

Customer Reference Book

Cisco + Veeam

VEEAM



1+1=3
Cisco + Veeam
Better Together

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Cisco + Veeam

Better Together



According to the *2017 Availability Report*¹, unplanned downtime costs average \$21.8 million per year which stifles company innovation, as 66% of enterprises admit that digital transformation initiatives are being held back by unplanned downtime.

That's why Cisco and Veeam have teamed up to offer solutions that address your digital transformation challenges and deliver maximum Availability.

It's all about Availability

Digital transformation has dramatically changed how the business world interacts over the web. The pace of this technology innovation is lightning-fast, and billions of connected devices are contributing to this digital transformation which can make or break businesses.

Is your organization equipped to handle this digital transformation? Making services and applications readily available to employees, customers and partners is essential to your business. You also can't afford excessive downtime because a potential customer will quickly move to another provider or application if yours fails.

The Solution: Veeam Availability with Cisco

Veeam® enables Availability for the Always-On Enterprise™ and complements Cisco by providing the data management solutions required for 24/7 application Availability. By combining Cisco Data Center products and Veeam solutions, customers can:

- Eliminate data loss and slow data recovery
- Minimize risk with validated solutions
- Decrease downtime
- Adapt to business changes quickly
- Take advantage of reduced total cost of ownership (TCO)

1. 2017 Veeam Availability Report: <https://go.veeam.com/2017-Availability-report>

Cisco and Veeam deliver the combined power of:

Cisco UCS + Veeam

Cisco UCS storage servers and Veeam enable *Availability for the Always-On Enterprise™* with cutting-edge technology for today's modern data centers. The combination of Veeam Availability Suite™ and Cisco UCS allow users to meet the most stringent recovery time and point objective (RTPO™) required for tier-1 applications; less than 15 minutes for most workloads. Cisco and Veeam have pre-validated designs and reference architectures utilizing Cisco UCS designed for specific workloads.

Veeam is also the perfect companion for pre-validated Cisco UCS converged infrastructures including FlexPod®, FlashStack and Vblock®. Together, Cisco and Veeam help you realize the full potential of virtualization and the converged infrastructure by minimizing risk, decreasing downtime and easily adapting to business changes.



Benefits include:

High-Speed Recovery

The record-breaking I/O speed of the UCS architecture coupled with Veeam Instant VM Recovery gives organizations near-continuous data protection and the ability to meet the stringent RTPO demanded by tier-1 applications.

Verified Recoverability

Cisco and Veeam make recoverability testing of ALL your virtual machines a reality – guaranteeing recovery of every file, application or virtual server, every time.

Technology Alignment

Veeam Availability Suite is Cisco-compatible and UCS platform-ready. Jointly, Cisco and Veeam have produced reference architectures and Cisco Validated Designs for both Cisco UCS and Cisco HyperFlex, providing streamlined implementation and added confidence for customers. Together, Cisco and Veeam deliver Availability and data protection that is fast, cost effective, and simple to deploy and use.

WHITE PAPER

Top Reasons Why Enterprises Choose Veeam and Cisco UCS

Jason Buffington,
Principal Analyst at Enterprise Strategy Group (ESG)



According to the ESG paper, "Top Reasons Why Enterprises Choose Veeam and Cisco UCS," customers consistently choose Cisco and Veeam for their performance, reliability and ease of management, proving Veeam and Cisco UCS are Better Together.

www.veeam.com/wp-top-reasons-why-enterprises-choose-veeam-cisco-ucs.html

Cisco HyperFlex + Veeam

Cisco Hyperflex and Veeam bring together high-performance Availability and reliable data protection to modernize your data center and your data protection strategy. This highly scalable combination is designed to meet the ever-increasing demands placed on today's modern data center and staff. Together Cisco and Veeam deliver agile data centers and application Availability.

Benefits include:

- Faster backups without impact to production, resulting in lower recovery point objectives (RPOs), thanks to native HyperFlex snapshot integration
- Near-continuous data protection and the ability to meet the most stringent RTPOs™ with high-Availability hyper-converged infrastructure
- Instant virtual machine (VM) recovery, in less than 2 minutes
- Automatic verification of every backup, every VM, and every replication—every time
- Instant single-item recovery of Exchange, SQL, Oracle, AD, SharePoint, Windows and Linux files, with Veeam Explorers



Customer success stories



Business & Legal Resources, Inc. (BLR)

Region: North America
Industry: Business Services

"Our legacy backup tool wasn't able to adapt and grow to meet 24x7 Availability requirements of our products and services. In fact, a full backup took 12 hours and could only be performed once a week because it put an immense strain on our production environment. To effectively handle the influx of data and modernize our data center we moved our IT infrastructure to the Cisco UCS platform. We also needed to find a backup and recovery solution that would increase Availability and enable us to meet our service level agreements. Veeam Backup & Replication was our solution because it gave us worry-free reliability. Daily full backups combined with Veeam's fast recovery capabilities provide us unmatched data Availability."

John Burks, Director of Information Technology
Business & Legal Resources, Inc.



Cirrity

Region: North America
Industry: Technology

"We are always exploring ways to develop new services and improve existing ones. We saw an opportunity to improve the reliability and performance of our compute and storage solutions to ensure top-of-the-line services for our customers and maintain competitive pricing. By utilizing Cisco UCS servers and Veeam we've improved reliability, security and manageability. Outcomes include 55% improvement in data restoration times, reduced cost per gigabyte by 44% and reduced traffic flows by 66%, improving performance and Availability across the data center."

Dan Timko, President & CTO
Cirrity



Drake Software

Region: North America
Industry: Technology

"We had a variety of backup problems and chose Cisco UCS as our new data center platform. We also selected Veeam Backup & Replication for the same reasons we chose Cisco UCS. They are best-of-breed solutions that provide rock solid stability. Veeam impressed us so much that we decided to utilize their Virtualized Exchange for better backup and recovery. Veeam succeeded in doing exactly what it promised with our Exchange backups, and now we trust both Veeam and Cisco for all of our backup and recovery needs."

James Hubbs, Senior Network Administrator
Drake Software



iLand

Region: North America
Industry: Technology

"We were challenged to reduce total cost of ownership (TCO) for our Veeam backup repository, differentiate service by guaranteeing fast recovery of virtual machines and increase our ability to deploy quickly. We have seen tremendous results after deploying the Cisco UCS 3160 storage server as our backup repository. Storage costs are also significantly lower. In fact, we now back up 2.2 times more data for the same price. We can restore virtual machines 50% to 75% faster and deploy in less than five minutes."

Justin Giardina, Chief Technology Officer
iLand

Click on the customer logos to learn more.

More customer success stories



OffsiteDataSync

Region: North America
Industry: Technology

"I attribute much of our customer growth rate to Veeam and Cisco. The tight integration between the two solutions combined with their scalability make it easy for us to deploy services for customers quickly, easily and seamlessly."

Matthew Chesterton, Chief Executive Officer
OffsiteDataSync



Texas Medical Association

Region: North America
Industry: Healthcare

"Slow backup and recovery of the virtual machines (VMs) supporting email and customer relationship management (CRM) prompted us to look for another solution. After careful consideration, we decided to replace the NAS storage array in our SmartStack infrastructure with the Cisco UCS S3260 Storage Server. This upgrade combined with the Veeam Availability Suite gave us exactly what we needed—fast, scalable computing and very dense storage. This powerful combo helps protect our operating income, provide better service to our 110 county medical societies and lower backup and storage costs."

Aaron Haley, Network Operations Director
Texas Medical Association



University College Sjælland

Region: EMEA
Industry: Education

"Our University couldn't promise 24.7.365 access because failure-prone backup and long, drawn-out recovery jeopardized Availability of the critical systems that students and faculty relied on. We attempted to outsource backup and recovery to a hosting company, but they were unable to deliver round-the-clock Availability. That's when we decided to deploy Veeam Backup and Replication™. And like everyone says, 'It just works.' Backup is dependable and recovery takes minutes. Veeam is the reason we can promise students and faculty 24.7.365 access. The Cisco UCS C3260 Rack Server also answered our needs by delivering high-capacity storage and fast, scalable computing. Veeam and Cisco UCS C3260 are incredible together."

Steffen Bendix Sojbert, IT Operations Manager
University College Sjælland



Western Health

Western Health

Region: ANZ
Industry: Healthcare

"Illness never takes a holiday, and that means high Availability of data is critical to our patient care. We chose Veeam Backup & Replication to protect our Hyper-V environment and ensure ready access to data for patient care. It's a powerful, easy-to-use and affordable solution that provides fast, reliable backup and recovery. We also chose a Cisco UCS solution for our Hyper-V VMs because it solved several difficult problems. Together, these two tools provide comprehensive protection for Hyper-V and VMware."

Jason Whakaari, Executive Director, ICT Capital and Contracts
Western Health

To learn more about how Cisco and Veeam work together to help you achieve digital transformation, go to:

<https://www.veeam.com/cisco-storage-solutions.html>