



PARTNER CASE STUDY: Verus Solutions Ltd

KEY FACTS



Company:

Verus Solutions Ltd

Industry:

IT Support and Consultancy

Location:

North Yorkshire, UK

Contact:

verusolutions.co.uk

HUGE BANDWIDTH SAVINGS FOR BRITISH MSP THANKS TO ALTARO'S AUGMENTED INLINE DEDUPLICATION:

Their offsite VM backups of 4TB are reduced to a daily transfer size of 7GB

With 4TB of backed up virtual machines (VMs) in one of their setups, Verus Solutions Ltd, a British MSP, has succeeded in reducing the daily transfer of that data to just 7GB, thereby slashing its bandwidth and storage costs. Their secret? Altaro VM Backup, with its phenomenal Augmented Inline Deduplication functionality.

"This is where Altaro really is incredible," says Paul Roach, Director at Verus Solutions, describing how their daily backup data transfer amounts to just 0.175% of the original data size.

"Both its WAN acceleration and Inline Deduplication are something else."

Altaro's Augmented Inline Deduplication helps Verus twice over – first by deduping the data to drastically reduce the size of their VM backups, and then by only transferring changes made to the VM backups rather than transferring all the data each time round.

Disruption-free data recovery

The main thing about a backup and replication solution is its ability to recover data when something goes wrong. It is key for Verus to provide customers with this critical assistance when disaster strikes.

“Altaro’s saved the day more times than I can count,” says Mr Roach. “We’ve been able to restore a failed server onto completely new hardware in a morning, without any concerns about missing media. It’s also incredibly simple for us to perform routine test restores into a separate environment without any disruption to the customer.”

Downtime is a thing of the past

Referring to the company’s day-to-day use of Altaro VM Backup, he finds its automated backup data verification particularly useful.

“The ability to Sandbox restore really is a game-changer. To look at the state a machine was in prior to problems and then compare with a live server really has helped a lot in a number of instances,” he says.

“This in addition to the speed with which a group of servers can be restored onto new hardware means that upgrades or equipment swap-outs are seamless. Downtime is a thing of the past.”

Reliability, stability and excellent support

Verus came across Altaro VM Backup when “seeking a reliable mechanism to back up our growing number of Hyper-V clients”. The company first discovered the product’s value in relation to their own environment.

Mr Roach recalls: *“When we were initially using Hyper-V in our own organisation, we were still backing up via a combination of custom scripts and traditional methods – we weren’t fully utilising the benefits of virtualisation from a DR (disaster recovery) perspective.”*

Verus extends that capability across various businesses that are their customers, by using it for their sites too. As a result, Mr Roach is well-equipped to provide input about Altaro VM Backup: *“When you’re managing VMs for clients you really do need something that just works. Altaro does a very good job of ticking that box.”*

He is particularly impressed by its reliability, stability and the support provided.

“Altaro’s Support has always been superb. The product knowledge of Altaro’s engineers mean that tickets are rarely open long.”

All in all, he concludes:

“Altaro offers peace of mind.”

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

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