



PARTNER CASE STUDY: BMIT

KEY FACTS



Industry:

Data Centre Provider

Location:

Malta

Contact:

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Launched in 2003, BMIT is a Malta-based firm offering a comprehensive range of data centre services to a pan-European client base.

As a market leader, the secret to BMIT's success is a constant drive to build on their facilities and proficiency, across numerous emerging technologies. BMIT recently chose Altaro to ensure safe, extensive data backup for their customers, and the move was a truly positive experience.

THE CHALLENGE

BMIT's core business is currently hosting and colocation services, providing a one-stop tech solution to a varied customer base.

Over the last few years, the firm have directed their efforts toward virtualization and cloud infrastructure, and were looking for a solid backup companion for such technologies. Altaro fit the bill in terms of pricing and features, and with reputation and industry integrity at the heart of both firms operations, BMIT felt like they could place their trust in Altaro's product.

THE SOLUTION

Following a test drive of Altaro's free version, BMIT were happy with the results and decided to sign up to Altaro's full features.

"We found Altaro's pricing model to be very competitive." says Gordon Bezzina, BMIT's CTO.

"We were truly impressed with the value for money presented by the product." and as such, BMIT can now offer a secure backup solution to customers alongside their full data centre portfolio.

THE BENEFITS

Altaro's customer-focused approach is a hit with BMIT, who single out **"quick and efficient support"**, plus Altaro's live chat option for praise. Furthermore, Altaro's feature list compares favourably with other products in the segment according to BMIT.

In choosing Altaro, BMIT can offer their clients speedy full system recovery and single file restores alike - and with minimal resource usage.

"This allows us to have a single backup file that can be used both for file level restores as well as full system restores" adds Gordon Bezzina.

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