2019 SUMMER CUSTOMER SUCCESS REPORT

DISASTER RECOVERY SOFTWARE CATEGORY
DISASTER RECOVERY SOFTWARE OVERVIEW

Disaster recovery software helps to prevent damage to computers, networks, and servers due to catastrophic events. The platform is typically a full suite designed for backup and restoration processes for various situations and applications. Disaster recovery solutions are connected with Disaster Recovery as a Service (DRaaS) tools that are installed on computers and servers to facilitate data/file recovery, backup, and synchronization.

Disaster recovery platforms differ dramatically, based on manufacturer. For instance, some applications are built to work with cloud computing disaster recovery and backup programs, while others are utilized for off-site remote backups and backup imaging to outside storage devices. A disaster recovery system is typically leveraged as an “always-on” tracking platform that monitors all alterations to protected applications and ensures those changes are backed up.
The FeaturedCustomers Customer Success ranking is based on data from our customer reference platform, market presence, web presence, & social presence as well as additional data aggregated from online sources and media properties. Our ranking engine applies an algorithm to all data collected to calculate the final Customer Success Report rankings. The overall Customer Success ranking is a weighted average based on 3 parts:

**Content Score** is affected by:

1. Total # of vendor generated customer references (case studies, success stories, testimonials, and customer videos)
2. Customer reference rating score
3. Year-over-year change in amount of customer references on FeaturedCustomers platform
4. Total # of profile views on FeaturedCustomers platform
5. Total # of customer reference views on FeaturedCustomers platform

**Market Presence Score** is affected by:

1. Social media followers including LinkedIn, Twitter, & Facebook
2. Vendor momentum based on web traffic and search trends
3. Organic SEO key term rankings
4. Company presence including # of press mentions

**Company Score** is affected by:

1. Total # of employees (based on social media and public resources)
2. Year-over-year change in # of employees over past 12 months
3. Glassdoor ranking
4. Venture capital raised

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**Customer Success Report Award Levels**

**Market Leader**

Vendor on FeaturedCustomers.com with substantial customer base & market share. Leaders have the highest ratio of customer success content, content quality score, and social media presence relative to company size.

**Top Performer**

Vendor on FeaturedCustomers.com with significant market presence and resources and enough customer reference content to validate their vision. Top Performer's products are highly rated by its customers but have not achieved the customer base and scale of a Market Leader.

**Rising Star**

Vendor on FeaturedCustomers.com that does not have the market presence of Market Leaders or Top Performers, but understands where the market is going and has disruptive technology. Rising Stars have been around long enough to establish momentum and a minimum amount of customer reference content along with a growing social presence.
2019 Customer Success Awards

Check out this list of the highest rated Disaster Recovery Software based on the FeaturedCustomers Customer Success Report.

**Market Leaders**

- Acronis
- COHESITY
- COMMVAULT
- datto
- NetApp
- Rubrik
- VeeAM
- VERITAS
- Zerto

**Top Performers**

- actifio
- arcserve
- Asigra
- Axcient
- Druva
- Hitachi
- Inspire the Next
- SEP
- Unitrends
- Vembu

**Rising Stars**

- Altaro
- Bacula Systems
- NAKIVO
- Novastor
- StorageCraft
ABOUT ACRONIS

Acronis is leading backup software, disaster recovery, and secure data access provider to consumers, small-medium businesses, and enterprises. Acronis solutions include physical, virtual, and cloud server backup software, storage management, secure file sharing, and system deployment. Powered by the Acronis AnyData Engine, Acronis products provide easy, complete, and safe solutions for data in local, remote, cloud, and mobile devices. When it comes to delivering the new generation of cyber protection solutions, Acronis is the undisputed leader.

"The tight integration with Hyper-V makes Acronis Backup Advanced the best choice for easy and quick back up of virtual machines. Installation and configuration is easy. We simply referred to the included Help Document and with Acronis' live chat support, we were able to configure the backup tasks and complete the first few backups in no time."

Justin Jones
IT Manager, Granite Ridge Builders

"With Acronis, the initial costs were cheaper, the support costs are cheaper, and the system’s easier to use."

Jonathan Hadley
IT Manager, SGS Packaging Europe

"Thanks to Acronis Backup we were able to carry on working by fulfilling any client orders that didn’t require a machining center."

Jean-Michel Martin
Manager, LMB Martin Frères

"Acronis is great! I was able to recover data immediately, reducing downtime from hours to just a few minutes."

Ali Sadeghi
IT Manager, Medicomp

129
Customer references from happy Acronis users

VIEW ALL REFERENCES
ABOUT ACTIFIO

Actifio delivers copy data virtualization to hundreds of global enterprise customers and service provider partners in more than 30 countries around the world. Actifio’s Virtual Data Pipeline™ technology decouples data from infrastructure, enabling dramatic improvements in business resiliency, agility, and access to the cloud. Actifio replaces siloed data management applications with a radically simple, application-centric, SLA-driven approach that lets customers capture data from production applications, manage it more economically, and use it when and where they need to.

"We could immediately see that Actifio provided us the capability to offer the services we wanted—that our customers wanted.”

DJ Blissinger
Founder and Principal, Net3

"The Actifio choice was about resiliency, but also about getting to a place where we could get even more innovative with data refresh, IoT and predictive analytics.”

Hubert Barkley
Head of IT, Waste Industries

"We used Actifio to do destructive testing during a SQL upgrade. It greatly accelerated the conversion process, saving us time, money and aggravation. The Actifio system of virtualized data requires so much less time than our previous methods, it’s a quantum leap ahead.”

Bill Croteau
Infrastructure Services Director, Electric Insurance

“Actifio is much more than a vendor to us. They’re a partner. Now, they’ve taken on an active and invaluable advisory role as we consider moving backup or DR to the cloud.”

Arthur Brant
Director of Enterprise Infrastructure, Abilene Christian University

147
Customer references from happy Actifio users

VIEW ALL REFERENCES
ABOUT ALTARO

Altaro is a fast-growing developer of easy-to-use backup solutions for managed service providers (MSPs), IT resellers and IT departments. It specializes in backup for virtualized and cloud environments, providing affordable enterprise-class functionality while avoiding unnecessary features that add cost and undue complexity. With 40,000+ customers worldwide, 9,000 partners globally and 1,200+ MSPs to date, the company’s flagship solution is Altaro VM Backup, which has gained traction as the natural choice for Hyper-V and VMware backup and replication. Altaro also provides an annual subscription solution to back up and restore Office 365 mailboxes, Altaro Office 365 Backup. Both are also available as monthly subscription programs for MSPs.

104
Customer references from happy Altaro users

„Altaro VM Backup is very reliable, easy to implement, and very easy to use... The product is rock solid and has saved us from disaster as expected! Highly recommend this product that exceeds expectation.“

Michael Perez
Network Admin, Fabens Independent School District

„I just wanted to express how fantastic your support is on your product. Your staff always seem to have the correct balance of professionalism with a human side thrown in, which is also a huge benefit.“

Ian Cox
Technical Director, Midland Computers

„I am a huge fan of Altaro VM Backup. I have recommended it several times on Spiceworks... It is easy to use and has a lot of enterprise-class features and is reasonably priced.“

Andrew Dimino
IS Manager, S & S Hinge Company

„We’ve had a 100% success rate in restoring Virtual Machines, granular restores and mailbox restores... It’s much more reliable than other backup products we have used in the past.“

Karl Simms
Senior Analyst, Chameleon Support
ABOUT ARCSERVE

Arcserve is a leading provider of data protection and recovery software that provides organizations with the assurance that they can recover the data and applications when needed. Launched in 1990, Arcserve provides a comprehensive solution for cloud, virtual and physical environments, on premise or in the cloud, backed by unsurpassed support and expertise. Arcserve Unified Data Protection (UDP), available on Arcserve’s appliance or your hardware, drives a full range of highly efficient and integrated data protection capabilities through a simple, web-based user console. Arcserve has a customer base of 45,000 end users in more than 150 countries and partners with over 7,500 distributors, resellers and service providers around the world. Arcserve is headquartered in Minneapolis, Minnesota with offices around the world.

“With Arcserve, the backup time has been significantly reduced and I don’t have to worry that things will slip through the cracks.”

Tim Paige
IT Director, Beacon College

“Arcserve Can be Easily adapted to different needs and IT Platforms.”

Thomas Hockrich
Network & Applications Management, ECOFIS

“Using the Combination of the Disk images and backup files. we can recover entire systems quickly.”

John Rawcliffe
Head of Operational IT, Macdonald Hotels and Resorts

“Arcserve shared our educational viewpoint, which goes beyond the price concept.”

José Augusto Pereira Brito
IT Director, Mackenzie Presbyterian University
Asigra provides organisations around the world the ability to recover their data now from anywhere through a global network of partners who deliver cloud backup and recovery services as public, private and/or hybrid deployments. As the industry’s first enterprise-class agentless cloud-based recovery software to provide data backup and recovery of servers, virtual machines, endpoint devices, databases and applications, SaaS and IaaS based applications, Asigra lowers the total cost of ownership, reduces recovery time objectives, eliminates silos of backup data by providing a single consolidated repository, and provides 100% recovery assurance. Asigra's revolutionary patent-pending Recovery License Model provides organisations with a cost effective data recovery business model unlike any other offered in the storage market. Asigra has been recognised as a Gartner Cool Vendor and has been included in the Gartner Magic Quadrant for Enterprise Backup and Recovery Software since 2010.

“Consider other backup options. Compare Asigra against other backup solutions and evaluate all of them on the same set of metrics. Doing this, you will see that Asigra is the best option and have the confidence that you are choosing the right solution.”

Jon Sippel
Director Global Compute and Storage, Virtustream

“The Asigra platform and Huawei Symantec solution marry well; the former provides secure, on-demand online back-up, and the latter supports this with highly-resilient, flexible storage.”

David Galton-Fenzi
Director, Group Sales and Marketing, Datastore365

“As we have grown our business with Asigra, we have come to appreciate the overall value of our partnership. The company is very responsive to our concerns and provides several venues for discourse, including a partner advisory council which meets regularly. Asigra’s value beyond software also includes a dedicated partner development manager…

Doug Hood
Chief Architect, FIS Global, Fidelity National Information Services

“Ever since I used Asigra, I never had to look for anything else – because I already got everything I need.”

Li Yong De
IT Executive, Carlsberg Singapore
ABOUT AXCIENT

Axcient offers MSPs the most secure backup and disaster recovery technology stack with a proven Business Availability suite focused on partner experience. Their solutions address the full spectrum of business challenges, from file sync and share to backup and disaster recovery, and cloud-to-cloud backup for some of the most popular cloud applications being used by small to medium-sized businesses.

"I realized when we demoed Axcient that I could kill two birds with one stone — the cloud backup and disaster recovery — because the Axcient solution does it all.”

Mukesh Darke
Manager of IT, Nibbi Brothers

"The Bare Metal Restore from Axcient was flawless and easier to perform, as was the Axcient user interface. Axcient has an intuitive, simpler — yet powerful — interface with a much better flow that gives you access to everything you need.”

Aaron Lorton
Systems Administrator, U.S. Oil & Refining Co.

"Axcient has allowed us to spend far less time verifying backups and testing backups, which means we can pass those savings along to our MSP customers through price breaks and peace of mind.”

Mike Heil
Chief Executive Officer, Throttlenet

"Axcient has solved the technical and business challenges for us by giving us an affordable appliance with a cloud backup solution, delivered at one effective price point.”

Dylan O’Connor
Chief Technology Officer, Thrive Networks
ABOUT BACULA SYSTEMS

Bacula Systems is the leading Enterprise Open Core network backup and restore software company, combining Bacula’s enterprise-class open standards software with first-class support and professional services. Bacula Systems provides world-class technical support, renowned training courses, and Bacula Enterprise Edition products via the Bacula Systems Subscriptions.

“Through the implementation of Bacula, we have seen how simple it is to administer a backup system.”

Luis Silva
Datacom

“Bacula Enterprise Edition is reliable and it does the job well. It saves us time. It is easy to troubleshoot, and see what’s going on. And its low price really helps! One thing is clear: since using Bacula, the amount of time we have to spend taking care of backup and restore has been cut by almost 60%. That means we are more often free to do other...”

Ed Evans
Computer Systems Manager, Texas A&M; University

“Bacula has enabled us to increase the reliability of our mission-critical backup environment, while reducing costs by a factor of ten. Bacula Systems support is outstanding.”

Klaus Horak
Head of BE3SM, WAVE Solutions, Bank of Austria

“We were surprised at Bacula’s fast restore speeds, when we first did the testing. We were restoring groups of files in only one minute, where it used to take thirty minutes or an hour with the previous solution. We back up enormous amounts of data – and it goes really quickly; in just a few hours. Bacula’s compression is also really helpful, because it...”

Matt Iavarone
Manager, Systems and Storage, TriCore Solutions
Cohesity delivers web-scale simplicity for secondary data that eliminates silos and puts data to work. Enterprises rely on their software-defined, hyperconverged platform to radically streamline backup and data protection, converge file and object services, quickly deliver test/dev instances, and provide analytic functions on a single, global data store. Customers and partners, including Global 1000 companies and federal agencies, tired of data center complexity are modernizing and scaling secondary data protection with Cohesity.

“Cohesity gives us an easy way to manage, store, and extract value from our data – all from a single platform that scales as we need it.”

David Giambruno
Senior Vice President & CIO, Tribune Media

“Cohesity filled the missing gap we had in building a software-defined storage environment and it easily integrated into our existing IT infrastructure. We experienced dramatic performance increase with Cohesity and always had a fantastic experience with their support team.”

Rael Mussell
VP of IT Support, Credit Acceptance Corporation

“To reliably deliver insurance products and services to our large network of independent agents requires a robust data protection and rapid restore capability within our IT operations. Cohesity delivers significantly improved recovery times (rtos) for restoring business critical vms, while simplifying our backup operations with its fully integrated, policy-based...”

Karen Bailey
Transformational CIO/CTO, Brown & Brown Insurance

“With cohesity cloud edition we can easily and transparently move our virtual machine backups into the microsoft azure cloud platform. This provides an on-ramp for us to utilize azure cloud services to run our applications as our business grows and evolves.”

Peter Ostashen
Denham Capital
CommVault is a publicly traded data and information management software company headquartered in Oceanport, New Jersey. They've made us mark with the industry's leading backup product, Simpana software. Their customers choose us because of their unique Solving Forward® philosophy and ability to deliver complete solutions with infinite scalability and unprecedented control over data and costs. CommVault is positioned as a Leader in the Gartner 2013 Magic Quadrant for Enterprise Backup/Recovery Software.

"Commvault gave us the cloud-ready solution we needed to optimize our resources and fuel our opportunities for expansion. They truly get our business and deliver what we need."
Darrell Hyde
CTO, HOSTING

"CommVault's Universal Server Agent will prove useful as we offload backup operations from virtual machines to a VMware Virtual Consolidated Backup proxy server. We appreciate how Simpana software gives us greater manageability, data protection and disaster recovery options for our virtualized environment."
Rodney Kowalczyk
Network Engineer for Ellis Medicine, Ellis-medicine

"Thanks to Commvault, we were able to simplify and automate our data management processes in such a way that they practically run alongside. As a result, we have created a flexible IT environment, with which the internal IT group can overcome future challenges and continue to grow."
Oliver Rebock
Head of IT, Expert SE

"We are very satisfied with Commvault's solution because it has allowed us to unify our traditional systems and the virtualization environment in a single backup platform centrally. With coverage for a multitude of Infrastructures."
Nobuya Osawa
IT Director, Tirea
ABOUT DATTO

Datto protects essential business data for tens of thousands of the world's fastest growing companies. Their Total Data Protection platform delivers uninterrupted access to data on site, in transit and in the cloud. Through Datto’s network of partners, they provide companies with products and services designed to continually keep business running. Businesses rely on Datto for industry leading technology combined with unrivaled customer service.

“With Datto, backup solutions have become a profit center for us and given us peace of mind that we have never experienced.”

Hoyt Hagens
Vice President, ProMission Projects, Inc.

“It’s been working great so far and I’m confident in the event of a disaster that my data will be quickly recoverable.”

Manny Mamakas
President and Managing Partner, Greenwire Solutions

“We’ve dealt with ransomware before, and it was much more complicated. With Datto, we restored the data in a matter of minutes and they were up and running.”

David Tidwell
Help Desk Supervisor, Rigidnet

“BT Partners’ partnership with Datto has solidified our relationship with our customers thank you!”

Keith Onchuck
VP of Information Technology, Business Technology Partners
ABOUT DRUVA

Druva is the global leader in cloud data protection and management, delivering the industry’s first Data Management-as-a-Service solution that aggregates data from endpoints, servers and cloud applications and leverages the public cloud to offer a single pane of glass to enable data protection, governance and intelligence—dramatically increasing the availability and visibility of business critical information, while reducing the risk, cost and complexity of managing and protecting it.

"With Druva we have peace of mind - we know our data is protected and that we have the means to restore it.”

Todd Feist
Chief Technology Officer, Loenbro

“Druva inSync’s centralized deployment and secure backups keep users from losing confidential data. The scalability and data deduplication features ensure growing storage needs are met. Implementation and administration is a breeze, ensuring minimal user intervention and compliance.”

Godwin Fernandes
Chief Technology Officer, ASK Group

“The Druva solution allows organizations to operate in a secure cloud environment and adhere to standards such as FIPS.”

Henry Baltazar
Research Director for the Storage Channel, 451 Research

“One of the things I’ve noticed in working with Druva is whenever I’ve had something come up that I need to work with, there’s no shortage of engineers and technical people who come alongside and we sit down and try to figure out how we’re going to do it.”

Roger Huff
Manager, Information Security, Allergan

128
Customer references from happy Druva users

VIEW ALL REFERENCES
ABOUT HITACHI VANTARA

Hitachi Vantara, a wholly owned subsidiary of Hitachi, Ltd., helps data-driven leaders find and use the value in their data to innovate intelligently and reach outcomes that matter for business and society. They combine technology, intellectual property and industry knowledge to deliver data-managing solutions that help enterprises improve their customers’ experiences, develop new revenue streams, and lower the costs of business.

509
Customer references from happy Hitachi Vantara users

"With HDS, it is quite simple to define archiving or backup policies perfectly corresponding to our needs, depending on the environments and applications. Plus the high-level automation improves the solutions’ competitiveness even more."
Sami Soudani
IT Operations Executive Director, Tunisie Telecom

"We chose to work with Hitachi because of their deep understanding of our requirements as well as their team’s dedication to work through any challenges we encountered along the way."
Lee Wee Han
Senior Manager, IT Infrastructure, Wilmar International

"The all-Flash Hitachi Virtual Storage Platform G400s offered a comprehensive, versatile platform for our mission-critical data, proven resiliency and active-active storage. Now, we can rapidly respond to business demands."
Yiguang Zhao
Director of IT Operation and Maintenance, Net Credit Financial Group

"With integrated, highly flexible storage from Hitachi, we are able to meet whatever challenges come our way, and help ensure that Bank Vontobel has the flexibility to compete and win in a volatile industry."
Peter Wielath
Head of Core Platforms, Bank Vontobel
ABOUT NAKIVO

NAKIVO is a US corporation founded in 2012. NAKIVO develops a fast, reliable, and affordable data protection solution for VMware, Hyper-V, and cloud environments. Over 10,000 companies are using NAKIVO Backup & Replication to protect and recover their data more efficiently and cost effectively, while over 150 hosting, managed, and cloud services providers are using NAKIVO’s software to deliver VM BaaS and DRaaS to their customers. NAKIVO has a global presence with over 2,000 channel partners in 124 countries worldwide.

"We evaluated other leading VM backup and disaster recovery solutions but selected NAKIVO Backup & Replication for its ability to deliver a 2X to 8X greater ROI versus other available offerings. The unique combination of price, performance, and time-saving functionality made NAKIVO Backup & Replication the clear winner for protecting our…"

Greg Buccheri
IT Manager, Bradbury's

"NAKIVO works without nannying. We don’t check the appliances every few days to find that they need a reboot. We can now back up all our VMs, both the high IO ones (because the higher backup speed reduces the time it takes for a backup to complete) and the large archive nodes."

Simon Woodhead
Chief Executive Officer, Simwood

"In our evaluation, NAKIVO Backup & Replication stood out from the crowd, being both feature rich and intuitive."

Matt Fish
IT Infrastructure Engineer, ClearCube Technology

"Easy instant VM recovery is, of course, a life saver for us, as we no longer need to spend hours on recovery. NAKIVO Backup & Replication saves time that was previously spent on backup administration. Now, we can devote that time on other IT-related tasks and on taking care of our customers. With NAKIVO Backup & Replication, we are spending less…"

Petr Šantrůček
Managing Director, exTerra Services
ABOUT NETAPP

NetApp creates innovative storage and data management solutions that deliver outstanding cost efficiency and accelerate business breakthroughs. NetApp commitment to living core values and consistently being recognized as a great place to work around the world are fundamental to long-term growth and success, as well as the success of pathway partners and customers.

“I think NetApp has absolutely been the right system for us at the right price. It was critical for Kelley Blue Book to adopt a shared storage technology. NetApp allowed us to leverage networked storage and grow cost-effectively over the last several years as our business grew. We didn't have to make $300,000 cabinet purchases. Instead, NetApp allowed us...

Grant Leathers
Director of Enterprise Infrastructure, Kelley Blue Book

“NetApp Flash Cache gives us the IOPS we need for big data processing and analysis. Reports complete in 1.5 hours instead of 3.5 hours, or 57% less time. We can respond to the need for data quickly.”

Matthew Nowell
Manager of SAN Operations, Six Flags

“By virtualizing on NetApp and eliminating the majority of our physical servers, we’ve reduced server hardware costs by 85% and saved $500,000 over the last three years.”

Michael Goodman
Network Analyst, Broome-Tioga BOCES

“NetApp delivers the high capacity, performance, and availability essential to helping us produce complex IC products on time and within cost projections.”

Jacques Berro
Senior Manager, IT Research and Development, Infineon Asia Pacific Pte Ltd.
ABOUT NOVASTOR

NovaStor is an award-winning, international data backup and recovery software company with solutions supporting physical, virtual and cloud environments. With offices located in the USA and Europe, NovaStor services thousands of companies and has delivered millions of seats worldwide. NovaStor utilizes a full service approach, providing an expert-level technical team specializing in providing solutions to data protection problems for underfunded, overwhelmed IT Administrators.

"NovaBACKUP is a light weight client which is necessary for our environment. It offers bare metal restore for disaster recovery. I am able to easily backup our operating system and I can also duplicate that data to offsite locations. Once offsite, I backup disk to disk then replicate it to tape."

Dan Kitchens
IT Director, Hogan & Associates Construction

"We need a service that is easy to use and works well. NovaStor xSP does that. After our trials and competitor analysis, NovaStor came out on top."

Steve Holford
Chief Marketing Officer, Fasthosts

"The response time is great, and the support does what it needs to do to solve the problem."

Peter Fruehman
Partner, REIT Technologies

"With NovaStor's licensing, we've got our money back on all of the software and the hardware already and at this point, the more people we get on board the better our margins get."

Andrew Thomas
Technical Services Manager, Fred IT Group
ABOUT RUBRIK
Rubrik builds beautifully simple products for businesses to meet their most challenging data management needs. Rubrik blend expertise from both consumer and enterprise worlds to pioneer a fresh approach to an old problem. Rubrik team has helped build products such as Google File System, Google Search, YouTube, Facebook Data Infrastructure, VMware Virtualization, Data Domain File System, and Amazon Infrastructure.

55
Customer references from happy Rubrik users

“Rubrik allows us to use lower-cost storage tiers, such as object stores or cloud storage, in a smarter fashion. For example, we’re able to index the data that we offload to public cloud or our object store. We can intelligently search and extract data when needed vs. restoring the entire data set. This unlocks more cost-effective archival services for our...”

Jason Klein
Chief Technology Officer, Leeward Business Advisors

“Rubrik is a next-generation backup product. It is so easy to use that a 12-year-old could use it. At the same time, it has key enterprise features to support our business needs.”

Misha Vyazmensky
Director of IT, ExponentHR

“Rubrik’s ability to intelligently utilize public cloud resources was extremely appealing. We saw the opportunity to limit our power/cooling spend onsite by using cloud. While we had moved off tape four years ago, we were still stuck dumping our data to our increasingly large collection of physical disks.”

Steve Bunch
Server and Storage Manager, Wabash National

“We chose Rubrik because Rubrik can go wherever the customer chooses to go, whether it is virtualization platforms like VMware, Hyper-V and Acropolis, physical environments or cloud platforms like AWS and Azure.”

Stephen Pyott
VP of Sales, Stage2Data
ABOUT SEP SOFTWARE

SEP Software is global technology leader providing high-performance hybrid backup and disaster recovery solutions. SEP replaces multiple backup software products with a single solution for businesses and workloads of any size across all locations physical, virtual and cloud. Supporting the widest range of operating systems, databases and applications, SEP is the perfect solution for IT professionals managing data protection and business continuity. Sales and support services for North and South America are managed from their headquarters in Boulder, Colorado.

“The performance of SEP sesam went above and beyond what we expected of the product. The time it takes to complete a full backup has decreased by 235%!”

Dustin Hurshman
Network Engineer, City of Thousand Oaks

“Now with SEP, the time spent managing our backup solution has decreased from about 1-2 hours per day to 1-2 hours per week.”

Michael Black
Senior Network Administrator, Millikin University

“Thanks to the SEP solution, we had reliable backups almost immediately and restores of critical data for our customers’ everyday requirements were fast, easy and accurate. We are now all great fans of the software and the team at SEP.”

Mike Yandrischovitz
Data Systems and Security Manager, Georgetown University’s McDonough School of Business

“Installation and migration to SEP sesam was fast and easy the tech support is amazing and was always ready to help us. We will always think of SEP as our first choice.”

Daniel Grunblatt
User and Backup Administrator, INVAP SE
ABOUT STORAGECRAFT

StorageCraft Technology Corporation is a premier backup and disaster recovery software company. StorageCraft focuses on providing best-in-class backup, disaster recovery, system migration and data protection solutions for virtual and physical environments. StorageCraft delivers software products that reduce downtime, improve security and stability for systems and data and lower the total cost of ownership for servers, desktops and laptops.

“Backup and disaster recovery services are a great way to start a managed services conversation with new prospects, and it’s a tremendous source of recurring revenue.”

Alex Tarani
President, IT4

“StorageCraft’s backup, recovery, and business continuity solutions and cloud services, give us peace of mind. We have thoroughly reviewed a number of competitive solutions, but none came even close to StorageCraft’s offerings. We always know that our systems, and the client systems we are entrusted to manage, are well protected and highly…”

Brian Townley
General Manager, C3 Group

“ShadowProtect is what we recommend, we’ve used it for around four years—everything from ShadowProtect Virtual to Granular Recovery for Exchange to ShadowProtect Desktop.”

Keith Whitaker
Business Development Manager, LogicForce Consulting, Nashville

“We have been able to perform several physical-to-virtual conversions with the IT key that have saved us hours in time. Excellent!”

Taylor Crockett
Network Administrator, Protek Systems

133
Customer references from happy StorageCraft users

VIEW ALL REFERENCES
ABOUT UNITRENDS

Unitrends increases uptime and confidence in a world in which IT professionals must do more with less. Unitrends leverages high-availability hardware and software engineering, cloud economics, enterprise power with consumer-grade design, and customer-obsessed support to natively provide all-in-one enterprise backup and continuity. The result is a “one throat to choke” set of offerings that allow their customers to focus on their business rather than backup.

225
Customer references from happy Unitrends users

VIEW ALL REFERENCES

“"The recovery process was quick and easy, which is a testament to how well the Unitrends tool works.”

John Hester
System Administrator, Momentum Group

“"Between Unitrends and Nutanix I have two of the most easily managed solutions there must be.”

Walt Lockwood
Systems Administrator, BlackLine

“"Already, four times this year Unitrends has allowed us to recover from ransomware infections with minimal loss of data.”

James Pomeroy
IT Systems & Support Manager, Brownlee LLP

“I love that with unitrends I do not have to worry about my backups. It always just works when I need it to.”

Bradley Newberry
IT Director, City of West Burlington
Veeam recognizes the new challenges companies across the globe face in enabling the Always-On Enterprise, a business that must operate 24.7.365. To address this, Veeam has pioneered a new market of Availability for the Always-On Enterprise by helping organizations meet recovery time and point objectives (RTPO) of less than 15 minutes for all applications and data, through a fundamentally new kind of solution that delivers high-speed recovery, data loss avoidance, verified recoverability, leveraged data and complete visibility. Veeam Availability Suite, which includes Veeam Backup & Replication, leverages virtualization, storage, and cloud technologies that enable the modern data center to help organizations save time, mitigate risks, and dramatically reduce capital and operational costs, while always supporting the current and future business goals of Veeam customers.

"I appreciate Veeam's no-nonsense approach: no theatrics, straight to the point. Veeam keeps its promises."
Kristof Poppe
IT Manager, Gimv

"We came to the conclusion that Veeam Backup & Replication™ was the most advanced virtualization availability solution on the market. Its backup and restore process was simply seamless, leading to more efficient backup data transfer and less network utilization. And it integrates nicely with our HPE systems. All of which gave us extra...
John Sew Hoy
Director, Head of IT Security, FNZC

"The Veeam SPI gives us visibility into our VMware installation along with warnings and alerts so we can resolve issues before they become problems and impact the business."
Steve Price
Systems Engineer, Simplot Australia

"I didn't look any further than Veeam Backup Essentials because it provides solutions to all of our problems."
Paul Schoonderwoert
IT Manager, EPL B.V., Document House Group, EPL
ABOUT VEMBU

Vembu is a leading provider of a portfolio of software products and cloud services to small and medium businesses for more than a decade. Vembu's vision is to make software and cloud services very affordable for the hundreds of thousands of small and medium businesses worldwide. Vembu's flagship offering is the BDR Suite of products meant for on-premise, offsite, cloud backup and disaster recovery across diverse IT environments including physical, virtual, applications and endpoints. Vembu CRM Suite consists of products that addresses the needs of all customer facing teams including support, sales, marketing & social media engagement.

“Since 2008, Vembu backup has been perhaps the most important part of our customer offer. We have literally closed high-value deals in face of very fierce competition. It’s truly an amazing backup solution.”

Petter Sehlin
Owner, Digital Information Nordic AB

“We have used Vembu product for years, starting with its hybrid-cloud backup solutions and like it for its ease to deploy, ease to manage, ease to invoicing, and broad set of scalable offerings from simple file backup up to BCP product lines.”

Phong Lam
Zecontech, Inc.

“Great product and great service; in fact, I love it. Both Pro/SP editions. I use this product for my family, I recommend it to my friends. It’s a real find.”

Andrew Stuart
ComputersUSA

“Vembu's Backup & DR Solution is a versatile product that constantly evolves with every new release. Installation, setup and operation are all easy and fast. Their pricing is very competitive and is ideal for MSPs like us!”

John Hudson
Help4IT
ABOUT VERITAS TECHNOLOGIES
Veritas Technologies enables organizations to harness the power of their information, with information management solutions serving the world’s largest and most complex environments. Veritas works with organizations of all sizes, including 86 percent of global Fortune 500 companies, improving data availability and revealing insights to drive competitive advantage.

“With NetBackup, I’m now able to worry less about what’s going on in my environment now that we have the appliances allowing me to concentrate more on what’s in front of me.” — Eric Paczkowski, Administrator, Rent-A-Center

“NetBackup appliances are achieving 10:1 and higher deduplication ratios, and this is critical in enabling us to replicate any significant amount of data from a client site to backup vaults in our data center.” — Richard Morris, Solution Line Manager, Colt Technology Services

“The entire database can be recovered almost four times faster than in the prior environment, at 400 megabytes per second compared to 120 megabytes per second.” — Guan Jun, IT Manager, Hubei Unicom

“The deduplication flexibility of Veritas NetBackup Appliances significantly reduces costs by eliminating the necessity of point products such as deduplication appliances, tape, or a VTL.” — Seung Man Yang, Customer Service Center Operation Team Senior Manager, KT

144 Customer references from happy Veritas Technologies users

VIEW ALL REFERENCES
ABOUT ZERTO

Zerto is committed to keeping enterprise and cloud IT running 24/7 by providing innovative, simple, reliable and scalable business continuity software solutions. Zerto helps customers accelerate IT transformation by reducing the risk and complexity of modernization and cloud adoption. By replacing multiple legacy solutions with a single IT Resilience Platform, Zerto is changing the way disaster recovery, data protection and cloud are managed. With enterprise scale, Zerto’s software platform delivers continuous availability for an always-on customer experience while simplifying workload mobility to protect, recover, and move applications freely across hybrid and multi-clouds. Zerto is trusted globally by over 7,000 customers, works with more than 1,100 partners and is powering resiliency offerings for 350 cloud services providers.

“[Quote] The primary reason we selected Zerto (Virtual Replication) was due to the Virtual Protection Groups (VPGs). We need to be able to recover applications consistently and required a solution that could deliver this capability through hypervisor-based replication. We felt that Zerto (Virtual Replication) was definitely the best solution for us. The disaster recovery process has also been significantly simplified with a considerable reduction in resource and time requirements..."
Family Investments

“I was extremely impressed with how quickly the software was up and running in our environment. The installation was really fast and we were protecting our environment in under 2 hours. We looked at the metrics in the environment, and we already had a measurable RTO and it was an impressive 5 minutes.”
James Richardson

“Now we're managing our applications, not our storage. Our disaster avoidance strategy is ready to overcome any disaster.”
Richard Ferrara
CTO, Woodforest National Bank

“Zerto is just excellent. It works well all the time. We have leveraged the testing capabilities several times and we know we will be able to deliver the high levels of service our customers have come to expect from Bakker Barendrecht.”
Henk Luitjes
Manager Information Technology, Bakker Barendrecht