



CASE STUDY: Saylor Computer Consulting

KEY FACTS



Industry:

IT Service Provider

Location:

United States

Contact:

Chris Saylor, Owner

Saylor Computer Consulting (SCC) is a local IT company providing expert managed services to small and medium sized businesses and organizations throughout Southern and Northern California, USA. Based in Long Beach, and with offices located in the lower East Bay Area in Northern California, the business's mission is to 'replace technology pain with reliability, security and experienced people who really care... in the moment and with an eye for the long-term'.

THE CHALLENGE

Chris Saylor is the owner of Saylor Computer Consulting. He says his years in the IT sector have taught him to be proactive rather than reactive.

This means Chris likes to stay ahead of various technologies and market offerings:

"I was researching and evaluating some of the larger backup software offerings, and I was not confident that they were easy to use or easy to restore in the event of a disaster."

THE SOLUTION

As a result, Chris began to seek out better backup software options.

"I'm a member of Spiceworks, and fellow Spiceheads raved about the Altaro VM Backup product. I realized I'd better look into it."

Altaro VM Backup provides users with the tools to implement and execute a solid disaster recovery plan for Hyper-V. It is an easy-to-use, fast and reliable backup solution designed to

take the hassle out of backing up Microsoft Hyper-V virtual machines.

"What I immediately loved about Altaro VM Backup is the interface. It is very simple to figure out, and installs without snags. Sure, I love technical things, and can find my way around Command Line interfaces and so on but, when I am starting to use a new product, I don't want to learn it for months on end. Altaro installed with a breeze, no errors. And it plain works."

THE BENEFITS

Chris is very clear about the benefits of the Altaro VM Backup solution: a feature-rich solution with incredible ease of use. He says:

"The software works. It emails me status reports. It installs across separate hosts without issues. And the price is very reasonable. Plus, Altaro is different to other big name companies – I had troubles just getting a price quote from its competitor. But Altaro has been great."

Knowing he can rely on his backup system is vital for a consultant like Chris. Recently, he took on a new client where the systems he inherited were configured in RAID 0.

"This is the very worst scenario; it provides no redundancy when a drive buys the farm. Unfortunately for this client, a host lost a D: data partition where one of the VMs sat. It happened to be a domain controller. Luckily I was testing Altaro at this client. It seemed like the perfect time to put Altaro to the test! I clicked restore and within twenty minutes I had spun up the machine and was on my way! Wow, it even installed it right back into my Hyper-V Manager."

This experience has made Chris a firm advocate of Altaro VM Backup.

"It earned my business and I will continue to recommend all the Altaro backup products to my customers!"

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