

Customer Reference Book

# NetApp + Veeam

VEEAM

1+1=3  
NetApp + Veeam  
Better Together

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A man in a dark suit and yellow tie stands in a modern conference room, looking out a large window. The room contains several chairs and glasses on a table.

82% of CIOs can't meet today's demands for 24.7.365 Availability.<sup>1</sup>

## Are you one of them?

According to the 2017 *Veeam Availability Report*, the vast majority of organizations experience unplanned downtime that costs the average enterprise up to \$21.8M per year.

In addition to lost revenue and productivity, downtime can cause a loss of customer and employee confidence and damage to your brand identity. It doesn't have to be that way - NetApp and Veeam® can help.

### Challenges of the Always-On Enterprise

Technological innovation and digital transformation are happening at a lightning-fast pace, changing the way organizations operate in just about every industry. In this environment, companies with limited data Availability are almost non-existent, and are becoming increasingly irrelevant. Today, nothing less than 24.7.365 Availability will do, because in the digital world, your customers always expect instant access to information and services.

Added to this, more and more applications are critical to your business operations. And, thanks to technological advances of the past few years there has been a huge increase in the amount of data your business must manage and protect. However, you can't depend on your legacy backup systems to do it all, and keep you up and running 99.9999% of the time.

1. 2017 Veeam Availability Report. [vee.am/Availability17](http://vee.am/Availability17)



## Veeam® ensures Availability

70% of Fortune 500 companies rely on Veeam to ensure Availability of their data and applications, 24.7.365. Big or small, Veeam offers Availability solutions to fit every business need and budget.

Veeam recognizes the challenges of the Always-On Enterprise™. To address them, Veeam has pioneered a variety of solutions for those organizations that must meet Recovery Time and Recovery Point Objectives (RTPO) of less than 15 minutes for all applications and data.

Veeam Availability Suite™ which includes Veeam Backup & Replication™ and Veeam ONE, seamlessly integrates with virtualization, storage and cloud technologies to provide Availability for the Always-On Enterprise. This helps organizations save time, mitigate risk and dramatically reduce capital and operational costs.

## NetApp® manages and stores data

The world's leading organizations count on NetApp for software, systems and services to manage and store their data:

- Data ONTAP® provides the data control customers need in a single platform that spans the data center, remote offices and the public cloud.
- NetApp's broad portfolio includes engineered systems like All-Flash FAS, FlexPod and software-defined solutions that increase agility, simplify management and lower costs.
- NetApp's hybrid cloud solutions enable organizations to attain the efficiencies and economies of scale of native cloud storage while improving Availability and mitigating risk.

# NetApp and Veeam: The enterprise-ready combination

NetApp and Veeam help organizations accelerate digital transformation, simplify IT operational management, lower costs and reduce risk.

**NetApp and Veeam are united in one goal:**  
to help their customers achieve the outcomes that matter most to them.

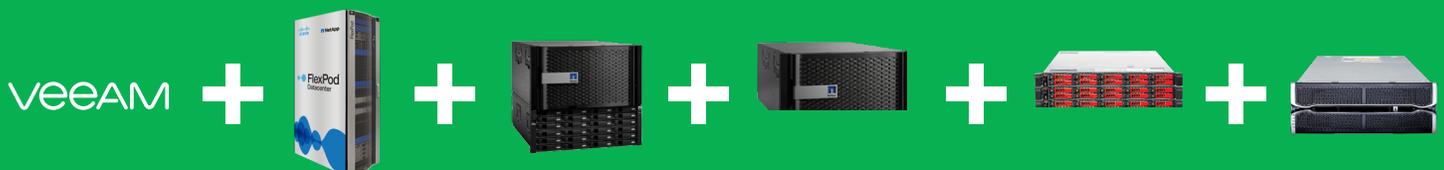
## Why NetApp and Veeam are better together

The combined strengths of NetApp and Veeam maximize the flexibility, Availability and efficiency of enterprises that must operate 24.7.365. With high-performing and efficient NetApp Snapshot™ technology and Veeam's advanced backup and restore capabilities, businesses improve application RTPO, while also meeting stringent application SLAs across highly virtualized data center environments.

Accelerate digital transformation through NetApp All-Flash FAS and FlexPod Converged and Hyperconverged Infrastructure. Veeam's integration with NetApp storage helps ensure Availability for critical business services across private and hybrid cloud infrastructure.

As an enterprise class solution, Veeam Availability Suite allows businesses to seamlessly scale backup and replication workloads and shorten backup windows across NetApp storage systems, without adversely affecting the production environment.

By combining Veeam with NetApp's next generation storage architectures such as FlexPod, All-Flash FAS, SolidFire, E-series and AltaVault systems, customers can create image-based backups as often as needed – with little or no impact on production for all applications.



# More reasons to team up with NetApp and Veeam

## Faster RPO and RTO

The rapid RPOs provided by NetApp Snapshots combined with the very low RTO capabilities of Veeam Backup & Replication, enables organizations to attain RTPOs™ of <15 mins for all applications and data. Moreover, Veeam's direct integration with NetApp Snapshots let's you create storage snapshots up to 20x faster than competing solutions - while enabling rapid application and data recovery.

## Efficient, no-impact data protection

To reduce the potential impact of snapshot processes on production applications, the NetApp and Veeam solution enhances Availability without impacting performance. By directly integrating with NetApp Snapshots, Veeam Backup & Replication orchestrates the creation of VMware application-consistent snapshots which can be stored on efficient and high-performing NetApp storage systems. This simplifies IT operational management, ensures application recovery and mitigates risk.

## Veeam Explorer™ for storage snapshots

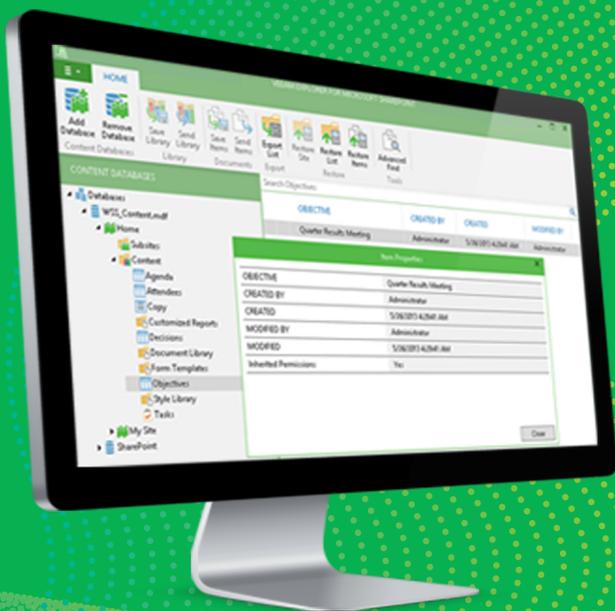
If disaster strikes, backup administrators can leverage Veeam Explorer for storage snapshots to restore virtual machine (VM) data directly from NetApp storage snapshot. Recoveries may be performed from snapshots on the primary NetApp storage system, or initiate recovery from a secondary NetApp system containing a SnapMirror® or SnapVault® replicated image.

## On-Demand Sandbox for storage snapshots

Get a higher return on your NetApp storage investments by leveraging Veeam's On-Demand Sandbox for storage snapshots feature to rapidly create virtual labs for application development and testing, troubleshooting, user-training and more. This Veeam capability allows you to easily boot up a virtual lab directly from NetApp storage snapshots. Use this lab to test application changes, updates and patches before putting them into production to help you ensure application uptime and Availability.

## Accelerate digital transformation with NetApp and Veeam

NetApp and Veeam's joint solutions can be leveraged in private, public and hybrid cloud environments or on hardware and software infrastructure of your choosing. This results in greater business agility, faster time to market, lower costs, reduced risk and enhanced operational management.



# Customer success stories



**MacLean-Fogg**  
**Region:**  
North America  
**Industry:**  
Manufacturing

"Our business banks on nonstop manufacturing and on-time product delivery. We require a highly responsive IT infrastructure to keep core Microsoft, ERP and specialized manufacturing systems available 24x7. Our biggest roadblocks to 24x7 Availability were inconsistent backup and long, drawn-out recovery. Technical support was a very slow, difficult process.

Now any MacLean-Fogg location that has a VMware host has Veeam—it's that good! We also replaced our data center platform with FlexPod. Combining Veeam and FlexPod was a big win for us. Together they keep our manufacturing applications available 24x7 so we can move the business forward."

**Ray Cison**, Senior Systems Engineer  
MacLean-Fogg Company



**Scania Great Britain Limited**  
**Region:** EMEA  
**Industry:**  
Manufacturing

"In the past, we attempted to back up our virtual machines (VMs) with legacy tools that were slow, labor-intensive and likely to fail. We were constantly hiring third party consultants to rebuild VMs so we could get back up and running quickly. We deployed Veeam Backup & Replication to ensure 24.7.365 Availability of virtualized system for thousands of users in our two UK offices and dealerships. With Veeam we're 100% confident we can recover whatever we've backed up, giving us complete peace of mind. The ease of use is amazing and we no longer have to troubleshoot failed backups and replicas."

**Harley Carter**, Solutions Architect  
Scania Great Britain Limited

## Queensland Building and Construction Commission (QBCC)



**Region:** ANZ  
**Industry:** Government

"Our on premise tape-based system that we were using as backup has become outdated and unreliable, resulting in an unacceptable number of failures. After considering several options, we decided that the Veeam Availability Suite was an ideal fit because of its exceptional features which provide us with the highest levels of reliability, flexibility and scalability. It also works in perfect harmony with our existing NetApp infrastructure. After implementing this solution our failure rate fell from 50% to just 2%. We've also seen 80% cost savings and improved Availability to scale endlessly with cloud."

**Krushal Shah**, Infrastructure Manager Information Services-Infrastructure  
Queensland Building and Construction Commission

Click on  
the video  
thumbnails to  
learn more.

# More customer success stories



## Mansfield Oil Company, Inc.

**Region:** North America  
**Industry:** Energy & Utilities

"We deliver fuel to many thousands of customers, including health care organizations, government agencies and corporations. If we can't recover business operations quickly and deliver fuel 24.7.365, millions of lives could be affected. We needed a single, easy-to-use data protection strategy that integrated tightly with our nearly 100% virtualized environment. There were also problems associated with multiple backup tools. Veeam Backup & Replication and NetApp FAS aligned perfectly with Mansfield's strategy to leverage virtualization in the modern data center, centralize backup management and reduce administration time. Backup and recovery times have decreased from hours to minutes, freeing up staff to work on other data center projects."

**Hercu Rabsatt**, Director of Infrastructure and Service Management  
Mansfield Oil Company, Inc.



## BSH Hausgeräte GmbH

**Region:** EMEA  
**Industry:** Manufacturing

"We have a massive IT infrastructure that is 80% virtualized and spans more than 65 locations. With such a distributed infrastructure, fast, easy and reliable VM (virtual machine) backup and recovery are absolutely necessary to avoid data loss. In the past, we had serious backup and flexibility problems. We needed an easy-to-use solution for our distributed team spread across the globe. We chose Veeam Backup & Replication for fast, flexible, effortless and storage agnostic backup and recovery. The biggest advantage to Veeam's integration with NetApp is that snapshot deletion time is reduced from hours – in some cases – to a few seconds. This powerful, flexible and easy-to-use solution provides high Availability for any size VMware or Hyper-V environment."

**Andrea Stutzmiller**, Service Manager,  
Site Infrastructure Services  
BSH Hausgeräte GmbH



## Chelsea Groton Bank

**Region:** North America  
**Industry:** Financial Services

"We can't provide extraordinary service to our customers if the virtual machines (VMs) supporting our customer call center, email and document imaging system are unavailable. They must be fully functional when we need them. We were one of the first companies to deploy Veeam Backup & Replication in 2008. Veeam's integration with NetApp shortened RTPO (recovery time and point objectives), enabling us to provide the level of service our customers expect and deserve. Thanks to Veeam and NetApp, we've maintained a perfect recovery record since 2008. Operational and capital expenditures have also dramatically decreased. Veeam and NetApp deliver unbelievable power, agility and savings."

**Larry Walker**, Vice President & Data Processing Officer  
Chelsea Groton Bank



## World Vision International

**Region:** APAC  
**Industry:** Non-Profit

"We're a humanitarian organization with 46,000 people in 105 countries, helping millions of people. If staff members don't have round-the-clock access to the global applications and data that support our 2,500 programs, the work and the people they serve will suffer. We discovered that our legacy backup tools were extremely slow and unpredictable, taking up to 24 hours to back up all virtual machines. Luckily we found the performance and Availability we needed with Veeam Backup & Replication. Our staff members now have 24.7.365 access to applications and data that helps them serve the world's most vulnerable people. The integration between Veeam and NetApp shortens the backup window by 63% and reduces storage requirements by 30%. High-speed recovery decreases restore time by 95% and downtime by 60%."

**Nick Goh**, IT Director, Global Infrastructure  
World Vision International



## Civista Bank

**Region:** North America

**Industry:** Financial Services

"High Availability is critical for financial institutions like ours. However, legacy backup was a problem until we replaced it with Veeam Backup Essentials™. The result is a sophisticated, critical backup replication strategy for disaster recovery and business continuity. We also realized our storage had reached its end of life, and performance capabilities were dated. We've used several generations of Veeam software, and this company has earned my trust. Veeam is the number one Availability solution and NetApp is the master in snapshot technology, so combining Veeam and NetApp has been a win-win for us. Veeam just works and NetApp makes it work even better."

**Neal D. Barrett**, Network Administrator  
Civista Bank



## OMICRON

**Region:** EMEA

**Industry:** Energy & Utilities

"As an electrical power industry supplier, superior technical support is extremely important. Without 24x7 access, technicians can't serve customers the way OMICRON intends—and the way customers appreciate and expect. To ensure ready access our branch offices deployed Veeam Backup & Replication for local VM backup and fast recovery. This system integrates very well with NetApp storage solutions. We looked at several options but only Veeam went above and beyond all our requirements. Veeam software recovers in minutes, integrates seamlessly with NetApp, is storage agnostic, simple to use and helps us avoid the risk of data loss in our most critical business systems. Veeam is the perfect Availability solution for us."

**Bernd Flatz**, Team Leader of IT Infrastructure  
OMICRON



THE  
UNIVERSITY OF  
BRITISH  
COLUMBIA

## University of British Columbia

**Region:** North America

**Industry:** Education

"The Department of Information Technology at the University of British Columbia (UBC) provides extensive IT support and services to 26 university campuses throughout western Canada. To enable this extraordinary level of IT delivery, we've developed world-class data centers that are similar in sophistication to those of Fortune 500 companies. We're expected to deliver the highest quality of service. This became a problem during the deployment of a legacy backup tool in the VMware VSphere environment. We knew we needed a solution that aligned with our vision and did not conflict with it. Veeam Backup & Replication and Veeam Management Pack™ met all of UBC's needs. Veeam Backup & Replication integrates so tightly with NetApp that we can make fast, frequent backups from snapshots with zero impact on production. Veeam Management Pack lets us see our virtual and physical environments under a single pane of glass while offering unified monitoring, reporting and capacity planning."

**Sanja LeBlanc**, Manager of Systems  
University of British Columbia

To learn more  
about how  
NetApp and  
Veeam can  
work together  
toward your  
success go to:

<http://vee.am/netapptgether>