



## At a Glance

### Vertical

MSP

### Year Founded

2014

### Title

CEO: Dino Bordonaro

### Endpoints Managed

150 VMs

### Website

[www.bordonaro-it.com](http://www.bordonaro-it.com)

## Key Findings

### Time Savings

50% reduction in the time it takes to restore backups

### Reduced Client Downtime

Clients can stay in production during migration to Azure Stack

*“Carbonite® Migrate is very fast and very reliable. Our migration process is expedited and [...] downtime for our customers is practically nonexistent.”*

– Dino Bordonaro, CEO, BORDONARO IT

# Germany-based MSP Offers Reliable “Bring Your Own VM” Migration with Super-Fast Cutover

## Background

BORDONARO IT is a Germany-based managed service provider that enables IT hybridization and cloud migrations for clients in many diverse verticals, including finance, medicine, crafts, automotive, agencies and retail. Bordonaro offers infrastructure as a service, providing Azure Stack services to dozens of customers throughout Germany and running over 150 customer VMs across two data centers for redundancy. Not only has BORDONARO IT received the Top 100 award for innovative strength and above-average innovation in medium-sized companies, but its CEO, Dino Bordonaro, was named Microsoft MVP for Microsoft® Azure.

## Challenge

Over the years, BORDONARO IT has supported many clients who had been using Hyper-V servers. As more clients pursued migrations to the cloud, many chose to migrate from Hyper-V servers to the hybrid platform, Microsoft Azure Stack Hub. Although Bordonaro’s teams successfully completed numerous migrations, they encountered some issues when moving data.

Bordonaro’s staff needed the ability to replicate data as soon as customers were ready, i.e. at a moment’s notice. To avoid any mistakes or data loss that might occur when rushing the migration process, the team would replicate the customers’ environment to their existing cloud backup solution, then manually pull the files directly from the cloud. All told, migrating data to Azure Stack took up to a day and a half.

*“Moving data from Point A to Point B essentially by hand was too time-consuming. We knew we had to figure out a way to expedite the process, or else we’d risk losing clients over the downtime.”*

– Dino Bordonaro, CEO, BORDONARO IT

Although Microsoft offers Azure Site Recovery, this solution does not support Azure Stack. Bordonaro chose to look outside of the Microsoft family for a solution that would enable his business to deliver migration services with minimal downtime. That’s when he and his team discovered Carbonite® Migrate.

## Solution

During the proof of concept with Carbonite Migrate, Bordonaro and his team migrated 20 Hyper-V servers with around 350 virtual machines to Azure Stack Hub. Bordonaro explains “we used fake ‘high availability’ over two Azure Stacks and kept productions’ workload in H.A.” He performed a test failover with the Carbonite solution each time he migrated a customer, and closely monitored the process to uncover any gaps in the plan before switching each customer back to their on-prem environment. With Carbonite Migrate, Bordonaro and his team experienced significant improvements in visibility, testing, and migration time. All in all, he considered the POC a success.

*“Carbonite Migrate is very fast and very reliable. Our migration process is expedited, and we’ve managed to cut our time for data restoration in half. Best of all, the cutover takes no time at all so downtime for our customers is practically nonexistent.”*

– Dino Bordonaro, CEO, BORDONARO IT

## Conclusion

Since implementing Carbonite Migrate, Bordonaro says the migration process is markedly faster. In the past, his clients had to shut down before the backup to their existing cloud solution, and restoring backed up data after the migration to Azure Stack Hub took 5-6 hours or more. Now, his teams can complete the data restoration process in as little as 2-3 hours and clients experience little to no downtime. Overall, the Carbonite replication engine expedited Bordonaro’s process and has allowed him to migrate full systems to Azure Stack Hub without issues, even customers with very quick migration windows.

In addition to migrating Hyper-V customers to Azure Stack Hub, Bordonaro has used the Carbonite solution to migrate a Microsoft® Exchange cluster, as well as other server environments. He laughs, “I love when a customer says something won’t work. For us, coming up with custom solutions is an exciting challenge. I moved data from Windows® Server 2012 to Server 2019 with exact replication, and the customer didn’t even leave production.” With Carbonite Migrate, Bordonaro and his team can offer more reliable migration, custom solutions, and minimal downtime – creating a win-win situation for his and his clients’ businesses.

### Contact us to learn more – Webroot US

Email: [wr-enterprise@opentext.com](mailto:wr-enterprise@opentext.com)

Phone: +1 800 772 9383

### About Carbonite and Webroot

Carbonite and Webroot, OpenText companies, harness the cloud and artificial intelligence to provide comprehensive cyber resilience solutions for businesses, individuals, and managed service providers. Cyber resilience means being able to stay up and running, even in the face of cyberattacks and data loss. That’s why we’ve combined forces to provide endpoint protection, network protection, security awareness training, and data backup and disaster recovery solutions, as well as threat intelligence services used by market leading technology providers worldwide. Leveraging the power of machine learning to protect millions of businesses and individuals, we secure the connected world. Carbonite and Webroot operate globally across North America, Europe, Australia, and Asia. Discover cyber resilience at [carbonite.com](https://carbonite.com) and [webroot.com](https://webroot.com).