



CUSTOMER CASE STUDY: PROGECO BILBAO S.A,

KEY FACTS

**Industry:**

Transport, containers and storage

Location:

Bilbao, Spain

Contact:

Juan José Pérez Román,
Managing Director

progecobilbao.com

Gesmae Informática is an Altaro Gold Reseller based in Spain that operates under TowersIT, which distributes our platform to businesses in the region.

One of Gesmae's clients is PROGECO BILBAO S.A, a company that offers specialised professional services related to storage, distribution and transport of goods for industrial and commercial customers.

THE CHALLENGE

Like many companies, PROGECO BILBAO S.A, was facing many options for backing up its data, however using different tools to handle this process could lead to a fragmented and decentralised situation, with mounting software licensing costs. In fact, the company was used to making backups for every machine separately.

On recommendation of their IT team, Gesmae Informática, they decided to implement Altaro in order to centralize backups in their virtualized environment with Hyper-V.

THE SOLUTION

Now armed with a single, holistic solution that was agile and secure, PROGECO BILBAO S.A, could secure their data both locally and remotely, while reducing costs at the same time.

With Altaro's centralised backup management console, the company could carry out remote backups and manage them from anywhere using the web-based system.

"Restore tests performed both locally and remotely yielded very satisfactory results."

THE BENEFITS

Since Altaro has a free edition license for SMEs, PROGECO BILBAO S.A, could test the platform in detail on different physical servers, which allowed them to see its potential.

"As an added benefit, we had access to Altaro's great technical support, even with the free license," said managing director Juan José Pérez Román.

Value for money and the range of features on the platform were the key factors that ultimately led PROGECO BILBAO S.A, to choose Altaro VM Backup for managing backups across different virtual servers more effectively.

"Altaro is one of the most competitive systems out there. Whereas for the same operating costs we used to license only a single host, we can now license three,"

Pérez Román added.

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

