

Nominee: Altaro Software

Nomination title: Altaro VM Backup for MSP's

Altaro Software is a leading developer of Virtual Machine Backup and recovery solutions, specially developed for small and mid-market businesses. Specialized in backup for virtualized environments, Hyper-V and VMware, Altaro aims at delivering a fast, full-featured yet affordable backup solution and is equipped with an outstanding, personal support team, determined to help clients succeed in protecting their environment. Altaro is trusted by over 40,000 businesses across 113 countries. Has been involved in the IT services and solutions market in EMEA since 2009.

Why nominee should win

1. Since launching in Sept '16, 400 MSPs have signed up to a paying subscription, managing backups for 10,000+ Virtual Machines
2. Excellent value. No other solution has an attractive a price as ours.
3. Most backup solutions only allow MSPs to oversee and monitor their environments using a management console, though we have built an impressive multi-tenant solution for not only monitoring but also managing all customer backups from one single console