



SUCCESS STORY

Dito Wins More Deals by Partnering with Backupify

backupify

a datto company

Dito is one of the original 30 hand-picked G Suite Authorized Resellers, selected based on their early expertise with G Suite. Since 2007, they have continued to evolve with Google's cutting-edge cloud solutions, becoming a premier partner for each of Google's expansions into enterprise solutions.



WE PARTNERED WITH BACKUPIFY TO GIVE OUR CUSTOMERS CONFIDENCE IN MOVING TO THE CLOUD. BACKUPIFY WAS THE FIRST AND BEST SOLUTION FOR BACKING UP GOOGLE APPS. BACKUPIFY GIVES OUR CUSTOMERS AN EXTRA LAYER OF DATA PROTECTION THROUGH A SECURE SECOND COPY OF THEIR CLOUD DATA."

Bevan Reilly
Sales Manager



Dito Customers Move to the Cloud with Confidence

Many of Dito's customers were making the switch from on-premise tools like Outlook to cloud-based apps like Gmail. These customers were used to backing up their data using traditional methods, and they wanted to have the same data protection and security as they moved to the cloud. Sales Manager Bevan Reilly says, "We partnered with Backupify to give our customers confidence in moving to the cloud. Backupify was the first and best solution for backing up G Suite. [Backupify for G Suite](#) gives our customers an extra layer of data protection through a secure second copy of their cloud data. By partnering with Backupify, we're able to offer our customers a complete cloud solution for migrating, managing and protecting their data."

Dito Gains Access to New Customers with Backupify

"Our partnership with Backupify has provided us with an additional revenue stream and helped us close deals we wouldn't have won otherwise. In one case, we had a potential client with 3,000+ users that required the ability to recover deleted emails and documents. If it weren't for our ability to offer Backupify as a solution against data loss caused by users, they would have walked away from the deal."

Dito and Backupify Work Together to Close Business

"The relationship we have with Backupify is great. Backupify provides the training and support we need to be effective partners, whether that's jumping on demos, providing customer references, partner-only webinars or other selling tools. I appreciate the hands-on approach that they take in working with us. All of these have been extremely helpful as we've built our relationship with them and grown our business."

Together, Backupify and Dito keep user data protected and accessible when they need it.

About Backupify

Backupify, a Datto company, is the leader in cloud-to-cloud backup, enabling enterprises to extend data protection and accessibility best practices to the cloud. Backupify gives IT professionals the security and control they need against data loss from user errors, external threats, and service failures. Learn more at www.backupify.com.

Corporate Headquarters

Backupify
50 Milk Street, Suite 1300
Boston, MA 02109
United States
www.backupify.com
+1.800.571.4984

Global Offices

USA: 888.294.6312
Canada: 877.811.0577
EMEA: +44 (0) 118 402 9606
Australia: +61 (02) 9696 8190
Singapore: +65-31586291