ALTARO
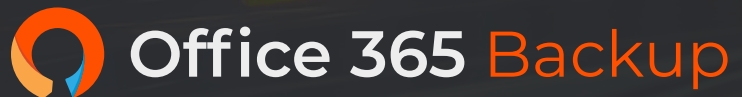## Part of HORNETSECURITY group

Altaro - Award-winning provider of innovative, easy-to-use backup solutions for enterprises, IT resellers, and MSPs

Altaro has been a part of the Hornetsecurity Group since 2021. The company provides backup solutions specifically built for **Managed Service Providers (MSPs), Value-added Resellers (VARs) and IT consultants** on an affordable monthly subscription. Altaro is the only vendor that enables MSPs to easily manage different kinds of backups – like VMs (Hyper-V and VMware), Microsoft 365, physical servers and endpoints – across all their customers from a single pane of glass, simplifying their life. This is possible through Altaro's multi-tenant online management console, a powerhouse for MSPs, which also provides centralized billing, with one convenient monthly invoice for the backup services used by different customers.

ALTARO SOLUTIONS

VM Backup

Office 365 Backup

- ✅ Cloud management console for MSPs, IT consultants, and VARs:
  - ✅ Manage and monitor all your customers' VM, Office 365, physical servers, and endpoints backups from one central console
  - ✅ Multi-tenant capability, backups and recovery management, real-time status updates and alerts
- ✅ Free 24/7 technical support - responds in less than 30 seconds on average
- ✅ High-level customer service in multiple languages
- ✅ Fast to set up and simple to use and maintain, so you can focus on your core business
- ✅ Advantageous partner program ensures attractive margins and free NFR keys based on Partner level ⬜
- ✅ Free product training and certifications
- ✅ Extensive knowledge base and marketing material, including eBooks, whitepapers, datasheets, recorded webinars as well as lead share and lead generation depending on partner level or project level
- ✅ Unlimited scalability guarantees meeting all customer needs
- ✅ Convenient billing: one monthly itemized invoice showing the backup services used per customer
- ✅ Altaro VM Backup's Augmented Inline Deduplication not only improves backup and recovery speed, but also has a significantly lower storage requirement compared to all other vendors
- ✅ Altaro Office 365 Backup for MSPs is designed specifically for Managed Service Providers (MSPs) to backup and recover all your customers' Microsoft Office 365 mailboxes, Teams, and files stored in OneDrive and SharePoint; as well as Windows endpoints backup