

10 REASONS TO SWITCH TO VEEAM FROM COMMVAULT

More Commvault users are switching to Veeam than ever before. Looking for better alternatives, they are switching because unlike Commvault's aging, legacy solution, Veeam delivers *Availability for the Modern Data Center*[™]. They are switching because agents are a thing of the past, and because an Availability solution should be an asset, not a necessary burden. More than 168,000 organizations worldwide – 50,000 in just the last 12 months – have turned their back on legacy backup systems. Now they're using a completely different and better solution... an Availability solution from Veeam – allowing them to meet today and tomorrow's business availability demands with RTOs and RPOs of less than 15 minutes for all applications and data.

Veeam[®] recognizes the new challenges companies across the globe face in enabling the *Always-On Business*[™], a business that must operate 24/7/365. To address this, Veeam has pioneered a new market for *Availability for the Always-On Enterprise*[™]. Unlike "legacy backup" solutions, which provide recovery time (RTO) and recovery point objectives (RPO) of hours or days, Veeam helps organizations meet recovery time and point objectives (RTPO[™]) of less than 15 minutes for all applications and data. This is achieved through a fundamentally new kind of solution that delivers high-speed recovery, data loss avoidance, verified protection, leveraged data and complete visibility. **Veeam Availability Suite**[™], which includes **Veeam Backup & Replication**[™] and **Veeam ONE**[™], leverages virtualization, storage and cloud technologies that enable the modern data center to help organizations save time, mitigate risks and dramatically reduce capital and operational costs. Does Commvault do that?

CHECK OUT 10 MORE REASONS WHY COMMVAULT CUSTOMERS ARE SWITCHING TO VEEAM:

1

Availability beats legacy backup: Commvault was founded in the 1980s and it shows. Complex interfaces and deployment practices that require professional services have no place in the Modern Data Center. With the average company experiencing unplanned downtime 13 times a year¹, the costs associated with continuing to invest in a legacy backup solution can be extensive. Switch to an Availability solution that was built for virtualization from day one and provides completely agentless backup and recovery, native VM replication, multi-hypervisor support and more.

2

High-speed recovery: While Commvault continues to beta test their instant recovery feature in live customer environments, Veeam has been busy perfecting the process we invented and patented years ago. Veeam's Instant VM Recovery[™] has been proven by tens of thousands of customers worldwide to lower RTOs of full VM restores to mere minutes. Our completely agentless approach to backup AND granular recovery ensures you can tackle virtually any recovery scenario without the additional overhead of agents. It's no wonder that Veeam customers experience 96% of recoveries within their RTO SLAs, compared to 78% for legacy solutions.²

3

Data loss avoidance: Commvault Simpana offers multiple ways to backup and restore your data—as long as you plan on paying extra for the capabilities. You trust an Availability vendor to guard your data—they shouldn't take advantage by nickel and diming you for individual recovery feature. Veeam has offered 2-in-1 backup and replication[™] since v1. With advanced Availability features such as WAN Acceleration, orchestrated failover plans for VM replication, and Veeam Cloud Connect—which enables you to get your backups off site without the cost and complexity of managing an offsite infrastructure. Veeam can ensure that your remote offices, as well as your largest enterprise data centers are fully protected.

4

Verified recoverability: Commvault Simpana simply does not offer a way to ensure the recoverability of VMs. With Veeam's SureBackup[®] and SureReplica technologies, you can automatically test and verify every protected VM for recoverability by running the VM directly from a backup file or replica. Custom application test scripts even allow for verification of applications within VM backups and replicas. Each quarter, organizations only test an average of 5.26% of their backups. Of those tested, 16.74% fail.³ Don't be a statistic. Switch to Veeam to confidently and automatically test 100% of your backups—every time.

5

Leveraged data: Legacy solutions such as Commvault Simpana treat backups as a necessary burden on IT staff. Modern alternatives like Veeam allow you to put your backups and replicas to work. Veeam's Virtual Lab gives administrators an On-Demand Sandbox[™] to troubleshoot issues, test new applications and software patches, and train staff on a working copy of a production environment without impacting business operations—all while keeping your budget in mind. Veeam doesn't require any additional investments in infrastructure.

6

Complete visibility: Rapid Recovery, one of many Dell backup products, offers basic backup capacity monitoring but lacks the capability to monitor and report on the virtual infrastructure. Veeam ONE™, part of Veeam Availability Suite™, gives you the complete picture with real-time monitoring, reporting, and capacity planning for both backup and production infrastructures to help you detect issues before they become a bigger problem.

7

Award winning support: Veeam’s global support team is unparalleled in their technical knowledge, communication, and customer-first mentality. Our customers recently expressed their overwhelming approval with Veeam’s technical support by awarding our US-based North American support team with a 98.9% customer satisfaction rating and our EMEA team a 97.3% rating.⁴ Veeam stands by our products and we don’t forget about you after the sale. You can rest assured that we will be there if you need us.

8

Easy to deploy: Dell Rapid Recovery consists of multiple legacy agents and multiple separately licensed products for simple granular application recoveries. Availability shouldn’t be difficult to implement. Veeam’s easy installation process coupled with a simple but scalable agentless architecture will have you up and running quickly and at no additional cost.

9

Pricing that’s fair: Customers tell us they’ve seen significant savings over Rapid Recovery’s renewal costs by switching to Veeam. Our easy-to-understand licensing ensures you get everything you need without the headaches associated with complicated appliances, add-ons, agents, and professional services that are typical of legacy solutions. According to IDC, the amount of data in the digital universe more than doubles every two years. Capacity based licensing will turn ugly if the amount of data you are generating follows this path.

Guidance from your peers: Veeam has the highest customer satisfaction ratings in the industry—3x the average.⁵ We even surpass some of the world’s most beloved brands!⁶ Don’t take it from us, hear what our customers have to say about Veeam:

10

“The other products we evaluated just didn’t measure up to Veeam Backup & Replication. They were slow, expensive, and didn’t have all the capabilities that Veeam offers.”

— Tonis Leissoo
IT Solution Architect
Playtech Estonia

“Verifying recoverability is not an issue because of Veeam’s SureBackup; every morning at 6am we have one complete SureBackup check of the most important VMs. We are certain, without a doubt, that every operating system will boot and that every application will run, every single time.”

— Anders Juhl Nielsen SAP
BasisConsultant
L’Oreal Denmar

“The reliability you get with Veeam is unfathomable. If you’ve made the move from physical to virtual, why would you continue using a physical backup tool in a virtual environment? I get a lot more sleep at night knowing Veeam is backing up our VMs.”

— Raymond Cison
Senior Systems Engineer
MacLean-Fogg Company

There are many reasons why Commvault customers are switching to Veeam—these are just a few. Data Availability doesn’t have to be difficult to deploy, cumbersome to manage, or expensive to purchase. Truly agentless backup also means agentless restore for full VMs, files, and granular items on ANY operating system or application. Come see what thousands of former Commvault users are raving about. Download a FREE trial of Veeam Availability Suite v9 today and get into the fast lane with Availability for your Modern Data Center.

^{1, 3} Source: ESG Research, Veeam Customer Insights Survey, February 2014

² Source: Veeam Data Center Availability Report, 2014

^{4, 5} Source: Primary Intelligence, Veeam Customer Satisfaction Research, February 2015

⁶ Temkin Group, Tech Vendor NPS Benchmark, July 2014

KeepItSafe offers comprehensive cloud data availability solutions — contact us

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