

# 10 REASONS TO SWITCH TO VEEAM FROM VERITAS NETBACKUP

**More NetBackup users are switching to Veeam than ever before.** Looking for better alternatives, they are switching because unlike NetBackup's aging, legacy solution, Veeam delivers *Availability for the Modern Data Center*<sup>™</sup>. 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**<sup>®</sup> recognizes the new challenges companies across the globe face in enabling the Always-On Business<sup>™</sup>, a business that must operate 24/7/365. To address this, Veeam has pioneered a new market for Availability for the Always-On Enterprise<sup>™</sup>. 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<sup>™</sup>) 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**<sup>™</sup>, which includes Veeam **Backup & Replication**<sup>™</sup> and **Veeam ONE**<sup>™</sup>, 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 NetBackup do that?

## CHECK OUT 10 MORE REASONS WHY VERITAS NETBACKUP CUSTOMERS ARE SWITCHING TO VEEAM:

1

**Availability beats legacy backup:** Veritas NetBackup came into existence in the 1980's via an engagement with an automotive manufacturer. It was built to support the systems and applications of the past—not the agile, modern data centers of the present. With the average company experiencing unplanned downtime 13 times a year<sup>1</sup>, the costs associated with continuing to invest in a legacy backup solution can be extensive. Don't suffer through more downtime. 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

**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 awarding our US-based North American support team with a 98.9% customer satisfaction rating and our EMEA team a 97.3% rating.<sup>2</sup> Veeam stands by our products and we won't forget you after the sale. You can rest assured that we will be there if you need us.

3

**High-speed recovery:** Unrestricted agentless file level recovery, agentless granular recovery for tier-1 Microsoft applications, and intuitive cross-hypervisor Instant VM Recovery<sup>™</sup>. These are just some of the things Veeam offers and Veritas NetBackup doesn't. Veeam's 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.<sup>3</sup>

4

**Data loss avoidance:** Veritas NetBackup was designed at a time where RPOs and RTOs were measured in days, not minutes. Availability means an RTPO<sup>™</sup> of < 15 minutes to avoid data loss altogether. Veeam has offered 2-in-1 backup and replication<sup>™</sup> 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.

5

**Verified recoverability:** If you aren't certain that your backups can be recovered, can they really be considered backups? Veritas NetBackup doesn't offer a way to automatically verify the recoverability of your backups. Veeam SureBackup<sup>®</sup> provides you with the confidence you need. Confidence that every backup will restore—every single time. How important is testing? Each quarter, organizations only test an average of 5.26% of their backups. Of those tested, 16.74% fail.<sup>4</sup> Don't be a statistic. Switch to Veeam to confidently and automatically test 100% of your backups—every time.

6

**Leveraged data:** IT can no longer be considered a cost center. Modern organizations like yours treat IT as a weapon, not a liability. Legacy tools like Veritas NetBackup treat backups as a necessary burden. 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 without requiring additional capital expenditures in storage and infrastructure.

7

**Complete visibility:** NetBackup 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.

8

**Confidence in your future:** Symantec has sold off its Veritas product line to a private equity firm—creating uncertainty in the future of their backup products.<sup>5</sup> Gain peace of mind that your backup vendor is here to stay. Availability should never be something left in doubt—switch to Veeam and gain confidence not only in the future of your data, but in the future of your Availability vendor.

9

**Pricing that's fair:** Customers tell us they've seen significant savings over Veritas NetBackup's renewal costs by switching to Veeam. Our easy-to-understand licensing ensures you get everything you need without the headaches associated with complicated add-ons, agents, and professional services that are typical of a NetBackup solution. Additionally, capacity based licensing 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.<sup>6</sup> We even surpass some of the world's most beloved brands!<sup>7</sup> 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 Veritas NetBackup 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 NetBackup 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.

<sup>1, 3</sup> Source: ESG Research, Veeam Customer Insights Survey, February 2014

<sup>2, 6</sup> Source: Primary Intelligence, Veeam Customer Satisfaction Research, February 2015

<sup>4</sup> Source: Veeam Data Center Availability Report, 2014

<sup>5</sup> Source: Symantec has been exploring Veritas sale for months; Symantec Exploring a Sale of Its Veritas Business; Symantec Sells Veritas: Too Little, Too Late?

<sup>7</sup> Temkin Group, Tech Vendor NPS Benchmark, July 2014

**KeepItSafe offers comprehensive cloud data availability solutions — contact us**

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