



## PARTNER CASE STUDY: DataPrint

### KEY FACTS



**Industry:**

IT Service Provider

**Location:**

France

**Contact:**

Christine Nouan, Business  
Development Manager

[www.dataprint.fr](http://www.dataprint.fr)

Dataprint is a French technology business based in Paris. It was established in 1967 and since then has been a pioneer of many hardware and software solutions in the French market, including specialist storage media, microcomputers networking, modems and VoIP products. Today Dataprint offers a range of IT, networking and storage solutions.

### THE CHALLENGE

Dataprint works with a number of approved suppliers in order to bring the best technology solutions to the French market. Given its existing portfolio and the increasing trend towards virtualization, Business Development Manager Christine Nouan saw a market opportunity for an improved backup solution that has been specifically designed for the virtualized environments that many of Dataprint's customers are now operating.

*This opportunity – and the need to source a suitable offering for Dataprint's customers – led Christine to Altaro.*

## THE SOLUTION

Altaro VM Backup is an intuitive and powerful backup solution which supports the widest range of virtualised environments.

Using Altaro VM Backup, users can back up and restore both Hyper-V and VMware-based virtual machines from within the same application reliably, easily and affordably.

### It offers:

- A single intuitive management console from which to manage and access all backup jobs
- Automated data verification for peace of mind
- Support for both Hyper-V and VMware environments, plus Exchange Server, SQL VMs and a wide range of backup media
- Flexible backup destinations
- The power and granularity needed to restore your virtual environments rapidly
- Complete scalability – from single VMs to large-scale clusters
- Premium support as part of the package

## THE BENEFITS

*“Altaro VM Backup has proven to be a good addition to our product portfolio. It meets our technical needs. In addition, Altaro’s pricing is the best placed in the market. For us, what sets Altaro VM Backup apart from other solutions is its price.”*

– Christine Nouan  
Business Development Manager

As well as being unbeatable value, the Altaro pricing strategy is very clear: Altaro charges per host, not per socket, CPU or VM. In addition, users can test out the system for themselves for free with Altaro’s 30-day free trial, which extends to an unlimited number of VMs.

Following the free trial, users can continue to backup and restore 2 VMs for free, forever. Adding capacity for further VMs is very simple and very cost effective.

Since the product is so flexible, it is easy to scale from a couple of VMs right up to large-scale clusters and it offers a full range of backup possibilities: from offsite backup replication (with WAN acceleration), to granular restore options for individual files and Exchange items, and automated backup verification.

Altaro VM Backup’s powerful tools and great performance come at unbeatable value. Altaro gives users the ability to create and execute a rock solid backup strategy without hassle or headaches and without the bloated price tag.

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

# ALTARO

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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