

Nominee: Veeam

Nomination title: Veeam Backup & Replication v8

Key features

Organizations are modernizing their data centers in order to provision IT services faster, strengthen security and control, and lower operational costs. While building modern data centers, organizations invest in server virtualization, modern storage applications and cloud-based services. However, businesses are facing new demands from end users including access to data and applications 24/7, no patience for downtime or data loss, and exponential data growth at 30-50% per year.

This opens a gap—an availability gap—between the requirements of the Always-On Business™ and IT's ability to effectively deliver availability. Veeam bridges this gap by providing customers something fundamentally different—Availability for the Modern Data Center™. Veeam Backup & Replication™ v8 allows recovery time and point objectives (RTPO) of virtual machines and individual items in less than 15 minutes for all applications and data, instead of hours – providing backup and availability designed for the Always-On Business. Veeam Backup & Replication provides fast, flexible, and reliable recovery of virtualized applications and data. It brings backup and replication together in a single solution to both increase the value of backup and reinvent data protection for VMware vSphere and Microsoft Hyper-V virtual environments.

Market impact

Since its release in November 2014, over 333,000 users worldwide have downloaded v8 – that's 1/3 of a million downloads! Over 64% of current customers have upgraded from the previous version, Veeam Backup & Replication v7. Currently 70 percent of Fortune 500 and 48 percent of the Global 2000 are now Veeam customers. Thirty thousand (30,000) organizations registered pre-launch interest in the solution, and within its first 90 days of release more than 36 percent of existing customers (45,000) upgraded to Veeam Backup & Replication v8. In addition, wider interest in the solution has been phenomenal, with customers, prospects and partners downloading at a rate of more than 1,200 downloads per day.

Almost two thirds of organizations stated that the upgrade process took a “matter of minutes”. Compared to upgrading with other software vendors, 94 percent said that Veeam B&R v8 set a new standard in simplicity. Furthermore, 91 percent of customers handled the upgrade process internally with no help from an external consultant, thereby illustrating its ease of use. Nearly three quarters of respondents indicated that the v8 release exceeded their expectations or they were very satisfied since completing the upgrade process.

USPs and Differentiators

Backup

Veeam Backup & Replication creates lightning-fast VM backups while also giving organisations multiple backup options to meet their needs. Network mode (NBD) is available for any infrastructure configuration, but Veeam also provides Virtual Appliance and Direct SAN Access modes that provide direct access to production storage, taking load off of the management network and hypervisor hosts, and maximizing backup performance. Plus, features such as source-side deduplication and compression, change block tracking, parallel processing, automatic load balancing and the exclusion of swap files ensure the fastest, most efficient backups possible.

Recovery

Veeam Backup & Replication delivers extremely fast, reliable restore for individual files, entire VMs and application items—ensuring you have confidence in virtually every recovery scenario. Restore entire VMs in minutes with Instant VM Recovery™. Run any virtualized application on vSphere or Hyper-V directly from the latest backup, instead of making users wait while you provision storage, extract the backup and copy it to production. After restoration, you can use VMware Storage vMotion, Hyper-V Live Migration or Veeam’s proprietary Quick Migration to move VMs back to production storage.

Replication

Ready-to-use VM replicas provide near-continuous data protection (near-CDP) and enhance business continuity. In case of virtualized application failure, B&R v8 allows customers to immediately switch over to its exact copy and run it either on the main or remote site. Veeam’s replication allows customers to achieve recovery time objectives (RTOs) of < 15 minutes for any virtualized application, maintain image-based replicas either onsite for high-availability or offsite for disaster recovery, and simplify replica failover and failback with delta synchronization and automated IP re-addressing.

Customer Testimonials: City University London

City University needs to ensure that it has a rapid and reliable mechanism for protecting and recovering student data, while providing real-time access to centralised services. The Enterprise Plus edition of Veeam’s Availability Suite provides City’s students with a secure on and off-campus access to their data. Vitaly, it will also improve restoration functionality in the event of IT downtime.

The decision to upgrade its Veeam license from the Standard to Enterprise Plus offering was simple, as it provides unrivalled recovery times and point objectives (RTPO) of less than 15 minutes for applications and data. By bridging a gap between the requirements of the Always-On Business™ and IT's ability to effectively deliver availability, Veeam Availability Suite will benefit students, staff and administrators on campus, while saving on operational and maintenance costs.

“Veeam’s Enterprise Plus solution addresses the fundamental needs of the competitive higher education sector, allowing us to be always-on and cost-effective. It also provides us with a scalable roadmap that ties into our longer term objectives.” Eric McIntosh, Deputy Chief Technology Officer of City University London.

Scania Great Britain Limited

Scania Great Britain Limited is part of the Scania Group, which was founded in Sweden in 1891 and has become a leading manufacturer of trucks, buses and engines. Scania Great Britain was concerned about business continuity because time-intensive VM recovery required key systems to be offline. DR testing was also time-intensive. Third-party consultants had to be onsite to restore applications quickly.

The company now uses Veeam Backup & Replication to keep key systems online at all times. Veeam backs up 10TB of data on 90 VMs to Windows 2012 R2 servers onsite and replicates VMs to a DR site, where backup copies are also sent. Veeam also verifies the recoverability of every restore point in backups and replicas to ensure business continuity.

“If you’re going to restore, especially in a DR situation, you’ve got to have 100% confidence in your availability solution. It has to work every time. Veeam provides an insurance policy for availability.” Harley Carter, Solutions Architect, Scania Great Britain Limited

Why nominee should win

- Nearly three quarters of customer respondents indicated that the v8 release exceeded their expectations or they were very satisfied since completing the upgrade process
- Recovery of failed VM in as little as 2 minutes and ground-breaking application-item recovery for Microsoft Exchange, Active Directory, SQL Server and SharePoint

- **Lower RTPOs and 20x faster backups with automatic recoverability testing of every backup and every replica, every time**
- **The only product with offsite backups 50x faster than standard file copy with built-in WAN acceleration**
- **Offsite recovery with 1-click site failover and support for facilitated data center migrations with zero data loss**