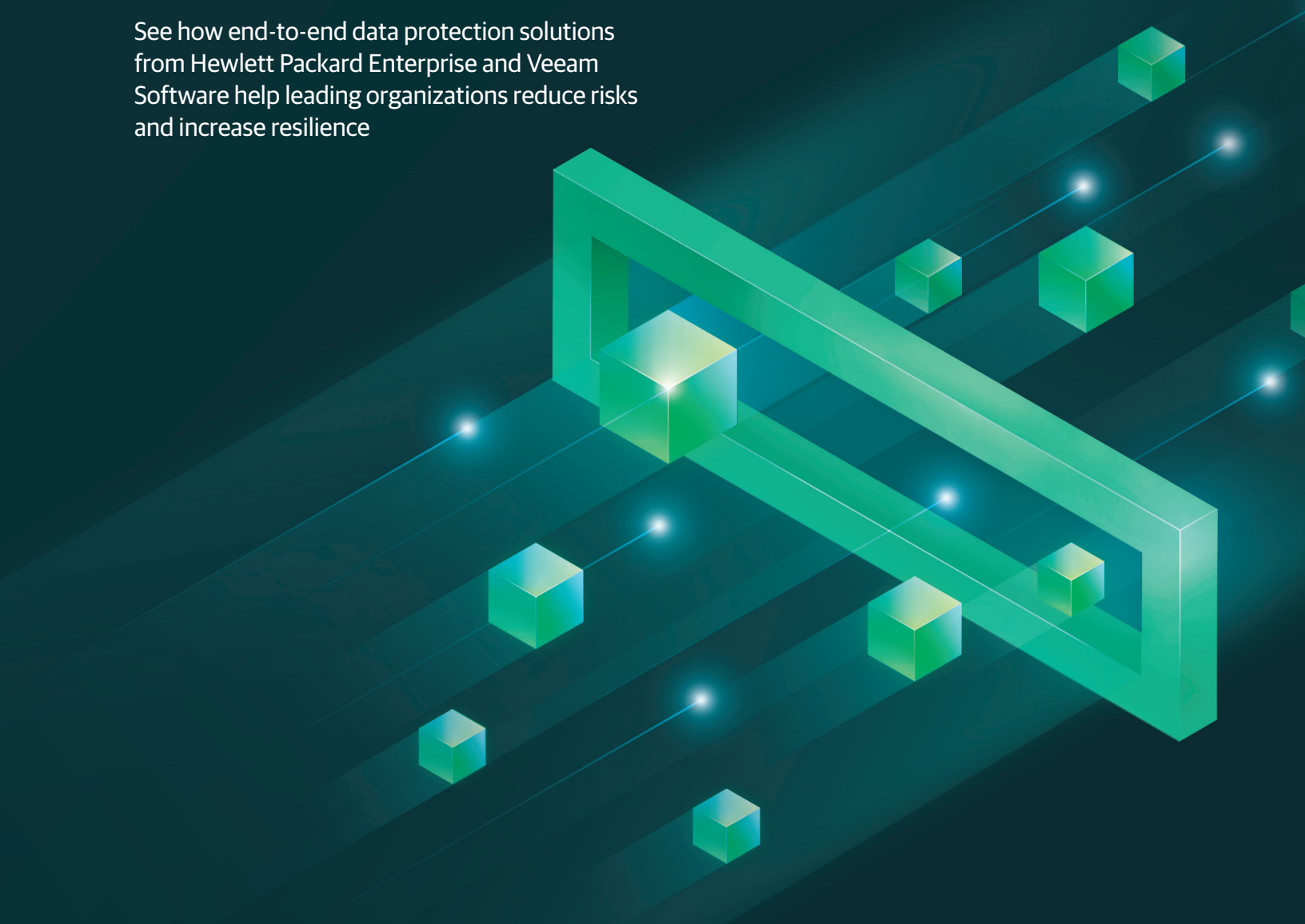
Customer Reference Book

HPE + Veeam

See how end-to-end data protection solutions from Hewlett Packard Enterprise and Veeam Software help leading organizations reduce risks and increase resilience



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Ready to get started? Trust HPE and Veeam.

Don't leave anything to chance on the road to Hybrid IT

Market leaders are well on their way to seamlessly integrating public and private clouds with on-premises IT to take advantage of scalable, secure, and omnipresent resources. All-flash storage is an integral part of this journey—providing the speed and stability required to meet today's aggressive SLAs. But whether you're far down the path to Hybrid IT or just taking your first steps, it's important to make sure you're not leaving anything to chance.

Data protection in a Hybrid IT world—where human error, malicious attacks, and natural disasters are lurking behind every corner—can be a challenge. It's critical that your data protection strategies keep up with the performance, security, and resiliency of production storage. Legacy IT impacts productivity and protection in hybrid environments, slowing down processes and limiting data recovery capabilities. Virtualized environments can be even more challenging, requiring a separate approach to data protection that's as flexible as the virtual environment itself.

Together, HPE and Veeam offer data availability and protection built for modern environments leveraging a mix of on-prem, virtual, and cloud platforms based on workload needs. Joint solutions combine industry leading Veeam Availability Suite™ software with HPE 3PAR, HPE Nimble Storage, HPE SimpliVity and other HPE platforms. The result is a choice of easy-to-manage solutions delivering maximum application uptime and increased resource efficiencies.

	Application availability	Resource management	Simplicity
Veeam with HPE 3PAR and Nimble Storage	Flash-accelerated data protection, faster backups with near-zero recovery time objectives (RTOs) and improved recovery point objectives (RPOs).	Intelligent operations to predict, prevent, and resolve cross-stack performance issues before they impact business and cut out the guesswork in planning.	Ease of management and an infrastructure that practically manages itself, eliminating the need for dedicated backup administration and overcoming legacy solution deficiencies.
Veeam with HPE SimpliVity	Improved RTO with the ability to perform granular restores.	Improved restore capability with application-consistent backups.	Single pane-of-glass data management solution to easily manage HPE SimpliVity data, regardless of where it resides.

The following customer stories demonstrate how these capabilities help businesses like yours solve real-world business challenges in their Hybrid IT environments.

Industry | Financial Services

Saunderson House eliminates risk of data loss

Saunderson House is a London-based wealth management firm that serves more than 2,300 clients and employs approximately 200 people. The firm has high standards for systems availability including a "no single point of failure" policy. However, legacy backup was failing to meet these expectations.

Saunderson House

A solution you can take to the bank

"Veeam and Nimble provide protection and recovery options that weren't possible with legacy backup. They help us preserve our policy of no single point of failure."

Dave Pritt

IT Infrastructure Manager, Saunderson House

Saunderson House decided to replace their legacy backup solution with Veeam Backup & Replication, integrated with HPE Nimble Storage to enable frequent application-consistent storage snapshots and replicas. Veeam backs up 40TB of data from HPE Nimble Storage Snapshots on premises, and Nimble replicates off-premises. The IT team can now recover an entire VM in minutes using a feature called Instant VM Recovery®.

In addition, Veeam DataLabs™ incorporates technologies to verify the recoverability of backups and replicas, putting data protection to work and delivering confidence to the business. Team members also leverage On-Demand Sandbox™ for Storage Snapshots, enabling them to create isolated copies of the production environment from HPE Nimble Storage Snapshots so they can test software upgrades before deploying them.

Veeam Availability Orchestrator provides the ability to recover entire applications quickly and reliably with automated and orchestrated recovery plans for any app, any data, at any time.

Outcomes

Saunderson House has realized the following benefits:

- **Helps eliminate the risk of data loss.** Veeam, integrated with HPE Nimble Storage, helps IT eliminate the risk of data loss and preserve their policy of no single point of failure.
- **Provides enhanced protection and recovery options.** Veeam and HPE Nimble Storage provide modern data protection tactics that were not possible in the past.
- **Automates and orchestrates BC/DR.** Veeam helps Saunderson House plan, prepare, prove, and execute against BC/DR strategies with extensible orchestration and automation that eliminate the challenges of legacy disaster recovery.

"Veeam Availability Orchestrator helps take our BC/DR strategy and resilience to a new level, and we've only begun to scratch the surface. Veeam offers so many capabilities, my advice to IT managers is to speak with one of Veeam's system engineers to match your needs with Veeam's capabilities. You'll be surprised by the possibilities." — *Dave Pritt, IT Infrastructure Manager at Saunderson House*

40TB

Of data backed up on premises

Industry | Financial Services

Payboost processes payments from more than 500,000 users every year without interruption

Payboost is a Fintech startup and the creator of the first French budget and social welfare coaching app. The company serves 2,500 B2B customers and more than 500,000 users.

Payboost needs to operate without interruption to process payments totaling several hundred million euros a year. The company is committed to up to 99.99% service continuity — a responsibility that rests on an IT department of only three people. Therefore, the company needed an automated solution that would allow the IT team to remain agile and have more time for value-creating projects such as new product development.

Payboost

Putting hyper-availability at the heart of IT

"To date, we have never had any inability to restore. This gives our teams and our customers absolute peace of mind as to the Hyper-Availability of their data."

Eric Machabert

Information Systems Enterprise Architect, Payboost

To ensure the hyper-availability of its 13 TB of data, spread over 18 host servers, 410 VMs and around 50 physical machines, Payboost chose to put Veeam at the heart of its IT design.

Veeam offers native integration with Payboost's HPE infrastructure including 3PAR full-flash storage arrays for primary storage and HPE StoreOnce for secondary storage. This enables VMs to receive snapshots of less than one minute, as well as a total cumulative backup window of 35 minutes for 410 VMs, with data rates greater than 2 GB/second. This reduced backup window guarantees the integrity of production performance and the high quality of Payboost services.

"It was crucial for a small team like ours to have a reliable, simple and automated hyper-availability solution to be able to focus on our core business. Veeam was the only provider to offer such a level of performance and efficiency." — *Eric Machabert, Information Systems Enterprise Architect at Payboost*

Outcomes

Thanks to Veeam and HPE, Payboost was able to achieve the following outcomes:

- Guaranteed hyper-availability of data. Payboost successfully handles the collection of several hundred million euros each year, upholding its 99.99% service continuity commitment.
- Optimized SLAs. By testing software deliveries or updates in isolated silos, Payboost ensures the strict observance of its SLAs for scheduled maintenance times.
- More time for value creation. IT spends less than three hours per week operating all the components from the Veeam solution. This enables the team to allocate more time to value-added tasks such as new product development.

99.99%
Service continuity commitment achieved

< 3 hours
Spent on system management

35-minute
Backup window for 410 VMs

Industry | Food Retail

REWE International AG ensures reliable flow of goods

REWE International AG is Austria's largest food retailer, supplying nearly 2 million customers from around 2,500 stores every day.

About 70% of REWE systems are virtualized, including Microsoft® Exchange and Skype for Business and the company's enterprise resource planning (ERP) and logistics systems. In addition, virtual desktop infrastructure (VDI) is considered business critical. Maintaining the availability of these central communication and business applications is imperative. So, REWE International's IT team was keen to find a solution that would improve the availability of their virtualized infrastructure.

REWE International

What HPE and Veeam bring to the table

"Veeam is a great help with meeting the increased business demands of an increasingly digitally controlled flow of goods."

Alexander Tinhof

Head of System Administration National, REWE International

REWE International decided to implement Veeam Availability Suite™ and the intelligent HPE StoreOnce data protection backup appliance with flash-optimized and highly available HPE 3PAR Storage.

With HPE and Veeam, backup management is simpler and IT administrators can now restore virtual resources more quickly. Many labor-intensive manual operational processes are now largely automated. In fact, REWE International estimates that the Veeam solution has reduced the cost of securing and managing the virtual infrastructure by about 50 percent.

The retailer expects further improvements in data throughput, deduplication rates, and recovery objectives by combining the Veeam solution with HPE StoreOnce and HPE 3PAR.

"Users are always accidentally deleting individual files or bigger application items. Veeam enables us to make these resources available again within a few minutes. Via instant VM recovery, virtual machines can be restarted directly from the backup file." — *Alexander Tinhof, Head of System Administration National at REWE International*

Outcomes

The integrated HPE and Veeam data protection solution helped REWE International realize the following outcomes:

- **Reliable IT availability for 2,500 stores.** The Veeam solution on HPE Storage helps ensure that key applications, such as the company's ERP and logistics software, are available so that the flow of goods runs smoothly.
- **Complete transparency and proactive monitoring.** A comprehensive overview of virtual infrastructure enables the REWE International IT team to react immediately when issues are spotted, avoiding business disruptions. Detailed reporting helps with capacity and budgetary planning.
- **Around 50 percent lower overhead.** IT estimates that the time spent managing, securing, and restoring virtual resources has decreased by 50 percent. Failed virtual machines can be back up and running in under 15 minutes.

50%

Lower overhead

15 minutes

To restore a failed VM

Industry | Non-Profit

Metropolitan Thames Valley Housing provides affordable homes to those in need

Metropolitan Thames Valley Housing is one of the largest housing authorities in the UK. The organization believes strongly in using IT to streamline day-to-day operations to better serve its residents.

Despite their IT focus, Metropolitan Thames Valley Housing wasn't up to speed on storage and disaster recovery. They used offsite tape backups and only had the capacity and funds to back up seven days' worth of data. Disaster recovery drills were arduous and often took multiple days—and the team was concerned about the devastation that could be caused by corrupted tapes.

Metropolitan Thames Valley

Enhancing data protection with HPE and Veeam

"The combination of HPE SimpliVity and Veeam has reduced the time spent retrieving files from days to minutes. It has also reduced server maintenance to a minimum. Everything just works."

Junald Ali

Director of Information Technology Infrastructure, Metropolitan Thames Valley Housing Authority

The housing authority chose HPE SimpliVity because of its superior capabilities, along with HPE's reputation as an industry leader. According to Junaid Ali, Director of Information Technology Infrastructure, "The key functions that excited us were inline deduplication and compression, and the ability to quickly restore servers of any size. HPE SimpliVity not only delivered, but also exceeded all our expectations."

The other change was adopting Veeam as a backup solution, to save backups to a local disc for quick file-level restores. Metropolitan Thames Valley Housing trusts Veeam with file-level restores as well as short-term server restores. IT likes the fact that Veeam also works with legacy systems, providing the ability to retrieve a server from tape archives.

"IT plays a major role in our activities and is tightly woven into the fabric of everything we do…This is mostly a matter of using hardware and software to work faster and smarter. But there's also a question of cost. If we can reduce our IT equipment and management expenditures, we can put that money back into the community and build another house or add a new service." — *Junaid Ali, Director of Information Technology Infrastructure at Metropolitan Thames Valley Housing Authority*

Outcomes

The combination of HPE SimpliVity and Veeam has provided multiple benefits:

- **Shortened recovery times.** The time to restore a single server went from seven days to less than half an hour. The time required to retrieve files went from days to minutes.
- **Less management and maintenance.** Server maintenance was reduced to a minimum. When there is a potential issue, built-in diagnostic functions trigger an alarm.
- **Simplified patching.** Regular patching and updates are completed by spinning up a dev environment, applying patches and updates, and testing before installing in the production environment. HPE SimpliVity enables spinning up a dev environment at little or no cost.
- **Reduced space and energy.** Two-and-a-half racks of servers were reduced by more than half and moving from hard disk drives (HDDs) to solid-state drives (SSDs) further reduced energy consumption.
- **Expanded capacity.** When someone requests more computing power or more storage, IT can spin up a VM and quickly allocate resources without spending money on new hardware.

Minutes

To retrieve a file instead of days

< .5 Hours

To restore a server instead of 7 days

Industry | Manufacturing

Sonoco-Trident preserves brand identities for the world's largest companies

Sonoco-Trident supports the branding efforts of more than 2,000 of the world's leading consumer companies, ensuring packaging and presentation are consistent across physical and digital media.

As part of this process, Sonoco-Trident creates full suites of digital product images, 3D computer-generated imagery (CGI) product models, and product videos. These business-critical digital assets create massive data sets, on the order of 1.5 PB on 300 virtual machines — and growing 15 to 20 percent each year. Slow, unreliable backup and recovery prompted the company to redefine its data management strategy to meet the RTOs and RPOs required by the business.

Sonoco-Trident

Meet aggressive business SLA's

"The integration between Veeam and Nimble is remarkable—it reduces backup and recovery speeds by 90 percent. Recovery objectives decreased to one hour for all production workloads, thanks to Veeam Explorer for Storage Snapshots and Instant VM Recovery. Sonoco-Trident meets RTO and RPO every time, giving them confidence, they can meet their service level agreements and maintain business continuity."

Andy Pilkington

CTO,
Keytech, a managed solutions provider

Sonoco-Trident replaced its legacy backup solution with Veeam Backup & Replication, which now backs up and replicates from eight HPE Nimble Storage CS-Series arrays at each of Sonoco-Trident's 11 data centers worldwide.

The solution leverages Veeam Scale-out Backup Repository to group multiple backup appliances, resulting in simple and flexible management of backup targets. Additional Veeam features such as Veeam DataLabs make data management easier. The Veeam and HPE solution increased onsite retention from 30 days to 365 days, making recovery far more flexible.

"Our main goal was recovering data fast. We wanted to automate data management across the enterprise, so in the event of a disaster, we could ensure business continuity." — *Ruth Rew, Global IT Manager at Sonoco-Trident*

Outcomes

Together Veeam and HPE deliver major business benefits:

- **Automated data protection for better business continuity.** Automation better preserves clients' digital assets so Sonoco-Trident can keep its promise of brand equity across all media.
- **Global IT capabilities to support a global presence.** The new IT infrastructure connects 11 offices worldwide, each of which has a data center with the same hardware, software and Veeam, which backs up, replicates, and recovers from HPE Nimble Storage.
- **90% faster backup and restore.** Sonoco-Trident can now meet RTOs with a solution that meets all their business and technical requirements.

365 days
Onsite retention compared to just 30 days

90% faster
Backup and restore

Industry | Healthcare

White River Health System gains a healthier data-driven IT infrastructure

White River Health System treats nearly 550,000 patients each year in medical clinics, physicians' offices, outpatient centers and two hospitals.

Diagnostic data plays a vital role in treatment, meaning the difference between life and death in many cases. For that reason, diagnostic data must be hyper-available. However, the health provider was experiencing nearly 30 percent data growth each year, making hyper-availability a challenge. There simply weren't enough hours in the day to back up the 120 terabytes of data generated.

Another challenge was recovering data quickly in a crisis. Located in Batesville, Arkansas, tornados are a real concern, in addition to other natural disasters and cyber-attacks. A disaster recovery drill revealed that it would take the provider weeks to recover after a crisis, which was unacceptable.

White River Health System

Keeping critical data hyper-available

"One of the biggest benefits of using Veeam and HPE StoreOnce is the confidence you gain in your data. We are absolutely certain we can recover in a crisis. That's a first for us."

Wesley Evans

Hardware Solutions Manager, White River Health System

White River Health System deployed Veeam Availability Suite and HPE StoreOnce to keep data hyper-available. In addition to nonstop data availability, Veeam's built-in intelligence improved IT management with advanced monitoring, resource optimization and capacity planning capabilities. Veeam and HPE also help save costs, allowing White River Health System to invest more in medical technology to improve patient care.

"The challenge is keeping data available nonstop. Downtime is never, ever an option because a patient's life could be on the line." — *Wesley Evans, Hardware Solutions Manager at White River Health System*

Outcomes

Together Veeam and HPE help deliver the following benefits:

- **Hyper-available diagnostic data improves patient care and outcomes.** Veeam and HPE help IT make sure critical diagnostic data is available nonstop.
- **Improved DR strategy restores critical care systems in minutes.** Veeam simplifies and automates disaster recovery through hyper-availability and intelligent data management.
- **Annual IT savings is invested in cutting-edge medical technology.** Saving money with Veeam and HPE StoreOnce enables investments in medical technology that improves patient care.

30%
Data growth every year

Minutes
To recover critical systems

Tens of thousands of dollars
Saved per year

Industry | Technology

HireRight helps the world's biggest brands hire top talent and saves $1 million per year

HireRight provides flexible, tailored screening solutions that help employers manage risk when hiring. The company serves more than 40,000 customers in 200 countries. Speed is fundamental to the hiring process. The faster HireRight can verify candidates' resumes and job applications, the faster employers can make informed hiring decisions.

Slow backup and recovery can place HireRight's IT systems at risk for downtime and may also present compliance challenges with the Fair Credit Reporting Act in the United States and the General Data Protection Regulation ("GDPR") in the European Union.

HireRight

Reducing system downtime

"Veeam and Nimble support us every step of the way by helping to keep our IT systems available. Veeam also makes it easier for us to maintain our compliance obligations."

Elliott Peterson

Vice President of Global IT, HireRight

HireRight decided to mitigate its risk of system downtime by replacing legacy backup infrastructure with Veeam Availability Suite and HPE Nimble Storage CS-5000.

Veeam backs up and replicates 5,000 VMware vSphere VMs representing 1.2 PB of data from Nimble Storage snapshots. The company increased backup and recovery speed by 99 percent with Veeam and Nimble. This has helped reduce the risk for downtime and made it easier to meet SLAs with employers. Faster backup and recovery also streamline and enhance HireRight's data management and compliance profile globally.

Veeam makes it so easy to keep our backups separate for compliance purposes. We back up data in the European Union separately from data in the United States—it's that simple." — *Elliott Peterson, Vice President of Global IT at HireRight*

Outcomes

Together, Veeam and HPE help HireRight:

- **Support more than 12.5 million background checks per year.** Veeam and HPE Nimble Storage support every one of them by helping keep IT systems available around the clock.
- **Simplify data localization compliance.** Veeam and Nimble simplify segregating backups and replicas within a specific country or region as necessary for compliance.
- **Save $1 million annually.** Veeam and HPE Nimble Storage simplified backup and recovery, saving costs associated with tape and offsite storage and allowed two full-time positions to be redirected to other critical roles.

1.2 PB
Of data backed up and replicated

99% faster
Backup and recovery

$1 M
Saved annually

Ready to get started? Trust HPE and Veeam.

Modern data protection powered by all-flash storage is ideal for accelerating performance, enhancing IT agility, and improving cost-effectiveness. But hitting the road without ensuring you have the IT fundamentals of resilience, availability, and security in place is risky.

To help ensure your physical, virtual, and cloud environments are always on, check that you have the core elements of data protection in place:

- Disaster recovery — the ability to meet VM, application, and data RTOs in the event of problems with your primary storage.
- Backup — full backups are completed nightly, and incremental backups are completed throughout the day to ensure data is protected and recoverable.
- Restores — individual files or entire VMs can be restored promptly for users who accidentally delete files, or if ransomware locks up your production data.

Knowing where you stand today is the best way to navigate efficiently to where you want to be tomorrow. HPE and Veeam can help you make it happen.

To learn more about HPE and Veeam, visit our joint resource site at go.veeam.com/hpe-veeam-digital-hub

VEEAM

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