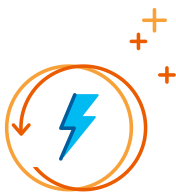
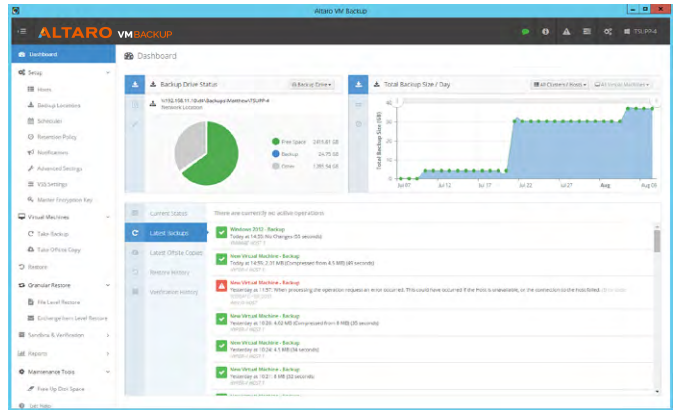


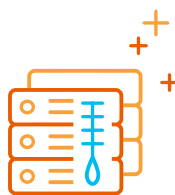
# ALTARO VM Backup

The virtual machine (VM) Backup and Replication solution built for companies, organizations, MSPs and IT departments.



## Fast, fuss-free performance

Hassle-free and fast virtual machine backup in less than 15 minutes.



## Best storage savings in the industry

Lower storage requirements by over 65% with our **Augmented Inline Deduplication** technology.



## Minimal RPO and RTO

Recovery Point Objective (RPO) and Recovery Time Objective (RTO) through replication and CDP.

Finding a reliable backup and replication solution for Hyper-V and VMware is a real challenge. You risk spending a huge chunk of your budget on software that is bloated with features you don't need, that is hard to manage, and impossible to get support on.

We've created a solid backup and replication solution that does what it says it will; is intuitive, easy to use and well-priced; and most of all, offers 24/7 lightning-fast support as part of the package, with an average call response of less than 30 seconds. Altaro VM Backup is a full-featured, affordable backup and replication solution for Hyper-V and VMware environments.



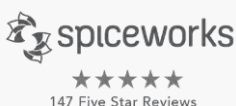
More than 50,000 customers



Price per host or per VM, not per socket

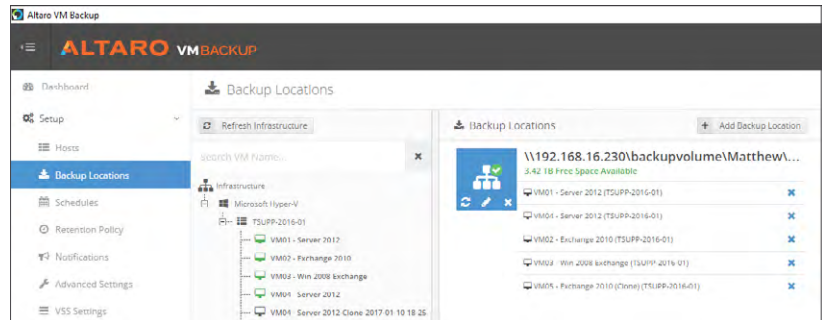


Award-winning 24/7 support team



# More than 50,000 businesses worldwide trust Altaro to protect their Hyper-V and VMware virtual environments

Altaro VM Backup makes it easy to protect your Hyper-V and VMware virtual machines giving you advanced controls and the ability to create and execute a backup strategy you can rely on.



## Backup

- **Augmented Inline Deduplication** - Reduce backup storage requirements on local/offsite locations, and significantly speed up backups
- **WAN-Optimized Replication** - VMs can be replicated to a remote site continuously, dramatically improving RTO.
- **Continuous Data Protection (CDP)** - back up VMs as frequently as every 5 minutes
- **Concurrency** - Run more efficient backup operations by allowing more VMs to be backed up at the same time
- **Multiple offsite backup locations**
- **Cloud backup to Azure, Amazon S3 and Wasabi**
- **Backup Health Monitor**
- **Flexible backup scheduling**
- **Hot/Live backups**
- **Fast and small backups**
- **Support for MS Hyper-V Clusters (CSV) and VMware vCenter**
- **Compression and military grade encryption**
- **Retention policies**
- **Grandfather-Father-Son archiving (GFS)**

## Fast, reliable restores & recovery

- **Boot from Backup** - Instantly boot any VM version from the backup location
- **Instant Business Continuity** - Enable users to be up and running in minimal time should disaster strike by switching to a replicated VM.
- **Restore clones** - Can restore VMs to the same host but with a different name
- **File level restore**
- **Exchange item-level restore** - Restore individual items from backed up VMs
- **Restore VMs to a different host**
- **Sandbox restore & backup verification** - Build and test a recovery plan to ensure you're covered when disaster strikes
- **Granular restore**
- **Fast onepass restores**

## Full control

- **RESTful API**
- **Integration with Connectwise Automate (LabTech)**
- **Intuitive user interface**



Altaro's ground-breaking Cloud Management Console (CMC) allows you to manage and monitor all your Altaro VM Backup installations from a single multi-tenant, online console.

## Built for companies, IT resellers or MSPs, it offers:

- **Multi-tenancy:** Enables you to manage and monitor multiple hosts, customers (if you're an IT Reseller or MSP) or sites.
- **Real-time status updates:** View live operation activity and backup results as they occur.
- **Manage your backups/restores:** Start backups and restore VMs, configure backup locations, offsite locations and encryption keys, set default locations, and much more.
- **Access portal anywhere:** There is no need for VPNs to be on-site.
- **Access to Altaro VM Backup for MSPs program:** IT Resellers can manage their Altaro MSP subscription invoicing, billing, etc., and even back up any physical servers.

## Choose how you would like to buy Altaro VM Backup:

	STANDARD EDITION	UNLIMITED EDITION	UNLIMITED PLUS	MSPs
<b>Perpetual license, priced per host:</b>	<b>€485 per host</b> Max 5 VMs per host	<b>€595 per host</b> Unlimited VMs per host	<b>€765 per host</b> Unlimited VMs per host	Pay per VM and any physical servers per Month Unlimited VMs, cost is per VM not per host'
<b>Annual subscription, priced per VM:</b>	N/A	N/A	<b>€115.20 per VM</b> Minimum of 5 VMs	
<b>Offsite server management via CMC</b>			✓	✓
<b>Altaro Cloud Management Console</b> A web based management tool to monitor and manage all installations from a single online console			✓	✓
<b>WAN-Optimized Replication</b> VMs can be replicated to a remote site continuously, dramatically improving RTO			✓	✓
<b>Continuous Data Protection (CDP)</b>			✓	✓
<b>Cloud Backup to Azure, Amazon S3 &amp; Wasabi</b>			✓	✓
<b>Augmented Inline Deduplication</b>		✓	✓	✓
<b>Boot VM from Backup</b>		✓	✓	✓
<b>Support for MS Hyper-V Clusters (CSV) and VMware vCenter</b>		✓	✓	✓
<b>Multiple offsite backup locations</b>		✓	✓	✓
<b>Grandfather-Father-Son Archiving (GFS)</b>		✓	✓	✓
<b>Flexible Backup Scheduling</b>	✓	✓	✓	✓
<b>Hot/Live Backups</b> Back up running VMs without having to stop them	✓	✓	✓	✓
<b>Fast &amp; Small Backups - Compression</b>	✓	✓	✓	✓
<b>ReverseDelta Incremental Backup Technology</b>	✓	✓	✓	✓
<b>Restore Clone</b> Can restore VMs to the same Host but with a different name	✓	✓	✓	✓
<b>Remote &amp; Central Management Console</b>	✓	✓	✓	✓
<b>Military Grade (AES) Encryption of Backups</b>	Offsite Only	Offsite & Local Backups	Offsite & Local Backups	Offsite & Local Backups
<b>File Level Restore</b>	✓	✓	✓	✓
<b>Restore VMs to a Different Host</b>	✓	✓	✓	✓
<b>Sandbox Restore - Backup Verification</b> Build and test a recovery plan to ensure you're covered when disaster strikes	✓	✓	✓	✓
<b>Priority 24/7 Technical Support</b>	✓	✓	✓	✓

Altaro VM Backup boasts best-of-breed augmented inline deduplication technology that significantly speeds up backups and reduces storage requirement. Its Boot from Backup makes it possible to boot any VM version from the backup location instantly, without affecting its integrity.

It's WAN-Optimized Replication functionality permits a business to make an ongoing copy of its virtual machines (VM)s to a remote site and to switch to that copy with immediacy should anything go wrong with the live VMs, such as damage due to hurricanes, fires and flooding.

It's easy and quick to set up a solid backup strategy for your organization. Simply install the software and start your first VM backup in under 15 minutes. You don't need to be an expert to use Altaro VM Backup, you don't need any additional software to run it, and pricing is just as straightforward. You can also choose whether to purchase a perpetual license or an annual or multi-year subscription.



**Hassle-free  
and effective**



**Unbeatable  
value**



**Outstanding  
24/7 support**



## Satisfied clients

“ Altaro VM Backup is very reliable, easy to implement, and very easy to use... works excellent since day one. The product is rock solid and has saved us from disaster... Highly recommend this product that exceeds expectation.

Michael Perez, Network Admin, Fabens Independent School District

“ Altaro VM Backup is the best backup software I have ever used, you can go from downloading it to having a backup ready in 10 minutes. The support desk have been great, they answered any question quickly and effectively.

Simon Gay, Technical Consultant, Sicon Ltd.



**30-day trial available at [www.altaro.com/download](http://www.altaro.com/download)**

# ALTARO

Part of **HORNETSECURITY** group


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Authorized Partner

# ALTARO Office 365 Backup for MSPs

Altaro Office 365 Backup for MSPs enables you to back up and restore all your customers' Office 365 mailboxes and files in OneDrive and SharePoint Document Libraries through a centralised multi-tenant online console, on a monthly subscription. 



## Multi-tenancy

Manage and monitor all your customers' Office 365 mailboxes and files backups through a single cloud-based console.



## Pay per user per month

Pay one fee per user, per month - this includes backups, unlimited storage 24/7 support and management console.



## No contracts

No annual commitment. Minimum starting subscription of up to 30 users (mailboxes only) across all your customers. Scale to tens of thousands of users.



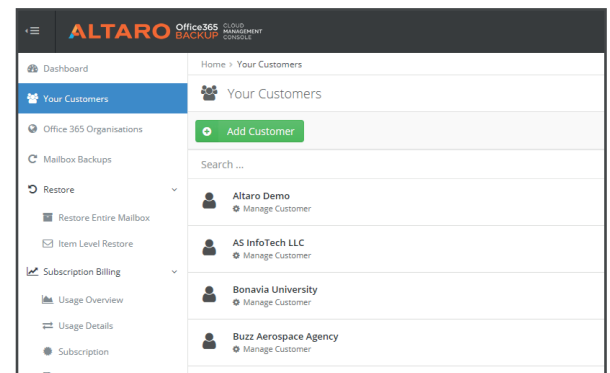
## Unlimited storage

Unlimited and automatic backup storage on Altaro's Azure infrastructure, so you don't need to set up your own servers.

Developed for Managed Service Providers (MSPs), Altaro Office 365 Backup for MSPs enables you to provide your customers with backup and recovery services for Office 365 mailboxes and files stored within OneDrive and SharePoint Document Libraries, backing them up to Altaro's Microsoft Azure infrastructure. Backup storage is unlimited.

## Benefits of the Altaro Office 365 Backup for MSPs subscription program

- **Unbeatable value:** Ask us about our advantageous pricing; you are then free to establish your own pricing model. Volume discounts apply. Scale up to thousands of users, according to your needs.
- **Low monthly requirement to get started:** Starting subscription of up to 30 users (mailboxes only) per month across all your customers combined.
- **No extras fees:** You get access to all product features across all your customers, unlimited backup storage on Microsoft Azure infrastructure, 24/7 support and our multi-tenant console for centralised management of all your Altaro Office 365 Backup customer accounts.
- **Outstanding 24/7 instant support:** 22-second average support call pickup, live chat, speak directly with an expert, no tier 1 agents or gatekeepers.



Sign up for your 30-day trial  
[www.altaro.com/office-365-msp](http://www.altaro.com/office-365-msp)

# Why do I need a backup solution for my customers' Office 365 data?

There's a common misconception that Microsoft fully backs up Office 365 mailboxes and files as part of the subscription, but this is not the case.

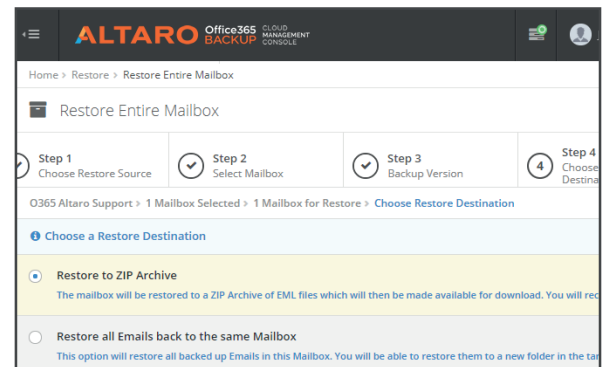
- **Microsoft doesn't provide native options to back up Office 365 mailboxes and files** – Microsoft is responsible for providing the necessary infrastructure and ensuring Office 365 works, but it's the customer's responsibility to protect its Office 365 data.
- **Microsoft cannot help with unexpected data loss or damage** – Having a solid backup solution in place ensures that even if mailboxes or files disappear from the network or are rendered useless, the customer has access to a backed up copy, eliminating problems or repercussions that could arise from the missing data.
- **Problems with accessing and searching email data** – Without a single backup location for a company's mailboxes or OneDrive and SharePoint files, this data cannot be protected and stored centrally for easy access, searching and recovery.

**That's why you need to back up your customers' Office 365 data.**

## How Altaro Office 365 Backup for MSPs helps you serve your customers

Data backup is a must. When trouble occurs resulting in loss or damage to Outlook 365 mailboxes or files, MSPs need to have the peace of mind that they can assist their customers with reliable mailbox and file backup and recovery services. Altaro Office 365 Backup is a robust backup and recovery solution that enables MSPs to do so.

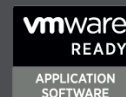
- **Central multi-tenant management:** Manage and monitor all your customers' Office 365 backups through Altaro's ground-breaking, multi-tenant cloud-based management console.
- **Pay per user per month:** Pay a single fee per user per month, covering backup, unlimited storage, use of our management console, and 24/7 support. No contracts or upfront costs!
- **No local storage infrastructure or software required:** You don't have to think about setting up your own servers to save backups to, or worry about SLAs – backups are saved to Altaro's Microsoft Azure infrastructure as part of the package.
- **Recurring revenue:** Charge your customers a recurring monthly fee at the price point you decide on!
- **Flexibility:** Add or remove mailboxes or OneDrive/SharePoint accounts as needed. You only pay for those backed up per month.



Sign up for your 30-day trial  
[www.altaro.com/office-365-msp](http://www.altaro.com/office-365-msp)



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# ALTARO EndPoint Backup for MSPs

This subscription program enables you to back up your customers' files stored on their Windows-based endpoints, such as desktops and laptops, be they located on premise or offsite. Manage and monitor backups across all your customers through a multi-tenant console.



## Multi-tenancy

Manage and monitor all your customers' desktop and laptop backups centrally through Altaro's multi-tenant Cloud Management Console.



## Pay per endpoint per month

Simply pay per endpoint backed up per month; this includes award-winning 24/7 support.



## No binding contracts

Minimum monthly starter pack of up to 10 endpoints across all your customers, with no contracts; scale up to 1,000s of endpoints.



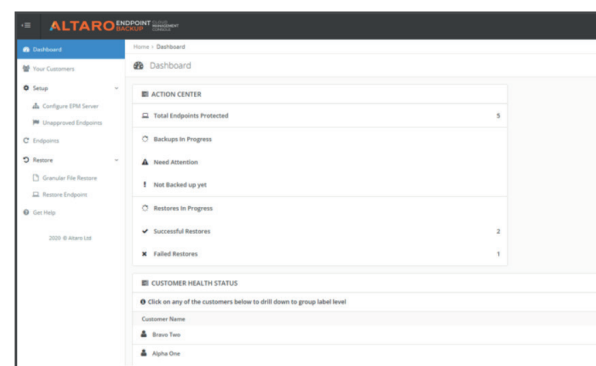
## Provide storage services from the cloud

Save endpoint backups to your own MS Azure account and scale without restrictions. You can also bill for storage used.

Altaro EndPoint Backup for MSPs is a robust backup - solution that enables you to provide data backup and recovery services for on-premise and roaming desktop PCs and laptops. You can also provide storage services from your own Azure account. For added control and convenience, centrally configure, manage and monitor all your customers' backups through a multi-tenant online console. Award-winning 24/7 support is included.

## Benefits of the Altaro EndPoint Backup for MSPs subscription program

- **Multi-tenancy** - Manage and monitor all customer endpoint backups through a single pane of glass, through a multi-tenant console.
- **Pay as you go** - Pay per endpoint. No binding contracts: minimum starter pack of up to 10 endpoints per month across all your customers. Scale to thousands of endpoints.
- **Data storage** - It's quick and cost-effective to set up your own MS Azure storage account to save customer backups to. Bill each customer for storage used.
- **Free for your own internal use** - Back up 10 of your own endpoints per month for free.



Sign up for your 30-day trial  
[www.altaro.com/msp/endpoint](http://www.altaro.com/msp/endpoint)

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[www.altaro.com](http://www.altaro.com)

## EndPoint for MSPs monthly subscription program includes 24/7 priority support and the use of:

# MULTI-TENANT CLOUD MANAGEMENT CONSOLE

Set, monitor and initiate backups, restore, track billing and more across all your customers.

Altaro's ground-breaking Cloud Management Console (CMC) is a cloud-based management platform that enables you to centrally manage and monitor all your customers' endpoint backups from a single online console.



### Multi-tenant

Designed to manage multi-customer environments from a single pane of glass.



### Real-time status updates & alerts

View live operation activity and backup results as they occur. Set instant email alerts for successful and failed operations, warnings, and more.



### Manage your backups/restores

Start backups, configure backup locations and restore machines directly from the online portal.



### Customer reporting

Report on backup usage by customer for easy invoicing.

## Overview of features in Altaro EndPoint Backup for MSPs

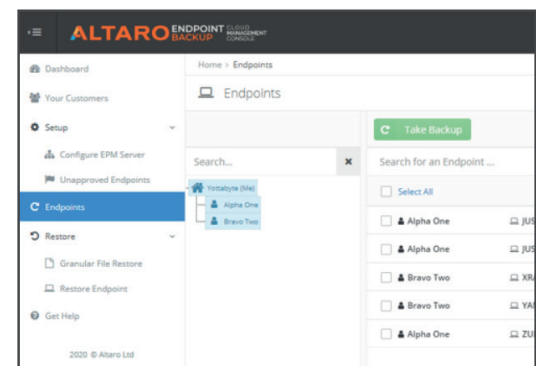
### Backup, recovery and storage

- File-based backup
- Roaming endpoint backup without a VPN
- Policy-driven protection
- Scriptable deployment
- Automatic backups
- File recovery
- Secure storage
- Change block tracking
- Provide storage services using your Azure account

### Licensing, management and support

- No binding contracts
- Pay per endpoint per month
- Recurring revenue
- Multi-tenant management
- Lightning-fast 24/7 support

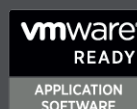
## ALTARO EndPoint Backup for MSPs



# ALTARO

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