



Why **customers** **choose Druva** cloud backup over Veeam

Six compelling Druva customer stories
and cloud backup use cases

The importance of **modern enterprise cloud backup**

IT and data protection teams spend hours managing and maintaining infrastructure and storage, ultimately losing time and productivity, and increasing IT overhead cost. Not to mention, they run the risk of encountering ransomware and malware threats, losing data during a natural disaster, defying compliance requirements and policies, and undergoing the complexity of managing multiple cloud platforms at a time.

To overcome these obstacles, more businesses are rethinking their legacy solutions offered by third-party vendors like Veeam. Although Veeam's solution meets the needs of data protection service requirements, businesses have realized that the technology has evolved and there is a better alternative. So, what's the all-around consensus? Cloud data protection, a modern approach, is the way to go. And that's why companies have chosen Druva.

"Malware and multiple cloud platforms have pushed the importance of SaaS backup and recovery to the top of IT managers' to-do lists."

— TechTarget¹

¹ "SaaS data backup challenges and best practices," Eris, Alan R., TechTarget

Customers choose Druva for multiple reasons

- **Better TCO** — many customers struggle with high costs, but with Druva they cut down total costs by up to 50 percent, reducing both storage and IT overhead costs.
- **Simplify IT operations with the cloud** — customers want to move as many IT services and apps to the cloud as possible, and reduce reliance on HW/SW by making backup a service (not a specialty operation). Druva's ease of use and elastic scale — spinning up resources and down on-demand — makes businesses more agile and efficient.
- **Data center, cloud and SaaS app coverage** — CISO's and CIO's find the idea of a single, easy-to-use platform, that provides a single system of record for data across multiple workloads more appealing.
- **Ransomware protection** — the need to protect backup data from ransomware and external threats has become more urgent for customers within the past year. For ransomware protection, Druva offers storage immutability and data isolation without the same infrastructure costs as a traditional 3-2-1 backup approach.
- **Cloud disaster recovery (DR)** — customers want disaster recovery capabilities without the challenges and costs of on-premises DR (duplicate HW/SW, managed services, and testing complexity). With Druva, businesses gain the ability to orchestrate and automate the DR process (failover and testing) in the cloud, without sunk costs (i.e. servers).

Customers choose Druva for multiple reasons (continued)

- **Faster time to value** — Druva customers can quickly and easily protect remote and branch offices, without having to send out hardware or spend time on the setup, unlike Veeam. When configuring a new Veeam instance, it takes time to procure and deploy servers and storage (i.e. from procurement, receiving, unboxing, deploying, installing, testing, validating, etc.). Security for data protected in these remote offices is built into the Druva cloud (immutable storage and data isolation), eliminating the ransomware threat to backup data.
- **Long-term retention and archiving** — industries such as healthcare, government, construction, finance, and insurance, all have long-term retention and archiving needs. Although some vendors like Veeam, offer a “cloud-out” option or a solution for tiering or archiving backup data to the cloud, customers find these to be too expensive, difficult to manage, and unpredictable. On the other hand, Druva offers integrated backup and archiving providing the ability to store backup data on cold storage for an additional 30-50% reduction in storage costs (vs. standard Druva cost). The long-term retention capabilities require no additional cloud storage management and have no hidden fees.

In the following sections, you'll discover how successful companies have implemented Druva and what results they achieved.

“Druva stacks up well against its competitors. I do not remember it being at a disadvantage in any category...”

— Computer and Information Systems Manager,
A&M Industrial Inc.

Cosmetic powerhouse says goodbye to Veeam, **saves over 30%**

AMORE PACIFIC

One of the world's ten largest cosmetics companies, with 11,000+ employees globally. Since 1945 it has marketed 33 health, beauty, and personal care brands in the US, China, and the Pacific Rim.

The challenge

Veeam demands frequent full backups, but each took seven days or more. When a full or incremental backup failed, administrators needed to perform still another full backup. Moreover, restoring data was difficult and very time consuming. AmorePacific was spending endless amounts of time and money managing backup and disaster recovery (DR).

The solution

AmorePacific replaced its legacy backup and DR system with Druva, built on AWS. A full backup to the Druva cloud took only three days — less than half the time of the company's previous Veeam solution. And unlike Veeam, Druva requires only one full backup to be performed.

Highlights

- Reduced TCO by up to 30%
- Accelerated a full backup by 60%
- Management savings of 30+ man-hours per month
- Eliminated backup and DR capex costs

[Read the full customer story here](#)

Financial adviser gains **100% protection** for physical and NAS servers



Policy Services

A family run independent financial adviser formed in 2002 in Linlithgow, Scotland. For advisers they offer online access to client account information, helping to reduce their in-house costs and obligations. For policyholders, they provide administrative services and market advice when required.

The challenge

With 3,000 advisers, and 400,000 clients managed by those advisers, Policy Services needed to ensure 3.5 terabytes of data is safe, backed up, and recoverable should a disaster strike. They continuously endured a manual, nightly backup of physical Linux and NAS file servers to a physical server in London. And although they already shifted to Microsoft 365, email for strategic users was only being archived using Mimecast, which meant IT couldn't easily retrieve email.

The solution

"We looked at both Druva and Veeam for [Microsoft] 365, but found that Veeam would require us to have our own AWS storage, meaning the cost would be much higher than Druva. Additionally, Veeam would not have been optimal to backup our mixed operating system Linux servers."
— Head of IT, Policy Services

Highlights

- 95% faster time to restore emails, inboxes
- GDPR compliance and ransomware protection
- Brand reputation maintained for 3,000 advisers
- Improved bottom line with significant reductions in hardware rentals

[Read the full customer story here](#)

Construction company **cuts time and effort** by 50%



A single-source specialty contractor based in Brooklyn Park, Minnesota. Since 1903, it has grown into an experienced team with 1,100+ employees and 10+ specialty trades, from millwrighting to process control integration.

The challenge

Egan's success depends on datasets that are completely protected, backed up, and immediately restorable. For server backups, Egan moved from tapes to disks, first with a Commvault solution. Unhappy with upgrades and changes that required onsite consultants, they moved to Veeam. However, that solution still depended on local storage (an intermediary) for remote replication, a fundamental weakness in the eyes of Egan's IT group.

The solution

With Druva, Egan gets data protection and management for its enterprise workloads with a unique cloud-first approach — saving over 30 hours a month for maintenance and storage management. Egan improved visibility and dramatically reduced the risk, cost, and effort of managing the company's complex information environment.

Highlights

- **Save over 30 hours a month for maintenance and storage management**
- **Direct-to-cloud backup without any on-premises storage**
- **Fast, reliable restores, including large-scale VM volumes**
- **Extensive data-protection, management, and governance features are ready to activate**

[Read the full customer story here](#)

Offshore vessel supplier protects data across offices **world-wide**



GulfMark Offshore owns, operates, and manages a modern fleet of offshore support vessels including platform supply, anchor handling towing supply, fast supply vessels, and specialty vessels.

The challenge

With a geographically dispersed workforce coordinating business-critical activities across various time zones, the GulfMark Offshore IT team didn't have a standardized process for backing up their files. They lacked visibility into remote data centers, challenged by legacy tape backup at some sites, and endured complex and lengthy data restores.

The solution

With Druva, GulfMark Offshore staff at all sites now have the ability to independently perform restores quickly, without having to contact teams in other time zones or face lengthy disruptions. Druva delivers a unique cloud-first approach, enabling them to increase overall performance, lower risk, and reduce the overall effort of IT management.

Highlights

- Implemented a global cloud platform to protect data for GulfMark's headquarters (5 regional offices, and scores of offshore supply vessels at sea)
- Reduced data restore and backup times by 50%
- Achieved nearly 100% adoption rate with staff around the world

[Read the full customer story here](#)

Grammar school in Queensland moves to Druva for **cloud backup**



IPSWICH GRAMMAR SCHOOL

The oldest grammar school in Queensland, Australia and a Prep to Year 12 independent day and boarding school.

The challenge

Ipswich Grammar School was previously using Veeam on-premises for data protection of multiple enterprise workloads. But as they began to migrate Microsoft Exchange to Microsoft 365, they needed an alternative solution that was a backup solution built for the cloud without a suite of separate products — and where storage was part of the total solution — not separate.

“We did a trial of Veeam’s [Microsoft] 365 deployment and learned we would have had to purchase and deploy multiple products to manage data center workloads and Microsoft 365...”

— Network and Security Administrator at Ipswich

The solution

As a 100% SaaS platform built on AWS, Druva enables Ipswich Grammar School to do cloud-to-cloud backup for Microsoft 365, as well as incremental backups for other data sources without ever needing to do a full second backup. For the school, this is delivering far more efficiencies than Veeam with faster performance.

Highlights

- Significantly faster backups for Microsoft 365 and data center workloads
- Reduced TCO through long-term data storage retention
- Improved workforce productivity for 180 users

[Read the full customer story here](#)

Media firm replaces legacy solutions and **transitions to SaaS**



The largest media representation company in America, representing over 4,000 radio stations, 800 television stations, 5,000 audio and video streams, and 100,000 podcasts.

The challenge

Katz Media Group used Veritas NetBackup, Veeam, and Dell EMC Data Domain to protect its data center workloads of 125 VMware VMs and 50 physical servers, including SQL database and NAS file servers, across its 16 US locations.

“With Veritas we had to maintain physical servers and disk storage arrays at our headquarters, but it didn’t work well for the VMs. We switched to Veeam for the VMs, but managing multiple backup technologies required our staff to spend a lot of time doing major platform upgrades.”

— CTO, Katz Media Group

The solution

Katz started using SaaS with Druva inSync after replacing Veritas NetBackup for endpoints, and simplified backup, archival, compliance, and device management, which lowered costs and eliminated manual processes. Katz also replaced Veritas NetBackup, Dell EMC, and Veeam with Druva Phoenix, to migrate DR to the cloud for data center workloads. Katz now centrally manages from a single control plane and can recover server data down to the file level.

Highlights

- 52 workloads migrated to AWS in three months, 5X faster leveraging Druva
- Improved workforce productivity — IT spends 50% less time managing backup
- Migrated DR to the AWS cloud, with one-click spin up of instances on AWS

[Read the full customer story here](#)

Next steps

By partnering with a modern cloud data protection industry leader, you'll be able to overcome any backup challenges that arise and ease the data and infrastructure management burden on IT and data protection teams. As you witnessed in the previous customer stories, many companies have decided it's time to move away from legacy solutions like Veeam and prefer a more modern approach.

Druva's secure and cost-effective cloud data protection solution empowers businesses to confidently tackle the new wave of sophisticated data challenges and risks, triggered by ransomware threats, natural disasters, compliance requirements, security, costs and complexity of managing multiple platforms. With Druva, your data is always on, always safe.

See how Druva reduces backup costs and minimizes your data center footprint druva.com/solutions/cloud-backup.

"[Competitors] did not have a single pane of glass solution that we were looking for. We use Druva to back up VMs, [Microsoft] 365, and Salesforce. Druva also beat the competitors with pricing. It was a no brainer."

— IT Infrastructure Manager, OHEL Children's Home and Family Services



Find Druva in AWS Marketplace

Get Started



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Druva™ delivers data protection and management for the cloud era. Druva Cloud Platform is built on AWS and offered as-a-Service; customers drive down costs by up to 50 percent by freeing themselves from the burden of unnecessary hardware, capacity planning, and software management. Druva is trusted worldwide by over 4,000 companies at the forefront of embracing cloud. Druva is a privately held company headquartered in Sunnyvale, California and is funded by Sequoia Capital, Tenaya Capital, Riverwood Capital, Viking Global Investors, and Nexus Partners. Visit [Druva](https://druva.com) and follow us [@druvainc](https://twitter.com/druvainc).