008 all companies have struggled to find capital for investments. With MRR the entire chain benefits - Vendors, Distributors, MSPs, CSPs and end customers, from this business model.”

New VDI developments

Stock and Virtuozzo teams are now working together to develop a new VDI (Virtual Desktop Infrastructure) capability for Brazil and other Latin American countries.

“The Virtuozzo SaaS and Acronis SaaS platforms suit this market perfectly. They make the Service Provider’s life easier - whether it’s for public cloud, private cloud, hybrid cloud or storage – with a wide range of anything-as-a-service capabilities available too.”