



## CUSTOMER CASE STUDY: Heimbau Breisgau eG

### KEY FACTS



Heimbau Breisgau eG

**Industry:**

Real Estate

**Location:**

Freiburg, Germany

**Number of Employees:**

20

**Contact:**

Frank Weingärtner,  
Authorised Officer and  
Division Manager

[www.heimbau-breisgau.de](http://www.heimbau-breisgau.de)

BSC Computer Systeme GmbH is an IT service provider for businesses and one of Altaro's Gold partners for the German market, serving small and mid-market businesses such as their client Heimbau Breisgau eG, which recently switched to VM Backup.

### THE CHALLENGE

Heimbau Breisgau eG were not happy with their previous backup solution since they found it too complex for practical use and it was not meeting their requirements.

Heimbau Breisgau eG required a system that was quick and easy to use, while also being reliable and transparent.

The cost of renewing their previous software was also a factor, when compared with the price of installing and using Altaro. Having a fast implementation at a good price was therefore, essential.

## THE SOLUTION

Heimbau Breisgau eG had already been working with and trusted BSC Computer Systeme GmbH.

*“There was no question that switching to Altaro was the right move”,*  
as Frank Weingärtner explained.

Altaro provided an easy and cost-effective solution for installing the software and setting up backups.

The whole process to switch to VM Backup took less time than uninstalling the old backup software.

## THE BENEFITS

The price for Altaro’s VM Backup was well-suited to Heimbau Breisgau eG, especially when compared to the renewal costs of the old backup software.

Altaro has a clear central management console, which makes restoring backups so easy to use do that “we can do it ourselves”, as Frank Weingärtner stated.

*“If any assistance is required, Altaro are always on hand to help and assist if any issue should arise.”*

In Frank Weingärtner’s words:

*“The price to performance ratio of Altaro VM Backup is simply unbeatable.”*

**DOWNLOAD YOUR 30-DAY TRIAL HERE: [www.altaro.com/download](http://www.altaro.com/download)**

# ALTARO

**T (UK):** +44 (0) 203 397 6280 | **T (US):** +1 (919) 251 6279  
**E:** [info@altaro.com](mailto:info@altaro.com) | **www.altaro.com**



**Microsoft Partner**  
Gold Application Development