Nominee: Altaro Software

Nomination title: Altaro VM Backup

Altaro VM Backup is an easy to use backup software solution for Microsoft Hyper-V and VMware. It's built specifically for small and mid-sized businesses with up to 50 host servers and has over 40,000 customers and 7,000 resellers in just 6 years since launching the product.

Altaro VM Backup was born out of a need which we faced ourselves in the early days of Altaro. Backing up and restoring VMs, Hyper-V clusters and VMware VMs inside vCenter, was a needlessly complicated process without the use of a 3rd party tool, while existing backup solutions were expensive, still complicated to configure and use and let us down in times of trouble. We wanted to simplify while building in powerful and flexible features and the result is Altaro VM Backup. It is extremely easy to use, without compromising on features and at an unbeatable value (priced per host and not per socket), plus it comes with outstanding support.

Altaro has established itself as the perfect alternative for the market leader in the small and mid-sized business space. We get great feedback continuously, both directly as well as online, for example over at

https://community.spiceworks.com/products/44131-altaro-vm-backup?rating=5

https://www.g2crowd.com/products/altaro-vm-backup/reviews?utf8=√&filters%5Bnps_score%5D%5B%5D=5&order=most_recent

Customers praise the product commonly for 1) saving them when they need it most (because it works well when they need it), 2) its performance in the field, 3) ease of use 4) price 5) Outstanding support

Overall we are priced per host not per socket and a perpetual license. Altaro is very easy to use and simple set up with an interactive and straightforward UI, that can now also be used via an online portal. We also focus on great customer support.

Our dedublication technology is the best in the industry with an average of 64% storage savings.

Why nominee should win

1.   Altaro VM Backup is extremely easy to use in comparison to all competitors & can be up & running in less than 15 minutes. The UI makes it easy to implement a rock solid backup strategy and now with the new Cloud Management Console, can be accessed from anywhere.

2.   Excellent value. No other solution has an attractive a price as ours.

3.   Altaro is dedicated to providing outstanding, fast and effective support, receiving continuous praise and comes as part of the package.

4.   Altaro is built specifically for small to mid-sized businesses.