

# Migrate from Veeam to Druva in 4 Simple Steps

## The IT Landscape Has Changed Dramatically

Over the last five years, customers have experienced monumental shifts in their data and security landscapes. Organizations are protecting more data sources, in more global locations, and face a greater financial impact when data loss occurs. Unfortunately, traditional data protection solutions, such as those from Veeam, have lagged behind the simplification trend and rely on an on-premises, “Do It Yourself” (DIY) model for security and infrastructure management.

## Why Transition from Veeam to Druva

Data protection is a critical business application and the decision to change platforms is not taken lightly. Traditionally, the effort to switch was a major factor that swayed evaluation given the effort to architect and deploy new software and hardware. Making the move to Druva from Veeam is easy. Our 100% SaaS-based platform eliminates the challenges associated with both infrastructure management and changing data protection platforms. Many customers are shocked at the speed and ease of switching to a SaaS-based solution. Four reasons customers switch to Druva.

### Lower TCO

The DIY nature of Veeam means the cost of data protection is spread across many different categories — most of which go beyond the standard list price (such as maintenance time and effort). Druva’s fully managed, 100% SaaS approach effectively removes the challenges that plague DIY backup solutions like Veeam. This offers predictable costs and better budget management for IT teams.

### Secure By Design

Security with Veeam is “secure-by-implementation” and is dependent on a user knowing and maintaining security best practices. Druva takes a “secure-by-design” approach, fully managing and hardening security with 24/7 continuous monitoring by expert security professionals. Security is built into the Druva platform vs “bolted on”. Druva employs a multi-layered security model ensuring customer backup data remains immutable, air-gapped from the primary environment, and unchanged for their chosen retention period.

### SaaS Simplicity

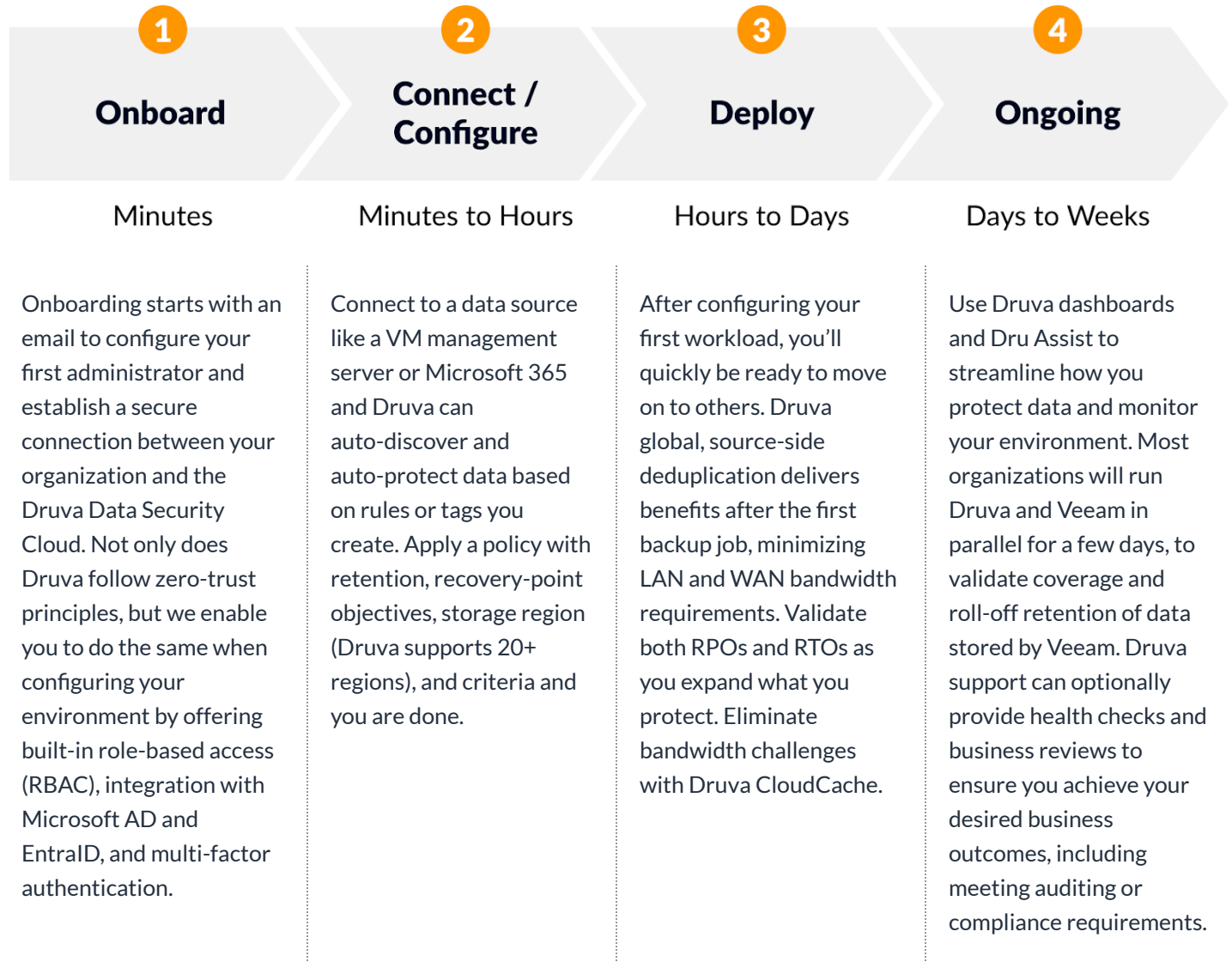
The fragmented nature of Veeam requires separate products and deployments to back up on-premises, cloud, and SaaS workloads, leading to further operational complexity Druva. With just one platform, organizations protect all workloads and rest easy knowing the solution is fully maintained.

### Ransomware Protection Ready

With Veeam, you build and operate the defense, response, and cyber recovery capabilities. Druva protects your entire backup infrastructure, includes Managed Data Detection & Response (MDDR), and enables rapid response, and accelerated recovery with a patent-pending, curated recovery feature.

## Four Steps to Migrate from Veeam to Druva

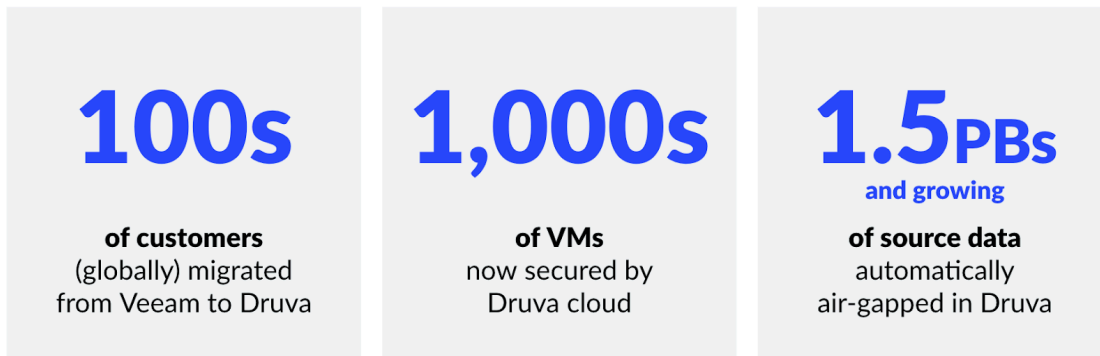
Moving from Veeam to Druva is faster and easier than you might think. You can do it yourself, tap into the expertise of our partners, or leverage Druva professional services. Most customers migrate within days or weeks, though larger or more complex environments may take longer for practical reasons including a re-evaluation of sources, retention, and SLAs.



## Premium Druva Professional Services (PS) Accelerates Migration

With thousands of deployments globally, Druva's Professional Services team can support your organization and migration objectives. They offer proven best practices and can tailor their approach and level of engagement to meet your needs, reducing the workload on your staff, and ensuring you have a flawless migration experience.

## Spotlight on Veeam Customers Moving to Druva



Source: Druva internal Apr 2023 - Sep 2024



**OneSpan** — Migrated 447 TB of data from Veeam on VMware, SQL Server, and Microsoft 365. Experienced a 50% reduction in costs to manage this data, and IT now only spends one hour per week managing backups compared to 10+ hrs previously.

[Learn more in the case study.](#)



**Pyrotek** — Needing to back up and protect data across 90 locations in over 35 countries, Veeam was failing to meet the team's needs. Today, Pyrotek protects 1,600 Microsoft 365 users, 4 data centers, and 60+ ROBOs — achieving 30% faster data management, 20% lower TCO, and 3x global deduplication storage savings with Druva.

[Learn more in the case study.](#)



**Vertra** — Veeam presented significant challenges for the team, including managing multiple consoles for Microsoft 365, lack of visibility into backups, and slow recovery times. Druva simplified management by providing a single console for all functions, automated updates, and faster recovery times. This delivered 10x faster data restoration times, 50% cost savings, and a 4x reduction in services to manage.

[Learn more in the case study.](#)

Your data deserves better than Veeam, plain and simple. With NO infrastructure, NO manual updates, and NO hidden costs, Druva's 100% SaaS solution is fully managed and unifies data protection across data centers, SaaS apps, and the public cloud while saving you up to 40% TCO!

See for yourself! Veeam customers that switch to Druva can get up to 6 months of our industry-best, fully managed SaaS data protection **FREE** — register for the offer at <https://www.druva.com/free-trial/druva-vs-veeam>

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Druva is the leading provider of data security solutions, empowering customers to secure and recover their data from all threats. The Druva Data Security Cloud is a fully managed SaaS solution offering air-gapped and immutable data protection across cloud, on-premises, and edge environments. By centralizing data protection, Druva enhances traditional security measures and enables faster incident response, effective cyber remediation, and robust data governance. Trusted by over 6,000 customers, including 65 of the Fortune 500, Druva safeguards business data in an increasingly interconnected world. Visit [druva.com](https://www.druva.com) and follow us on [LinkedIn](#), [Twitter](#), and [Facebook](#).