



## Case Study

# MTP

[www.mtp-usa.com](http://www.mtp-usa.com)

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Thomas A. Capone  
CEO, MTP

### Location

Boonton, New Jersey

### Challenges

Finding unique online data protection software for SMBs

### Solution

KineticCloud™ Backup

### Industry

Telecommunications

### Benefits

Competitive advantage in the cloud backup and data recovery industry

## Overview

MTP is a fast growing telecommunications company in the United States. With highly experienced and professional staff, including CEO Thomas Capone, MTP has been providing significant savings and quality of services on voice, data, wireless, IT, telecom and technology products and services used by Fortune 500 companies around the world. MTP offers an array of products and services for households and businesses. Their offerings range from outsourcing services, computer hardware, conferencing and telephone solutions, and even data backup and recovery. MTP has recently partnered with KineticD™ and has added its products and services to their line of offerings.

## The Technology Partner Solution

MTP is now providing their customers with data backup and disaster recovery through KineticD™'s services. MTP has been offering online backup for many years but was drawn to many of the unique features that are available through KineticD™. "KineticD™'s real-time continuous backup from all endpoints, the software's compatibility with all computers, the reliability of the service and the price point were key in our decision to partner with KineticD™," said Mr. Capone.

## Business Benefits

KineticD™ has provided MTP with more offerings for SMB data protection. In addition to online backup, KineticD™ includes remote desktop access and file sharing capabilities. These features allow business'

employees access to their data from any location and allows files to be shared among employees more easily. Other differentiating features of the KineticD™ services include agentless backups which allow users to manage all systems on a network from one console, as well as granular schedule-based retention policies which means files will not be deleted without authorization.

MTP customers can also use KineticCloud™ Backup's unique unlimited local storage option that enables a true hybrid cloud backup solution. These local copies can be managed independently of those that are protected in the KineticCloud™ Backup platform. This feature allows businesses to meet recovery time objectives as well as regulatory requirements for more than one backup location. With the hybrid solution, businesses have the peace of mind of off-site backup with the quick recovery of local copies.

## Looking Forward

MTP has been very pleased with the performance of KineticCloud™ Backup and the competitive edge that KineticD™'s unique features have given them: "Our testing of the KineticCloud™ Backup service began in October of 2011 and to date we have had great feedback from our customers and our own support center. After years of trying out many of the top backup vendors, KineticD™ was the only one that gave us a true competitive edge in the cloud backup and data recovery space," says Mr. Capone.

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