



CUSTOMER CASE STUDY: Winadmins

KEY FACTS

**Industry:**

ICT Services

Location:

Winadmins Systeembeheer
Fuldastrjitte 13
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The Netherlands

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Interviewee:

Jan Theo Hoekstra
*Managing Director,
System Integrator*

Winadmins is a dynamic company that specializes in setting up and maintaining business automation, telecommunications and video surveillance systems. The vast majority of its work lies on the automation front, which gives it a forward-looking advantage in the telecom and video surveillance fields, as they are all moving towards ICT solutions.

"The aim of our business is to provide full ICT control for small businesses,"

says Jan Theo Hoekstra, managing director of Winadmins.

THE CHALLENGE

Winadmins needed a reliable software partner to provide an off-the-shelf system for their backup needs. They found that right away in Altaro and although Winadmins never used other vendors' products, they tested some of them before committing to their final choice. According to Winadmins, they found other programs too complex and used too many resources, which drove up costs. They also felt that their interfaces were not particularly suited for quick, daily use.

Altaro VM Backup was pivotal in helping Winadmins solve the issues they had been facing with Microsoft VSS and in addressing local storage problems.

THE SOLUTION

Hoekstra said the “aha” moment for Winadmins came when they realised that Altaro’s software gave them the ability to make backups of the protected VM from an off-site server. Some other vendors use agents within the VM, he explained, “but Altaro doesn’t need that to back up data perfectly!”.

“I just want to say that Altaro VM Backup is a brilliant all-round program, which does its job flawlessly and gives us peace of mind. The support we get from the Altaro team is also truly magnificent in comparison to the competition. What more is there to say?” he added.

THE BENEFITS

Winadmins have been using Altaro since 2008. Hoekstra says it was the “logical choice” when compared to other vendors due to the simplicity in setup and the configuration of the protected VMs – not to mention its affordability.

Over the years, Altaro have upgraded their pricing, says Hoekstra...

“but the program is still worth every penny. Even in comparison with the ‘new’ MSP model and other competitors, Altaro remains competitively priced.”

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