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Making an impact with Cloud Data Management

Stories from Veeam customers driving business innovation

THE DEMANDS OF DATA IN THE CLOUD

As consumers and customers, we are accustomed to easy, intuitive, and super-fast transactions driven by data. We all need the confidence and trust that digital transactions will work as expected.

Businesses are challenged with managing and mining the data they produce and use and ensuring that their digital experience is 100% reliable for their customers — so the chain of trust is never broken.

To solve these challenges, business leaders need a deep understanding of their data today and how it is changing, as well as new technologies and approaches to unleash its full value. There are three trends affecting all organizations relative to data management and protection:
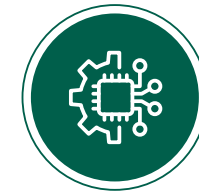
DATA CRITICALITY

Driver of innovation, consumer experiences, operational efficiency, and business opportunity

DATA GROWTH

More than 50x growth in just a decade, creating massive cost and complexity to manage and secure it

DATA SPRAWL

More data everywhere. Multiple clouds, databases, devices, and apps — requiring more visibility

In this new reality where data is located across many different clouds and systems, ensuring availability becomes far more critical and challenging. The same holds for visibility into data — regardless of where it resides or the networks where it moves. Organizations can struggle just to know where all their data is located. It is even more challenging to be certain that data will be recoverable in the event of outages, attacks, losses, or theft.

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CUSTOMER VOICES: VEEAM CLOUD DATA MANAGEMENT SOLUTIONS

In this book our customers speak for us. They will share best practices and key learnings from using Veeam Cloud Data Management solutions.

Read and learn how:

Airbus Defence & Space

Reduced VM recovery times from an average of half a day to just 20 minutes

Porshe InformationtIk

Increased IT efficiency

Rabobank

delivers enterprise scalability to become a global standard for data protection

Moscow Exchange

Provides ongoing monitoring of virtual and data protection environments

Royal Caribbean Cruises Ltd.

Provides enterprise scalability and availability to accommodate massive data growth

Vodafone

Provides complete visibility of backup jobs and resources

Ingenico Turkey

Supports compliance with the Payment Card Industry Data Security Standard (PCI DSS)

Engie

Protects IT solutions operating a natural gas power plant serving millions of households

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Case study

Airbus Defense & Space

AIRBUS DEFENCE & SPACE

Airbus defense and space selects Veeam to protect data from its satellite operations center

"Toulouse Satellite Operations Center stores the equivalent of over 600 years of telemetry data history ... the use of this data is critical to event analysis aboard the satellites as well the in support given to clients."

— **Pascal Garcia, Head of Infrastructure Systems at Toulouse Satellite Operations Center (TSOC), Airbus Defense and Space**

Company Profile:

The Toulouse Satellite Operations Center (TSOC), part of the multi-national Airbus Defense and Space corporation, is responsible for positioning and monitoring operations of a fleet of

60 telecommunications satellites

on behalf of leading international operators in the mobile, internet, television, and radio telecommunications services sector.

The Challenge:

To ensure a high performance and high quality service over the entire lifetime of a satellite which is 15 to 25 years, the TSOC needed to protect critical space telemetry data and ensure its uninterrupted and reliable availability.

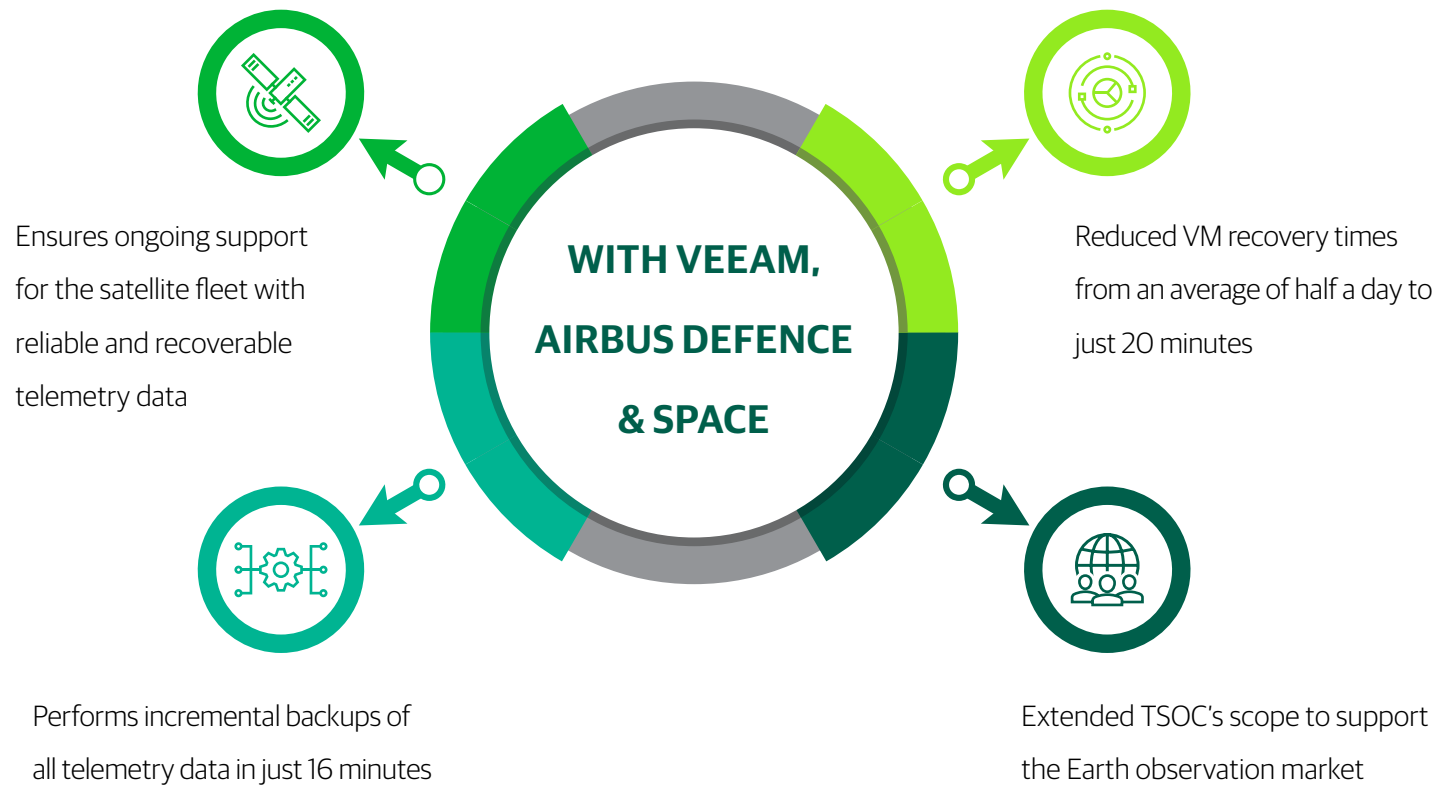## The Solution:

Veeam Backup & Replication,™ Veeam ONE™

The Results

High-level service continuity for all TSOC customers

"We are now confident in our ability to restore all our data, especially since we know that any problem will be easily and quickly identified."

— **Pascal Garcia, Head of Infrastructure Systems at TSOC, Airbus Defence & Space**

WITH VEEAM, AIRBUS DEFENCE & SPACE

Ensures ongoing support for the satellite fleet with reliable and recoverable telemetry data

Reduced VM recovery times from an average of half a day to just 20 minutes

Performs incremental backups of all telemetry data in just 16 minutes

Extended TSOC's scope to support the Earth observation market

Read full story

Case study

Royal Caribbean Cruise

Royal Caribbean Cruises Ltd. Sets sail with constant availability from Veeam

"If data isn't available every minute of every cruise, we risk disappointing our guests and losing them to competitors. Veeam is the only solution that can accommodate our massive data growth."

— **Renata Kobylinski, Director of Hosting and Engineering Services, Royal Caribbean Cruise Ltd.**

Company Profile:

Founded in 1969, the award-winning Royal Caribbean Cruises Ltd. is a cruise vacation company that serves nearly

6 million guests

each year, offering trips to

540 global destinations
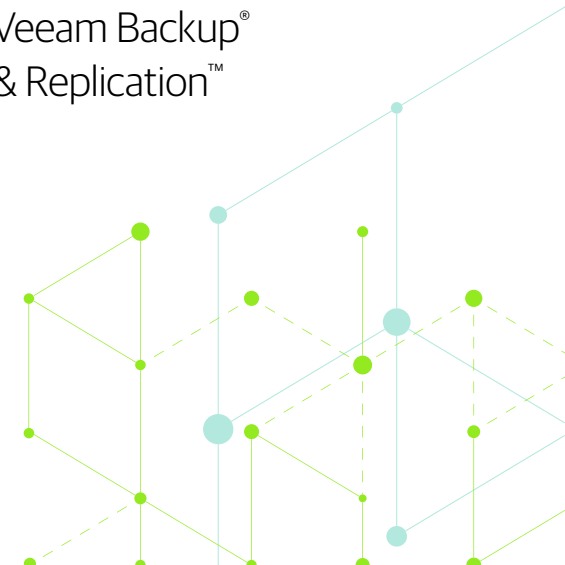
on 59 of the world's most innovative ships.

Royal Caribbean Cruises Ltd.

The Challenge:

IoT is the centerpiece of Royal Caribbean's Digital Transformation program, but with 59 ships and two more coming online each year through 2022, Royal Caribbean's three PB of data on 8,000 virtual machines (VMs) will likely double.

The solution:

Veeam Backup® & Replication™

The results

Enterprise scalability that accommodates massive data growth

"One morning I got a call at 6 a.m. because the IT system supporting debarkation failed on one of our ships. Guests were scheduled to disembark at 7 a.m. for shore excursions, so we had to restore the system quickly. Veeam restored it in minutes and guests left as scheduled. Not one person was inconvenienced."

— Al Lowe, Senior Engineer, Royal Caribbean Cruises Ltd.

WITH VEEAM, ROYAL CARRIBEAN CRUISES, LTD.

Veeam supports extraordinary digital experiences for nearly six million guests annually

Provides enterprise scalability and availability to accommodate massive data growth

Delivers Cloud Data Management™ to respond to the needs of the business

Saves hundreds of hours in training each year because Veeam is so intuitive and easy to use

Read full story

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Case study

Porsche Informatik

Porsche Imformatik deploys Veeam to drive digital transformation

"The focus of our work is always on our customers. We design our solutions and processes around their needs. If services are not available, even for a short time, customers can move on to another brand's platform with just one click. We were therefore looking for a solution to maximize the availability of our digital services."

— **Christoph Buchstätter, Head of Computing and Platform Services, Porsche Informatik**

Company profile:

Porsche is the largest and most successful car distributor in Europe.

550 employees

develop and operate around

160 solutions

for the digitization of the automobile trade. Porsche has wholesalers and retailers in
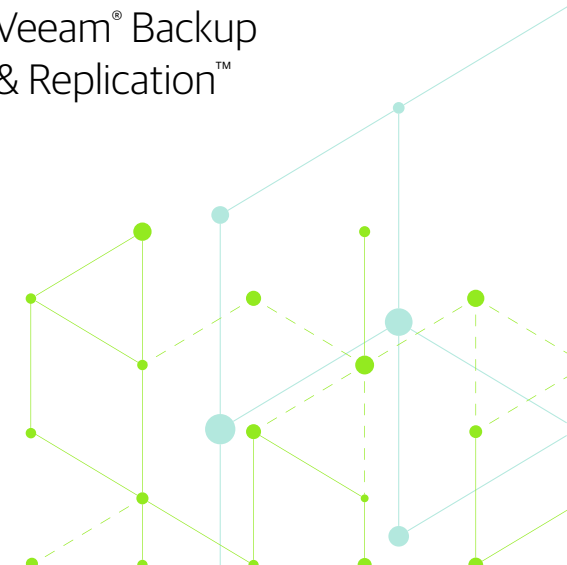
27 countries

as well as millions of end users all over the world.

PORSCHE
INFORMATIK

The challenge:

To accelerate the backup and recovery of IT resources and to improve disaster recovery (DR).

The solution:

Veeam® Backup & Replication™

veeAM
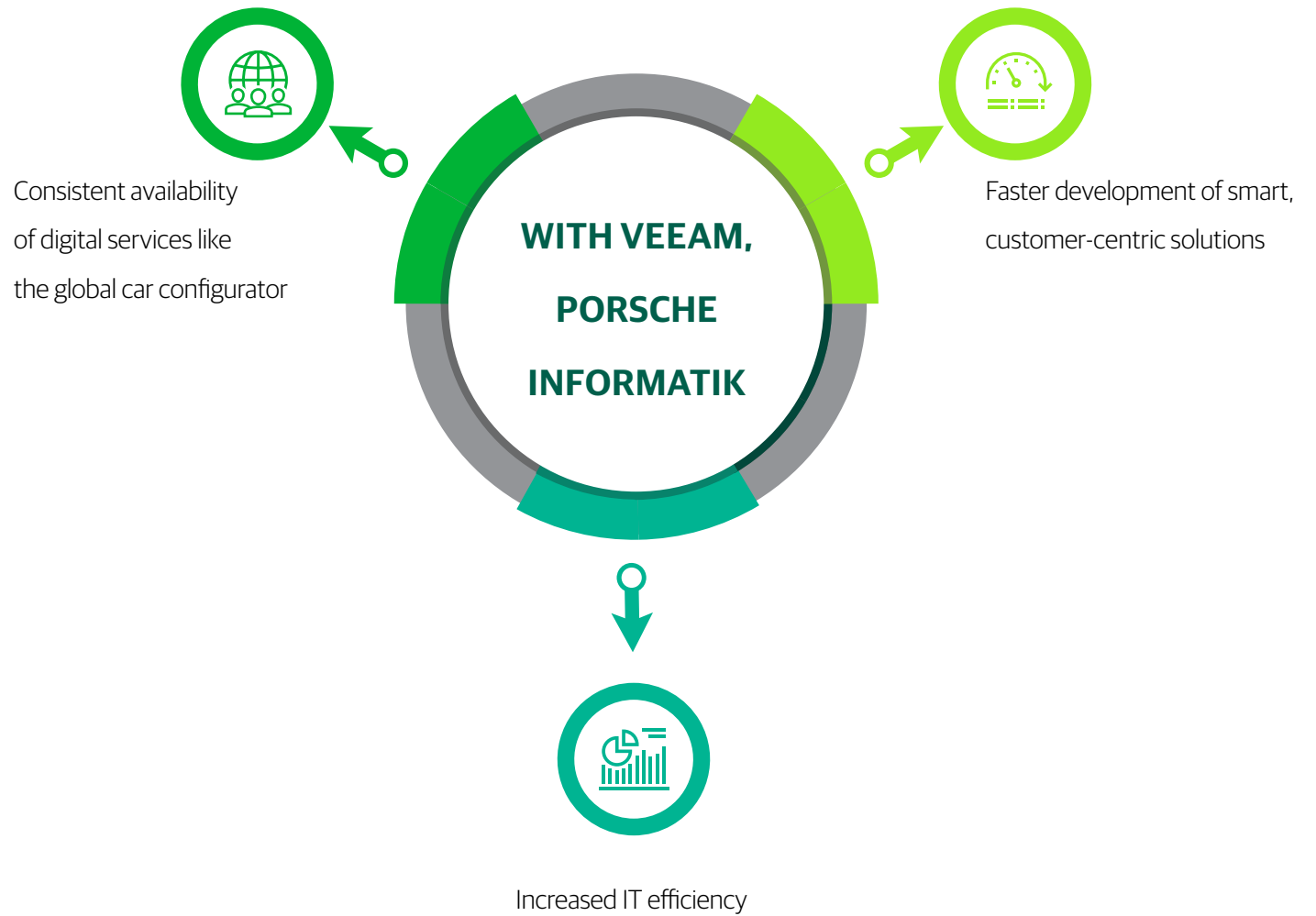
The results

"Veeam's Cloud Data Management™ platform now enables us to back up and restore IT resources in record time. This provides us with a reliable basis for digital transformation."

— **Christoph Buchstätter, Head of Computing and Platform Services, Porsche Informatik**

Consistent availability of digital services like the global car configurator

WITH VEEAM, PORSCHE INFORMATIK

Faster development of smart, customer-centric solutions

Increased IT efficiency

Read full story

Case study

Vodafone

Veeam helps Vodafone Netherlands ensure 24.7.365 availability of telecommunication services

"Backups with Veeam are so fast that we can back up every VM every day — not only production VMs but also development VMs. This is a huge benefit for our development team because they require 24.7.365 access to their systems. With fast backup, we can also back up critical workloads more frequently."

— **Jan Spapens, Senior Program Manager, Technology Enterprise Solutions, Vodafone Netherland**

Company profile:

Vodafone has mobile operations in

26 countries,

partners with mobile networks in

52 additional countries

and fixed-broadband operations in

17 markets.

By the end of June 2014, Vodafone had

436M mobile customers
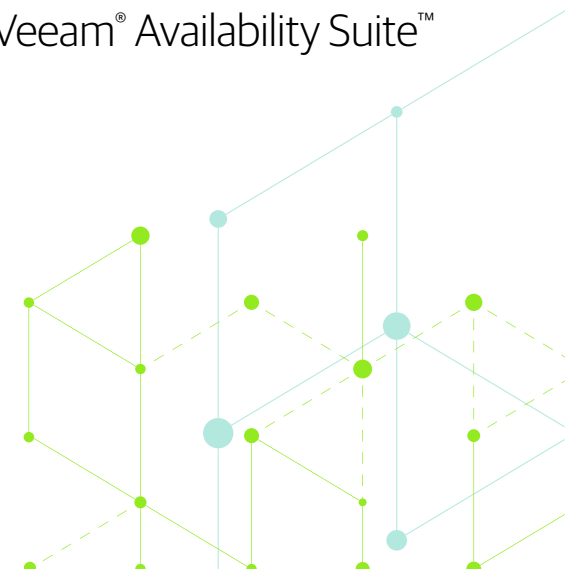
and

9M fixed broadband customers

vodafone

The Challenge:

Legacy backup and monitoring tools couldn't scale as the IT infrastructure approached 90% virtualization, the customer count increased and the amount of data tripled.
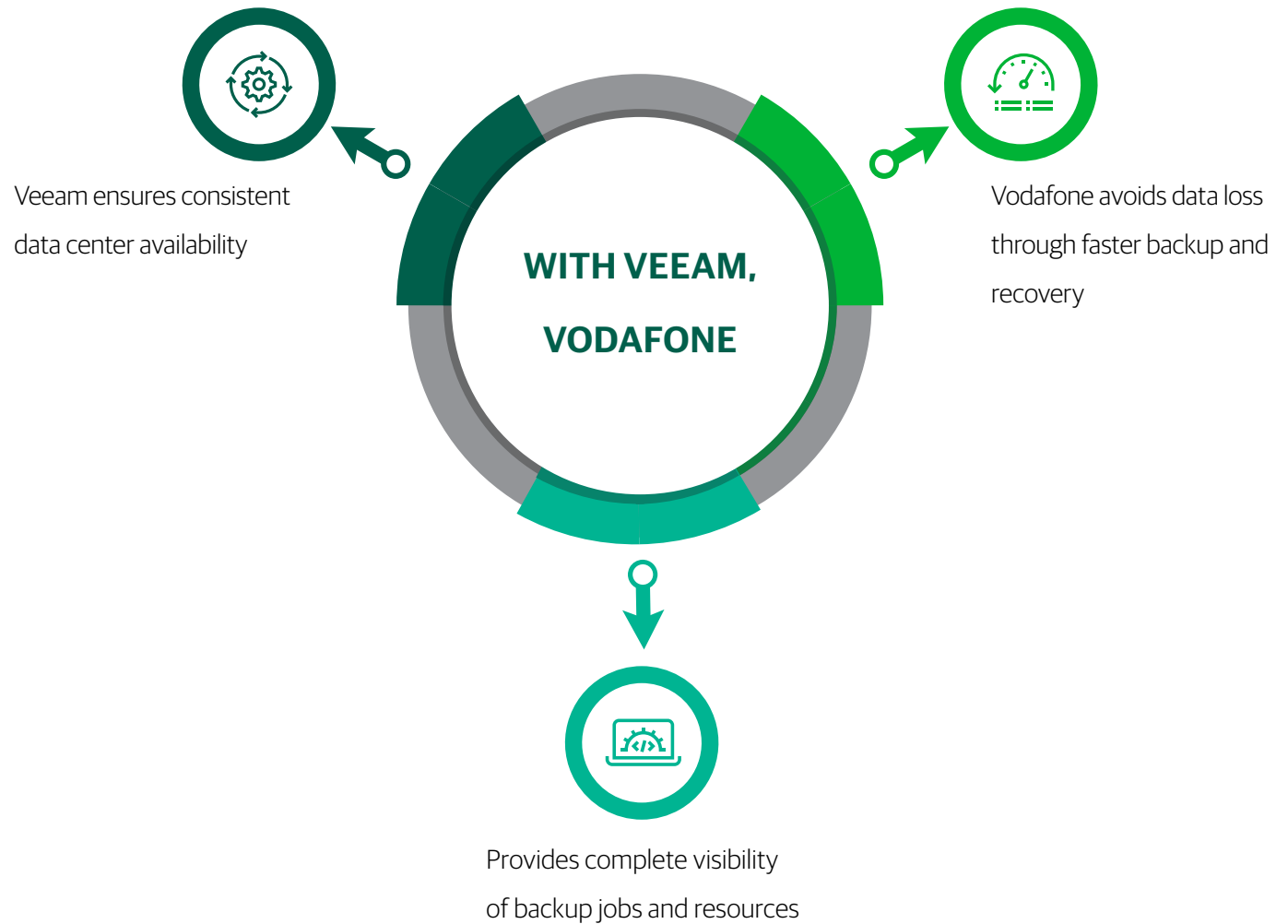
The solution:

Veeam® Availability Suite™

The results

"I think most of our IT team would agree that our favorite Veeam feature is its seamless integration with HP StoreVirtual. I believe this integration will become one of the most useful aspects of our IT infrastructure."

— **Jan Spapens, Senior Program Manager, Vodafone**

WITH VEEAM, VODAFONE

Veeam ensures consistent data center availability

Vodafone avoids data loss through faster backup and recovery

Provides complete visibility of backup jobs and resources

Read full story

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Case study

Rabobank

Rabobank chooses Veeam for enterprise scalability

«Veeam provides the enterprise scalability and product maturity required to meet the needs of our banking customers. Our customers expect 100% data integrity, and Veeam underpins our ability to provide it.»

— **Colin Chatelier, Manager of Storage and Compute, Rabobank**

Company profile:

Rabobank is a multinational banking and financial services company. Being a Fortune-500 company, Rabobank serves more then

8 million customers

in 39 countries and

employs **43,000** people.

⚓ *Rabobank*

THE CHALLENGE:

After merging two separate IT infrastructures to improve banking services, the IT team faced a big decision: how to choose a solution which would provide enterprise scalability required to protect 12,500 VMs? Which solution would ensure business continuity and flexibility to become the company's standard for data protection?
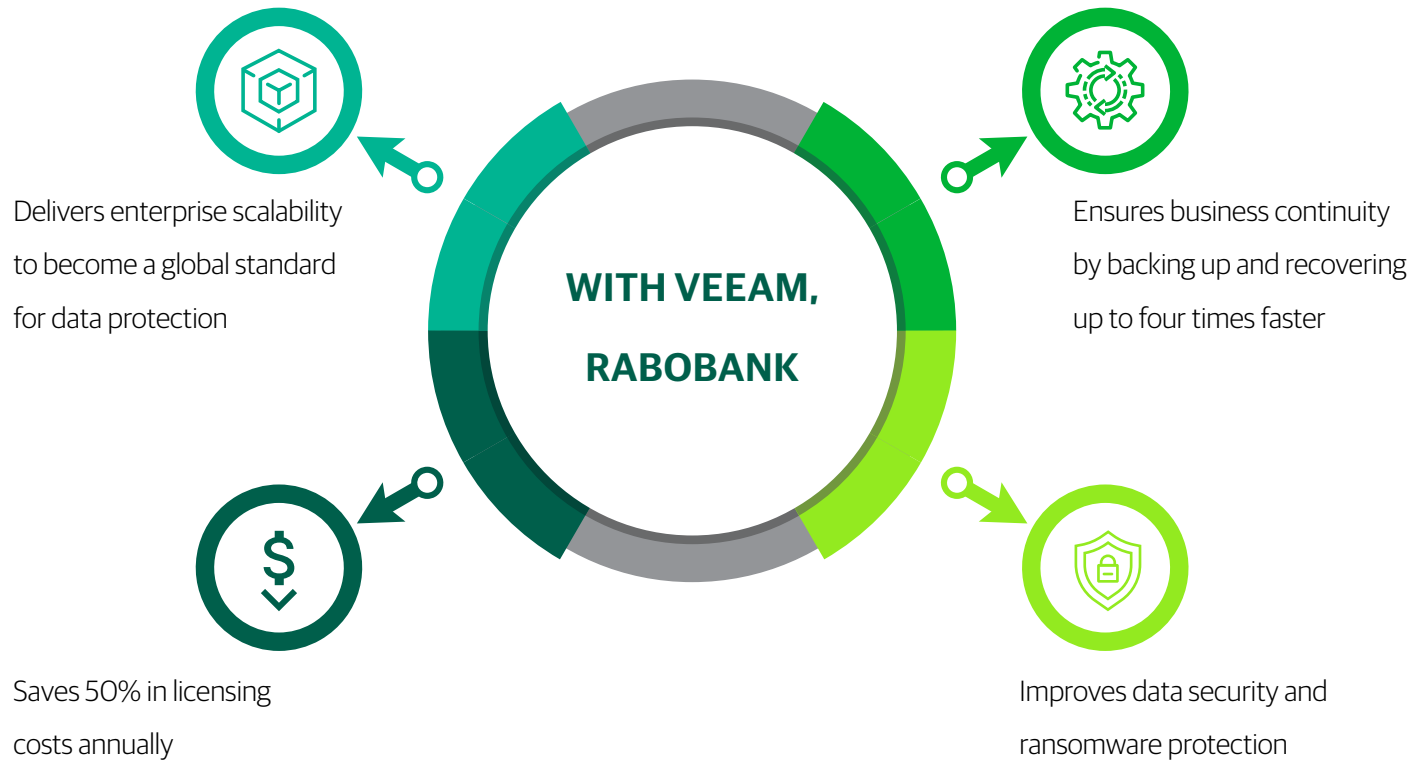
THE SOLUTION:
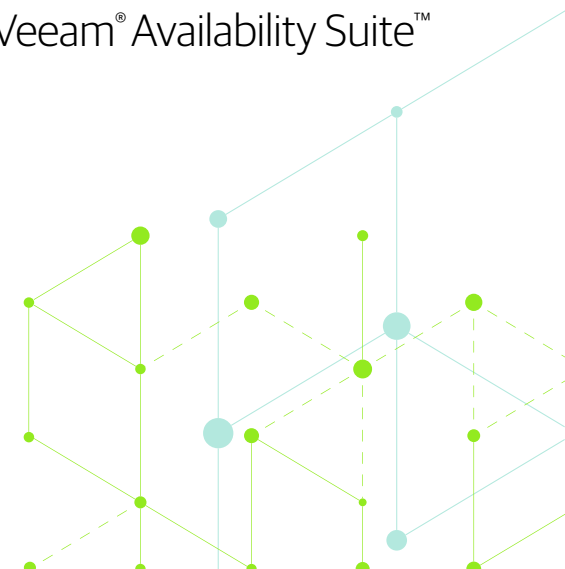
Veeam® Availability Suite™

The results

Enterprise scalability, availability and improved data security for sustainability-oriented banking financing

«Veeam is our safety net. When something goes wrong, you have to be sure you have all resources at your disposal to make it go right. Veeam provides those resources — technically and organizationally»

— Colin Chatelier, Manager of Storage and Compute, Rabobank

WITH VEEAM, RABOBANK

Delivers enterprise scalability to become a global standard for data protection

Ensures business continuity by backing up and recovering up to four times faster

Saves 50% in licensing costs annually

Improves data security and ransomware protection

Read full story

Case study

Ingenico Turkey

Ingenico Turkey offers added value in payment systems for the top firms in Turkey thanks to Veeam Solutions

"When slow backup and data recovery began to threaten our TSM's availability, we proactively decided to replace our legacy backup solution."

— **Ercan Erol, Platform IT Manager, Ingenico Turkey**

Company Profile:

Ingenico Turkey is part of the Ingenico Group, a world leader in seamless payment services for over

32M terminals

across

170 countries

ingenico GROUP

The Challenge:

Ingenico's recovery was slow, sometimes taking hours when it should have taken minutes.

The solution:

Veeam® Availability Suite™
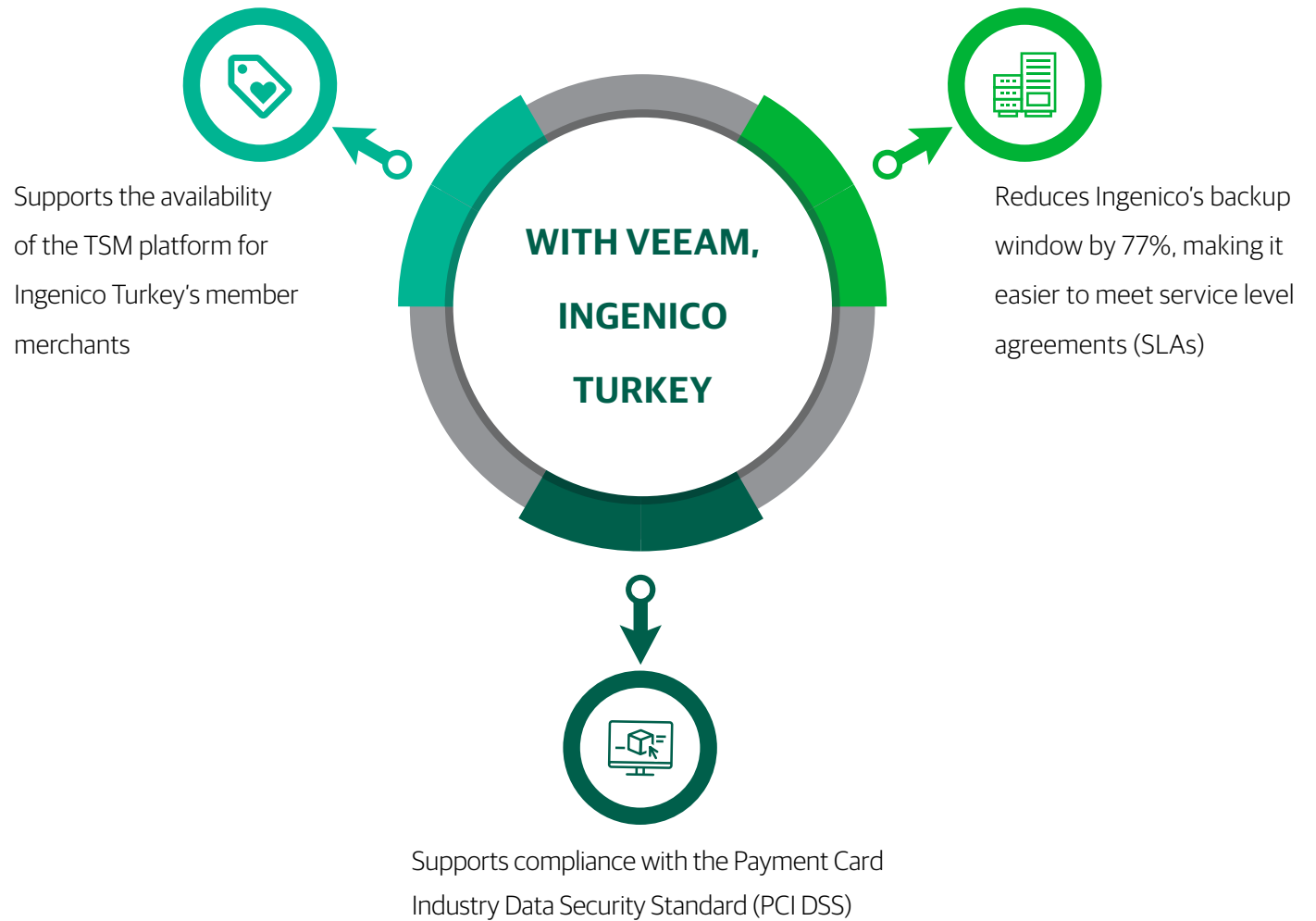
The results

"We provide merchants with a comprehensive range of payment services, so purchases made by their customers are fast, seamless and secure. Veeam helps us make sure the IT platform that supports our services is always available."

— **Ercan Erol, Platform IT Manager, Ingenico Turkey**

WITH VEEAM, INGENICO TURKEY

Supports the availability of the TSM platform for Ingenico Turkey's member merchants

Reduces Ingenico's backup window by 77%, making it easier to meet service level agreements (SLAs)

Supports compliance with the Payment Card Industry Data Security Standard (PCI DSS)

Read full story

Case study

Moscow Exchange

Moscow Exchange ensures business continuity with Veeam

"Our partnership with Veeam helps IT specialists of Moscow Exchange achieve high performance in reliability and business continuity."

— **Dmitry Shcheglov, member of the board and Chief Operating Officer of Moscow Exchange**

Company Profile:

Moscow Exchange Group includes Moscow Exchange PJSC, which operates the only multifunctional exchange platform in Russia for trading stocks, bonds, derivatives, currency, monetary instruments and goods.

МОСКОВСКАЯ БИРЖА

The Challenge:

Moscow Exchange has always faced the ambitious task of not only improving the quality of the services it provides, including maximizing the speed of processing applications submitted by bidders, but also ensuring the highest level of uninterrupted operations of all processes (direct trading, pre-trading and post-trading operations). The challenge that IT specialists now face is improving the availability of IT systems so it's available to clients 24.7.365.

The solution:

Veeam® Availability Suite™
Veeam ONE™
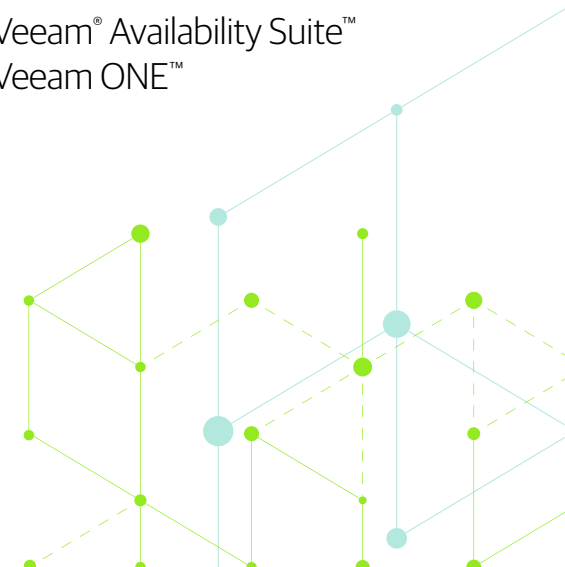
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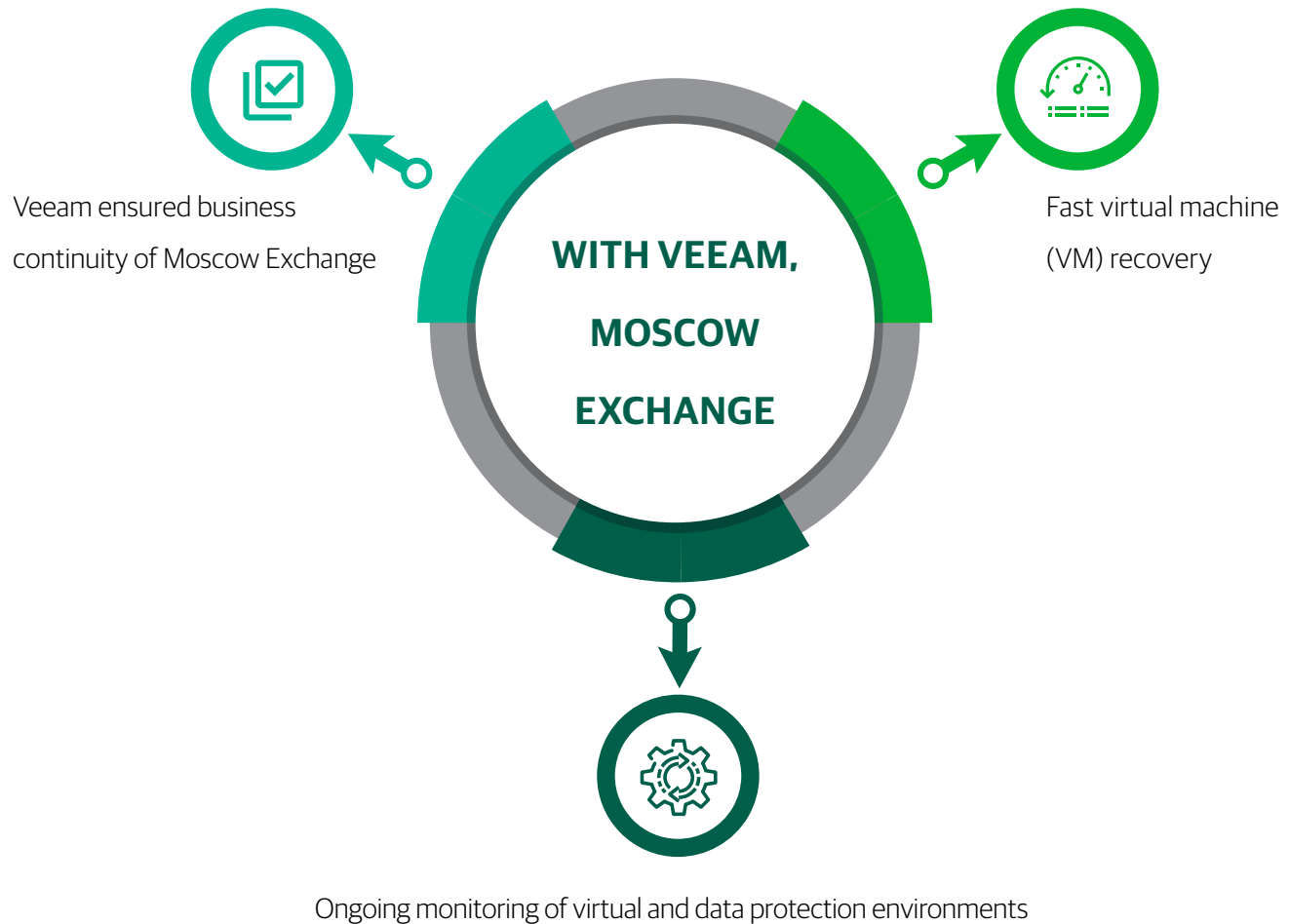
The results

"The use of Veeam Availability Suite began about four years ago, with the transfer of the exchange's critical systems to a VMware virtual environment. This required a backup and recovery solution for the virtual machines. In addition, it was necessary to perform continuous monitoring of the virtual environment and backup infrastructure by creating reports showing resource usage and load. To achieve this, the specialists of the Moscow Exchange chose Veeam Availability Suite, which includes Veeam Backup & Replication™ and Veeam ONE, that can perform these tasks."

— **Pavel Mescheryakov, Head of System Administration Office, ICT Service Department, Moscow Exchange**

WITH VEEAM, MOSCOW EXCHANGE

Veeam ensured business continuity of Moscow Exchange

Fast virtual machine (VM) recovery

Ongoing monitoring of virtual and data protection environments

Read full story

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Case study

Engie

Engine energizes the transition to a zero-carbon world with help from Veeam

"Veeam supports our goal to fight climate change and accelerate the transition to a carbon-neutral economy by ensuring our customers have continuous access to the tailor-made, sustainable solutions that operate their facilities."

— **Eric Roos, Lead application engineer, Industrial Automation Services, Engie**

Company Profile:

As a leader in the zero-carbon transition, Engie provides people, places and businesses with innovative solutions that reduce energy consumption and improve energy efficiency. Based in France, Engie operates in

70 countries

on five continents and employs more than

160,000 people.

The Challenge:

The energy industry is undergoing major changes generated by the zero-carbon transition and Digital Transformation. Engie's response to these changes is to become the world leader in the transition by providing customers with customized, energy-efficient solutions based on the Software as a Service model. Engie's challenge was ensuring solutions are backed up and available continuously so customers can maintain business continuity.

The solution:

Veeam® Backup & Replication™
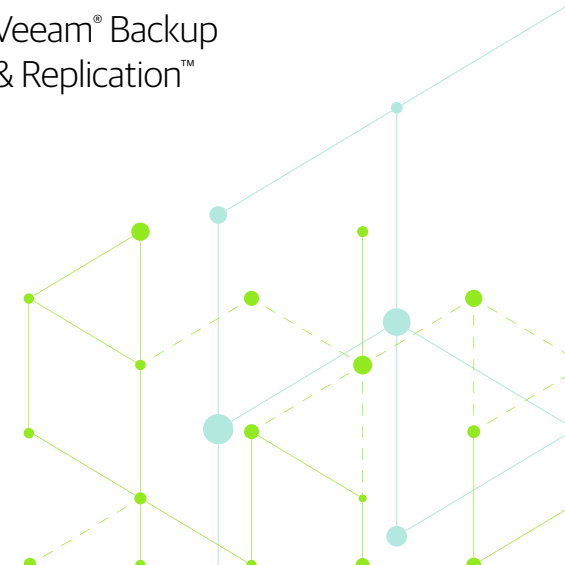
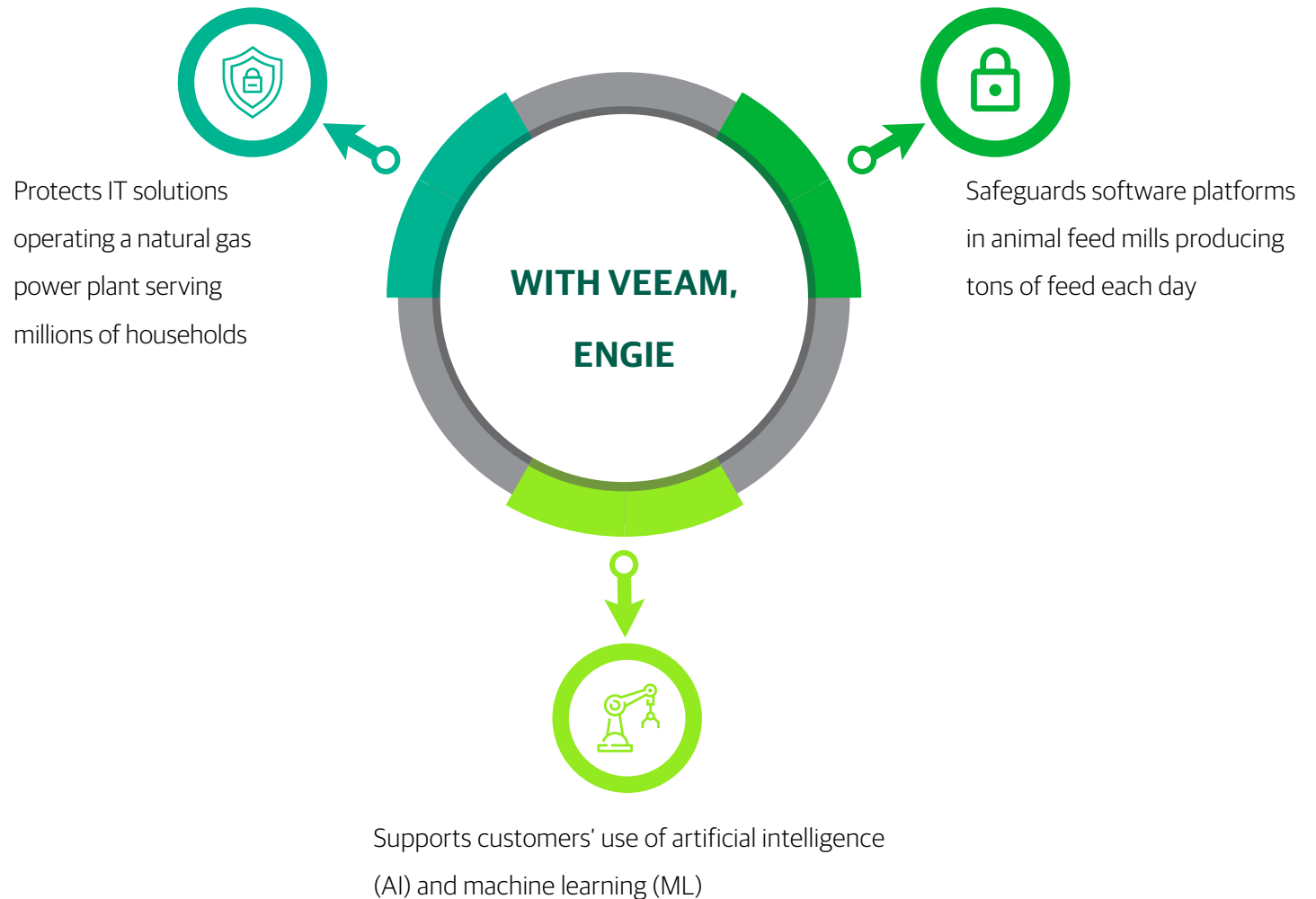## The results

"Multi-cloud solutions are becoming more important to our customers. For many of them, the future may include cloud modules we develop that provide live reports on weather, traffic and other information critical to their success. We're ready for the future, and Veeam will help us achieve our goals."

— **Jeric Roos, Lead application engineer, Industrial Automation Services, Engie**

Protects IT solutions operating a natural gas power plant serving millions of households

WITH VEEAM, ENGIE

Safeguards software platforms in animal feed mills producing tons of feed each day

Supports customers' use of artificial intelligence (AI) and machine learning (ML)

Read full story

CUSTOMER STORIES

Veeam is trusted by more than 365,000 customers worldwide. For more customer stories, visit: **https://www.veeam.com/success-stories.html**

FILL	HENDRIX GENETICS	NORFOLK AND SUFFOLK NHS FOUNDATION TRUST
FILL cuts recovery time for production processes by over 80 percent with a DRaaS solution from Veeam	Hendrix Genetics deploys Veeam to protect its Axure hybrid cloud and Microsoft Office 365 environments	NHS Trust improves mental health services by deploying Veeam Cloud Data Management
LEARN MORE	**LEARN MORE**	**LEARN MORE**

AKKA TECHNOLOGIES	GREENCHOICE	CORT
AKKA Technologies deploys Veeam to drive digital transformation	Greenchoice grows its renewable energy business and improves service for 550,000 customers with Veeam and Exagrid	Veeam furnishes CORT with reliable data protection so CORT can furnish the Fortune 500
LEARN MORE	**LEARN MORE**	**LEARN MORE**

Cloud Data Management enables organizations to achieve unmatched data management and protection, reusing data to drive innovation across data centers and the cloud.
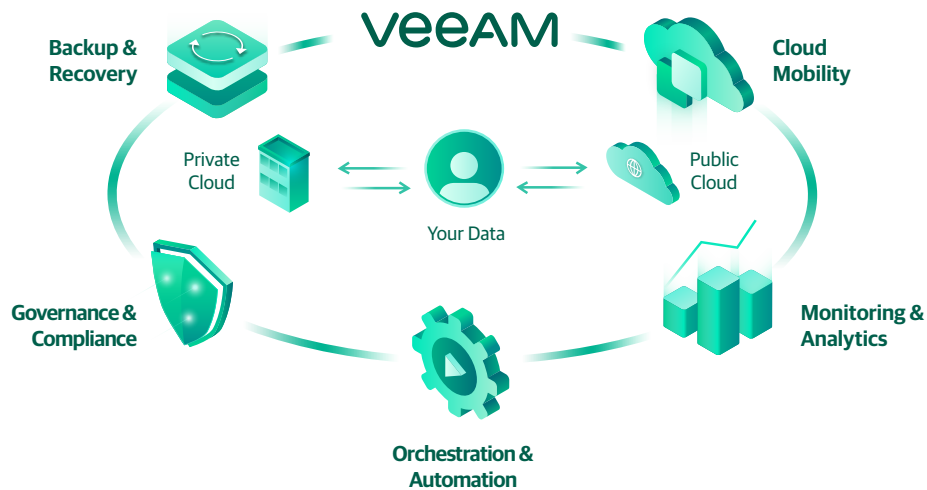
Accelerating business agility through automating core backup and recovery capabilities enabling data mobility, visibility, intelligent orchestration, governance, and security. As modern IT looks to innovate faster, legacy backup, and recovery infrastructure cannot support customers' forward-looking initiatives.

Organizations want more from their platforms, and with Cloud Data Management capabilities they can surpass legacy approaches to data protection by providing the next steps beyond backup.

The Veeam Cloud Data Management Platform™ is the most complete solution to help organizations evolve the way they manage data, making it smarter and more self-governing while ensuring its availability across any application or cloud infrastructure. It's a single platform for cloud, virtual, and physical environments to meet all platform needs. It helps organizations on the journey to modernizing their backup practice, accelerating the hybrid cloud, and adhering to data security and regulations.

Learn More

Discover Veeam Cloud Data Management platform unlock the power of your data and transform it.

veeam.com/cloud-data-management.html