



## CASE STUDY: Alan Blunden & Co Ltd.

### KEY FACTS



**Industry:**

Insurance

**Location:**

United Kingdom

**Contact:**

Andrew Jackson,  
IT Manager

Alan Blunden & Co Ltd is a local insurance broker in the UK, providing a range of affordable insurance products for commercial and personal use. The business prides itself on its friendly service and tailored insurance products, including personal motor, household and travel insurances and a comprehensive service and product range for its commercial clients.

### THE CHALLENGE

The expansion of its Hyper-V infrastructure forced Alan Blunden & Co Ltd to look for a backup solution more suited to a virtualized environment.

Alan Blunden & Co Ltd's IT Manager, Andrew Jackson, explains:

*"We had an expanding Hyper-V infrastructure. In two years we had added four new Hyper-V hosts to our domain controller. Managing backups of individual VMs on these multiple machines was simply becoming too complex and time-consuming. We couldn't allow a situation where mistakes could be made or data lost – and we realized we needed a better way of managing VM backups."*

## THE SOLUTION

Andrew's search for VM backup solution led him to the VM Backup solution from Altaro. Altaro VM Backup is an easy-to-use, fast and reliable backup solution designed to take the hassle out of backing up Microsoft Hyper-V virtual machines.

*"Price was a major factor in our choice of Altaro. We realized that it met all our requirements and would make the delivery of our backup strategy much simpler, yet it was much more competitively priced than the alternatives."*

## THE BENEFITS

Altaro VM Backup has an intuitive user interface that is designed for ease of use. Users can avoid complex configurations, and time-consuming and costly dependencies on SQL or dedicated client Windows machines. Along with the price, Andrew says ease of use was a key reason to select Altaro, and on ease of use it has not disappointed.

*"Using Altaro is much simpler than what we were doing before and it is very cost effective. The new capability it has delivered in terms of backup compression is a major bonus for us. Storage capacity costs money and this Altaro VM Backup feature has directly helped us to lower the cost of our backups."*

But while ease of use and the price point were the key attractions of Altaro, Andrew identifies a number of additional benefits Altaro VM Backup has delivered for Alan Blunden & Co Ltd, including:

- Simplification of the VM backup processes
- Reduced cost of backups
- Improved retention
- Improved compliance reporting

*"There's no big story to tell: it's priced well and it works well."*

**DOWNLOAD YOUR 30-DAY TRIAL HERE: [www.altaro.com/download](http://www.altaro.com/download)**

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T (UK): +44 (0) 203 397 6280 | T (US): +1 (919) 251 6279  
E: [info@altaro.com](mailto:info@altaro.com) | [www.altaro.com](http://www.altaro.com)



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