

10 REASONS TO SWITCH TO VEEAM FROM IBM SPECTRUM PROTECT

More IBM Spectrum Protect (formally IBM Tivoli Storage Manager) users are switching to Veeam than ever before.

Looking for better alternatives, they are switching because unlike IBM'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.

Over 157,000 companies - 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 Availability Suite™, which includes **Veeam Backup & Replication™** and **Veeam ONE™**, leverages virtualization, storage, and cloud technologies that enable the modern data center. Does Spectrum Protect do that?

CHECK OUT 10 MORE REASONS WHY IBM SPECTRUM PROTECT CUSTOMERS ARE SWITCHING TO VEEAM:

1

Availability beats legacy backup: IBM Spectrum Protect descended from a research unit within IBM in the late 1980s. It was designed to back up systems with lots of acronyms that no longer exist. You've modernized your servers, storage, and networking—now it's time to ditch the legacy backup. 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: Love agents? IBM Spectrum Protect has you covered. Requiring multiple agents or completely separately licensed products for granular recovery, Spectrum Protect customers are growing tired of being nickel and dimed to achieve the restores they require. Veeam's completely agentless approach to backup, replication, 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: IBM Spectrum Protect was designed at a time where RPOs and RTOs were measured in days, not minutes. Availability means RTPOs™ of < 15 minutes to avoid data loss altogether. 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 protection: IBM Spectrum Protect has decades of experience protecting physical systems. Unfortunately for their customers, that experience doesn't translate to a robust VM Availability solution that enables automated testing for recoverability. With Veeam's SureBackup® and SureReplica technologies, you can automatically test and verify every protected VM for recoverability. How important is testing? Each quarter, only 5.26% of organizations test 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 IBM Spectrum Protect 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. And just as importantly, without requiring any additional infrastructure.

6

Complete visibility: IBM Spectrum Protect offers basic backup capacity monitoring but lacks the capability to monitor and report on the virtual infrastructure. Veeam ONE™, part of Veeam Availability Suite™, delivers 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 elation with Veeam support by giving our US-based North American support team a 98.9% customer satisfaction rating and our EMEA team a 97.3% rating.⁴ Veeam stands by our products and we won’t forget you after the sale. Rest assured that we will be there if you need us.

8

Easy to deploy: IBM Spectrum Protect consists of multiple agents, and in some recovery scenarios, multiple separately licenced products. Availability shouldn’t be difficult to implement or complex to learn. Veeam’s easy installation process coupled with a simple, but scalable 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 their IBM Spectrum Protect renewal costs by switching to Veeam. Our easy-to-understand licencing ensures you get everything you need without the headaches associated with complicated add-ons, agents, and professional services that are typical of a Spectrum Protect solution. Additionally, capacity based licencing can turn ugly when the amount of data you are generating increases drastically year after year.

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:

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“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 IBM Spectrum Protect 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 Spectrum Protect users are raving about. Download a FREE trial of Veeam Availability Suite v8 today to 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 Availability Report, 2014

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

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

888 965 9988 | keepitsafe.com | sales@keepitsafe.com