

## Lantech Longwave and HYCU: new partnership for Multi-Cloud Data Protection

We are pleased to announce a new **strategic partnership** with HYCU, a vendor of multi-cloud data protection solutions.

HYCU is a leading provider of **multi-cloud backup and recovery services**. Bringing true backup-as-a-service to both on-premises and cloud-native environments, HYCU **provides data protection, migration and disaster recovery** to over 3,000 companies worldwide.

The solutions offered therefore focus on next-generation data protection software in line with the needs of modern **virtualisation and cloud**-based data centres (private, public or hybrid). The focus is on **Virtual Machines** and applications, an innovative approach that differentiates HYCU from the majority of backup products, which are developed on models, architectures, management methods and operating contexts that are completely different from the current ones,

**Franco Benuzzi, Business Manager IT & Cloud Lantech Longwave**, said of the new partnership:

*"The partnership with HYCU allows us to offer cutting-edge solutions, ready to incorporate the most current needs, such as data migration to the cloud, or office 365 or Kubernetes backup. The inherent functionality of asynchronous replication allows us to implement, at no additional cost, Disaster Recovery solutions to other sites owned by the customer where there is a secondary infrastructure but also to the cloud".*

Benuzzi expressed satisfaction with this new partnership, describing it as an important step forward for **Lantech Longwave**. HYCU solutions eliminate the complexity, risks and high costs of legacy solutions, providing simplicity in data protection in a hyper-connected, multi-cloud world.

*"HYCU also enables those with in-house Nutanix and/or VMware infrastructures and/or with extensions to one or more public clouds such as AWS, Azure and Google, to have resilient data that can be migrated from on-premises to the cloud in the event of a disaster,"* added Benuzzi.

This new partnership marks an important milestone in the **expansion of our Datacenter & Cloud solutions** and enriches our portfolio to meet the needs of even the most demanding companies.

Regarding the new partnership, Joe Driver - EMEA Commercial Sales Director at HYCU - expressed enthusiasm and ambition for the common goals of the two companies:

*"We are proud to be working with Lantech Longwave, a long-standing company that delivers value in the ICT sector in Italy and Switzerland, particularly focused on networking, security and to help them meet their customers' cloud challenges with ease and simplicity. Our solutions are able to simplify data management and protection in multi-cloud environments in an increasingly hyper-convergent and hyper-simplified world. Our technology delivers outstanding results in data protection and monitoring and immediate availability, increasing the performance and reliability of business applications. As with Lantech Longwave, HYCU is a customer first organization and we both share all the same strategic business aspects to help our customers today and well into the future. We are confident that this new beginning is the first step towards a future with great common goals, for a solid partnership".*

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