



PARTNER CASE STUDY: Gemini Group

KEY FACTS



Industry:

Customer Support
and Services

Location:

United Kingdom

Contact:

Mike Whelan,
Director at Gemini IT

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Gemini Group sells and supports school and office technology solutions from its offices in Carlisle, Cumbria, in the North of England. The business operates in three related sectors: the fields of networks, communications and IT. Part of its IT offering includes hosted servers and support for cloud computing.

THE CHALLENGE

In 2015, Mike Whelan, Director at Gemini IT, decided to investigate backup technology solutions on the market. He was looking for a tool that would enable Gemini's IT division to better support its customers with their backup and recovery processes.

Mike says:

"Some of our customers were already using a backup product but the support offered by the solution provider was non-existent. We wanted to source an effective backup solution which came with great support. Proven, good support was the main criteria when we began looking for a new technology partner."

THE SOLUTION

Gemini looked at various vendors, including Altaro. Mike explains why Gemini selected Altaro's VM Backup solution:

"We settled on Altaro because it does exactly what it says on the tin. It works. It is competitively priced and support is fast and easy. Altaro VM Backup delivered everything we wanted in a backup solution."

Altaro VM Backup is a great choice for anyone wanting to backup Microsoft or VMware virtual machines reliably, easily and affordably.

It offers:

- A single intuitive management console from which to manage and access all backup jobs
- Automated data verification for peace of mind
- Support for both Hyper-V and VMware environments, plus Exchange Server, SQL VMs and a wide range of backup media
- Flexible backup destinations
- The power and granularity needed to restore your virtual environments rapidly
- Complete scalability – from single VMs to large-scale clusters

Because of the advantages the Altaro VM Backup solution offers, Gemini quickly moved away from its existing backup solution to the Altaro solution.

THE BENEFITS

The Gemini IT team has been pleased with the performance of Altaro VM Backup and the support it has received from the Altaro team.

"Altaro VM Backup covers the complete range of requirements – from the home PC to the virtual platform and everything in between. It is easy to license and purchase, which is ideal for us."

"It is also competitively priced. It is cheaper than a lot of the other comparable solutions. But, for us, although compelling, price was not the determining reason to choose Altaro. For us, the determining factor was Altaro VM Backup's ease of use and consistency. Put simply: it works."

DOWNLOAD YOUR 30-DAY TRIAL HERE: www.altaro.com/download

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