



## CUSTOMER CASE STUDY: Top US research university

### KEY FACTS

**Company name:**  
Top US research university

**Location:**  
Cambridge, MA, USA

**Industry:**  
Education

**No of Employees:**  
12,607

**Hypervisor supported:**  
VMWare

#### Interviewee:



Robert Arlt Jr.,  
Senior Systems  
Support Engineer

\* The opinions expressed here are those of Robert Arlt Jr. and not MIT.



### TOP US RESEARCH UNIVERSITY MAKES SPACE SAVINGS OF 83% IN ITS BACKUP STORAGE THANKS TO ALTARO'S AUGMENTED INLINE DEDUPLICATION

Through its use of Altaro VM Backup, a top American research university makes 83% space savings in its backup storage, thanks to Altaro's Augmented Inline Deduplication. This functionality reduces the volume of data to transfer, improves backup and restore speed, and saves users storage space, bandwidth and time.

Robert Arlt Jr., Senior Systems Support Engineer, Massachusetts Institute of Technology (MIT)\* experienced this when he started using Altaro VM Backup: "I am backing up 10.14 TB, taking up 1.72 TB in backup storage after deduplication and compression for 83% space savings," he explained.

### "A PARTNER RATHER THAN A VENDOR"

Altaro's technical support team, with their Lightning Fast Call Response Guarantee of up to 30 seconds, struck the right chord too.

*“Interactions with Altaro have been fast, helpful, and pleasant. I didn’t feel like Altaro was pushy like other vendors, nor did I have to harass Altaro to get what I wanted. Altaro feels like a partner more than a vendor.”*

## **COMPETITIVE FEATURE SET**

Describing why he chose Altaro VM Backup, Robert explained: “I needed a replacement for vSphere Data Protection (VDP) - a client-less VMWare VM backup solution. I attempted to consider all the possible options and in fact, I evaluated 9. Altaro was competitive in features and price and was sold by one of our preferred vendors.”

The client-less aspect was particularly important to him:

*“I need a product like Altaro because I don’t administer all the machines that I host. Therefore, it is very difficult to ensure things are backed up if using a solution that requires a backup client.”*

## **FLEXIBILITY AND COMPATIBILITY WITH VSPHERE 6.7**

Another critical factor for Robert is Altaro VM Backup’s hassle-free compatibility with vSphere 6.7.

*“I now have a VMWare backup solution that is compatible with vSphere 6.7. I didn’t need to purchase any new hardware and have great flexibility in where to store my backups.”*

He added:

*“I was pleasantly surprised by Altaro’s ability to back up VMs with snapshots, as that was an ability VDP did not have that I hadn’t looked for or expected.”*

## **FAIR, FUSS-FREE PRICING**

Robert was impressed with the level and range of functionality offered in Altaro VM Backup: “I have entirely dual socket hosts so for me the pricing model is ideal,” he said, adding that the features sets offered by the different editions of the product “make a lot of sense”.

*“I was frustrated by the competition putting one feature I wanted with a whole set of others I didn’t need at a premium. But with Altaro I get exactly the features I want at just the right price.”*

He loves the value offered by Altaro:

*“The feature set for the price is unbeatable in my opinion.”*

## ABOUT ALTARO

Altaro is a fast-growing developer of easy-to-use backup solutions for managed service providers (MSPs), IT resellers and IT departments. It specializes in backup for virtualized and cloud environments, providing affordable enterprise-class functionality while avoiding unnecessary features that add cost and undue complexity. With 40,000+ customers worldwide, 9,000 partners globally and 1,000 MSPs to date, the company's flagship solution is Altaro VM Backup, which has gained traction as the natural choice for Hyper-V and VMware backup and replication. Altaro also provides a solution to back up and restore Office 365 mailboxes, Altaro Office 365 Backup. Both are also available as monthly subscription programs for MSPs.

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

# ALTARO

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