Success Story

Intel® Software Partner Program

Virtos Backups

Backing Up Data at Lightning Speed

Virtos Backups knows that for its customers, spending less time performing backups is a productivity advantage. Advice and guidance from Intel have helped the company deliver greater speed, increasing its product's value.

Located in Florianópolis, Brazil, Virtos Backups makes software that is used by businesses in a variety of industries to rapidly back up their mission-critical data. As a member of the Intel® Software Partner Program, the company has taken advantage of Intel® technologies and expertise to improve its customer solutions. Through the program, Virtos has also gained industry credibility and exposure that helps them earn the confidence of potential customers.

"Reducing the time needed to perform a backup is always welcomed by IT professionals—the more performance, the better. Our clients can now reduce their backup window, freeing resources for other uses."

- Mr. Marco Melo
CEO, Virtos Backups

Challenge:

Accelerate the process for IT organizations to back up business data with a highly efficient, flexible, and easy-to-use solution.

Solution:

Working with the guidance of the Intel® Software Partner Program, Virtos Backups used Intel® Integrated Performance Primitives to cut down the time required to make a system backup. As a result, their product, S.O.S Backup*, became more competitive, and the company also benefits from co-marketing that helps draw the attention of future customers.

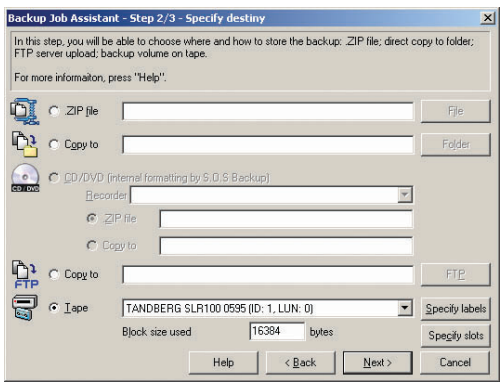
Learn more:
www.intel.com/partner

Delivering Better Results for Customers

S.O.S Backup,* a software solution made by Virtos, provides a wide variety of backup services for customers, including desktop, server, enterprise, and disaster-recovery implementations. Since the time customers save by backing up their data more quickly adds to their productivity, speed is a major selling point in this market segment. In an effort to gain a competitive advantage, Virtos conferred with its representatives from the Intel Software Partner Program, and the relationship dramatically improved the product:

- **Easy optimization.** Intel suggested that Virtos consider using Intel® Integrated Performance Primitives (Intel® IPP) pre-optimized compression and decompression routines to make backups run faster.
- **Ready guidance.** The program also pointed Virtos engineers to helpful documentation and other guidance to make the most of the opportunity.
- **Simplified maintenance.** Since Intel IPP functions are updated for each generation of platforms by Intel engineers, Virtos keeps up on the latest hardware features without having to rewrite code.

The results are striking. For example, one of Virtos' clients, a midsize Brazilian software-house, reduced the time required to perform a comprehensive disaster recovery backup of its servers from 12 hours to just three hours[1] after the integration of Intel IPP into S.O.S Backup. This dramatic reduction allowed that backup to be performed every day, instead of just on weekends. As a result, the disaster recovery backup is more current on average, and the customer's data is better protected.



Virtos S.O.S Backup* provides simple, flexible, high-speed backup

"When our clients (or clients-to-be) see the Intel® Software Partner Program logo on our product, they can be sure that S.O.S Backup is optimized to run on their Intel® platforms. That increases the confidence they have in our software."*

- Mr. Marco Melo, CEO, Virtos Backups

Getting Business Advantages from the Program

In addition to improving product quality as a result of its participation in the Intel Software Partner Program, Virtos' image among customers and potential customers also benefitted. In a market segment as competitive as backup software, that perception is very important, and the program delivers a decided advantage. Displaying the Intel logo in conjunction with its product packaging helps assure customers of S.O.S Backup's quality. And Intel IPP's ongoing optimization for next-generation processors helps Virtos be early to market with solutions for emerging hardware platforms as they are introduced.

Since the Intel IPP algorithms used in S.O.S Backup are multi-threaded, the product now takes advantage of multi-core hardware, providing a solid functional claim for the software that also helps differentiate it from the competition. For the future, Virtos looks to the Intel Software Partner Program to help them deliver ever-greater performance from their product, taking better advantage of both next-generation hardware and innovative marketing opportunities to put their products into more customers' hands.

S.O.S BACKUP

Conclusion

Customers depend on Virtos to speed up their backup operations, and Virtos depends on the Intel Software Partner Program to help them bring the best product to market possible. The results they have already achieved deliver excellent end-customer value that drives a better competitive position for Virtos. Future efforts will build on that foundation, backing up tomorrow's even larger data sets quickly and effectively.

Learn more about Virtos Backups:
www.virtos.com

About the Intel® Software Partner Program

The Intel® Software Partner Program provides a framework for collaborative solution development around Intel® architecture. From business planning and product development to marketing and sales, the program drives increased business success and market opportunities. Learn more at **www.intel.com/partner.**

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VIRTOS

[1] Results reported by Virtos Backups.

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Notice revision #20101101

 0111/BY/MESH/PDF 322285-002US