



PARTNER CASE STUDY: HBP Systems Ltd

KEY FACTS



Industry:

IT

Location:

United Kingdom

Contact:

Tony Pearson,
Operations Director
at HBP Systems

www.hbpsystems.co.uk

After some bad experiences with other providers and shopping around for the right backup solutions for their company, HBP Systems Ltd came across Altaro VM Backup.

Their management team quickly decided that this product was the right fit for the size and type of their company, not to mention the fact that it came with solid support at a great price, thus enabling HBP System to excel in their work.

THE CHALLENGE

As Tony Pearson, operations director at HBP Solutions, explains:

"We needed a virtual backup solution that would be a good fit for our company. We sold another product for many years, but then, things began to go sour. After the product was acquired by another company, we became dissatisfied with the product – and the direction the company was taking was not in line with our requirements."

Tony mentions the lack of adequate support they received as the most formidable barrier they found while trying to carry out their business functions, and this was what led them to begin exploring other options.

THE SOLUTION

In Tony's own words:

"We needed simple, reliable and cost-effective solutions that would work in different environments. After doing some research, we were glad to find Altaro, who proved to be the perfect fit for us."

While evaluating the products offered by Altaro, HBP Systems discovered that the solution was rich with all the right features. Furthermore, Altaro offered them the support they needed – at the right price – which ultimately convinced them to make the switch.

THE BENEFITS

According to Tony, one of the biggest benefits to using Altaro was the price. He felt that Altaro's pricing model is fairer compared to their competition – which initially came as a surprise to him, considering the superiority of their product. Moreover, the solution is very simple to use, with excellent features that fulfil the most advanced business requirements.

"We feel confident in saying that the consistent support provided by Altaro is the best in the market, and the team know exactly what they are dealing with, every step of the way."

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