HPE + Veeam

Customer Reference Stories

End-to-end data availability solutions
— Customers Share Success with HPE + Veeam

Table of Contents

Always Available.
Always Protected.
HPE + Veeam

End-to-end data availability solutions from HPE + Veeam reduce risk, simplify data management, and ensure resilience. Our joint solutions offer unique capabilities, resulting in the best data and application availability and monitoring.

Data-first organizations are challenged with cyber threats and downtime on legacy infrastructure, making data protection a top priority for IT departments. Companies can secure backup data and harness its true value with HPE GreenLake and Veeam solutions. On-demand, consumption-based backup and recovery services deliver agility while preconfigured, on-premise solutions extend options and eliminate upfront capital expenses and over-provisioning risk.

This results in simple and easy-to-manage solutions that deliver maximum application uptime and increased resource efficiencies that can help organizations achieve their data-first transformation.

Together, HPE and Veeam provide unmatched business value:

317% to 3-year	**71%** more frequent data backups	**49%** more efficient data protection teams
8 Months to payback	**69%** reduced RTO	**30%** lower storage cost
$2.8M in higher revenue per organization per year	**71%** Faster to resolve data loss	**43%** lower 3-year cost of data

Baloise Luxembourg
cuts system recovery time objective by 90%

Data protection and rapid recovery to safeguard against emerging threats

As its insurance services grew, Baloise Luxembourg searched for a replacement for tape libraries for virtual and physical backups. The time consuming process meant that only the most critical data could be retained, and recovery could take up to 10 days.

After a thorough evaluation process, the company chose Veeam to deliver effective protection against emerging cyber threats.

Veeam Data Platform combines simple, flexible and reliable backup, recovery, and data management capabilities from Veeam® Backup & Replication™ with powerful monitoring and analytics from Veeam ONE™. Baloise Luxembourg has the peace of mind that all its data and systems are protected. Crucially, the company can recover fast in the event of a technical issue or cyberattack. If the company ever needs to restore its systems in a disaster recovery scenario, they can now do it in hours, not weeks.

All data is backed up daily to tier-1 Hewlett Packard Enterprise (HPE) 3PAR StoreServ storage and tier-2 HPE StoreOnce appliances, with a long-term copy written to LTO-8 tape media. With a full incremental backup each day, Baloise Luxembourg has the peace of mind that all its data and systems are protected. Crucially, the company can recover fast in the event of a technical issue or cyberattack.

> *If we ever need to restore our systems in a disaster recovery scenario, we can now do it in hours, not weeks.*
>
> — Emmanuel Hampert, **Team Leader Core Infrastructure | Baloise Luxembourg**

The Challenge

Replace an outdated backup and recovery system to speed up recovery time for all the data in the IT environment

The Solution

- Veeam Data Platform
- Veeam® Backup & Replication™
- Veeam® ONE™
- HPE 3PAR StoreServ storage
- HPE StoreOnce appliances

The Results

- **Slashes RTO by 90%** and enable recovery of individual files or entire VMs in minutes
- Saves **100 person-days per year** on backup tasks, enabling value-added development
- Reduces audit **preparation time by 95%**, improving operational efficiency

Read the full story →

SENAC Minas Gerais
accelerates backups and reduces the risk of data loss

Automating workflows with back-up-as-a-service

As a private educational institution, digital systems are integral to providing services for students, faculty and staff. SENAC in Minas Gerais had relied on manual processes to back up its critical systems. However, as the organization's data volumes grew, it was becoming difficult to complete the data protection processes in a timely manner.

After an extensive evaluation process, and based on previous positive experiences, the organization selected Veeam Backup & Replication to replace slow tape-based backup processes with modern, enterprise-class technology.

Veeam business partner Procedata deployed, configured and tested the new backup-as-a-service solution, based on Veeam backups to high-performance Hewlett Packard Enterprise (HPE) Storage.

Now, SENAC in Minas performs daily backups of data from critical and non-critical systems in much less time, eliminating availability problems. Files and emails inboxes can be recovered in 15 minutes rather than 24 hours. In addition, it is now possible to test the integrity of backups, increasing the organization's confidence in the process.

> *We no longer need to manage daily backups or data restore requests ourselves ... Our backup and restore processes are now almost entirely outsourced, which gives us peace of mind that our data is being protected 24/7.*

— Elizabeth Souza, **IT Infrastructure Analyst | SENAC Minas Gerais**

The Challenge

Speed up data-protection processes to ensure that services for students, staff and faculty are always available

The Solution

- Veeam® Backup & Replication™
- HPE Storage

The Results

- Enables **fast, multi-site backups**, eliminating overruns into production hours
- **Speeds up data recovery processes**, improving service levels for faculty and staff
- Enabled **remote server upgrades** during the COVID-19 pandemic

Arizona's Health Care Cost Containment System safeguards data to deliver comprehensive, quality healthcare

Reliable, scalable backup maintains system continuity

As the state's Medicaid agency and largest source of health insurance, the Arizona Health Care Cost Containment System (AHCCCS) provides healthcare to more than 2 million residents. The agency was running out of backup space, but expanding existing systems didn't align with a state policy to move IT environments to the cloud. AHCCCS explored backup options that could easily support system continuity, as well as migrations to Microsoft Azure and Microsoft 365. Accidental deletions are a common occurrence, so the solution must support recovery of specific items, such as files, document libraries or even a full site, quickly and easily.

Veeam delivers scalable, reliable and affordable cloud-ready data protection so AHCCCS can provide healthcare services to the state's most vulnerable residents. Veeam supports the agency's move to Azure and Microsoft 365 and reduces operational expenses and technical support costs annually.

Veeam enables high-speed data recovery from snapshots made by Hewlett Packard Enterprise (HPE) Nimble Storage CS50000. Accidental data deletion is common among users, so the rapid data recovery ensures employees are able to continue their work.

Veeam helps the organization stay in control of its data when they migrate to the cloud by ensuring the data is protected and accessible. Reliable backup and recovery supports critical processes such as care management, benefits management and fraud and abuse detection.

> *We needed an easy way to leverage the cloud, and of the solutions we considered, Veeam® aligned best with the operating standards we were trying to achieve.*

— Lana Gibson, **Systems Administrator | AHCCCS**

The Challenge

Finding scalable, reliable and affordable cloud-ready data protection to maintain system continuity within the IT environment to provide healthcare services to those in need

The Solution

- Veeam® Backup & Replication™
- Veeam® Backup *for Microsoft 365*
- HPE Nimble Storage CS50000

The Results

- **Maintains system continuity** to ensure continual provision of healthcare services
- Supports migrations to Azure and Microsoft 365 with **reliable, scalable backup**
- **Reduces operational expenses** and technical support costs annually

SmartBank
reduces total cost of ownership for backup and recovery by 25%

Driving IT savings and ensuring excellent regulatory compliance

As demand for digital banking service has skyrocketed, SmartBank had relied on a third-party to run, monitor and maintain its backup and recovery systems. Preventing service disruptions was a top priority to ensure a convenient, secure and reliable banking experience that customers expect, while also meeting regulatory requirements.

SmartBank selected Veeam to return backup and recovery to inhouse operations to reduce operational costs and increase the granularity of backup reports. SmartBank implemented the Veeam Data Platform and Veeam Backup for Microsoft 365 on Hewlett Packard Enterprise (HPE) StoreOnce for its Veeam environment. The primary and secondary on-premises backup environments for long-term data retention running on HPE StoreOnce servers strengthens the bank's business continuity strategy.

SmartBank now backs up its mission-critical data — including transactional information, SQL databases and file servers — on-premises, and uses its cloud environment to back up Microsoft 365 applications. With a lower total cost of ownership and always-on availability, Veeam helps SmartBank boost customer satisfaction and trust in the bank while meeting government reporting requirements.

> *We decided to use HPE StoreOnce for our Veeam environment because of the excellent compatibility between the two solutions.*
>
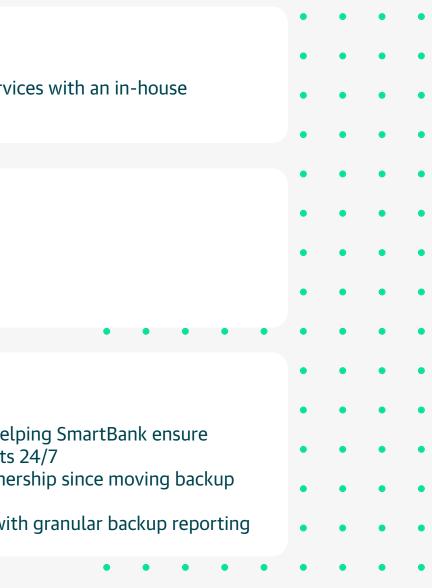> — Daniel Hereford, **CIO | SmartBank**

The Challenge

Replace costly third-party backup services with an in-house backup and recovery environment

The Solution

- Veeam Data Platform
- Veeam® Backup *for Microsoft 365*
- HPE StoreOnce servers

The Results

- **Supports always-on availability,** helping SmartBank ensure customers can access their accounts 24/7
- **25% reduction in total cost** of ownership since moving backup and recovery activities in-house
- **Supports regulatory compliance** with granular backup reporting

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KBank saves 900 hours and $70,000 in IT costs

Protect the data required to build the digital bank of the future

Headquartered in Bangkok, Kasikornbank (KBank) required modern data protection to support its digital transformation, but the legacy backup solution wasn't capable of supporting the growing volume of critical data. Each backup required manual verification, and failures had to be rerun. Recovery was difficult and slow. In addition, the legacy solution was agent-based, so IT administrators had to request downtime on individual systems and applications to install, maintain and patch agents.

KBank's inhouse technology group, Kasikorn Business Technology Group (KBTG) chose Veeam to support backup and recovery to comply with data privacy regulations with far less operational effort.

Veeam integrates with Hewlett Packard Enterprise (HPE) StoreOnce Catalyst in a secure onsite cloud. HPE StoreOnce replicates data to a separate site for regulatory compliance and disaster recovery. The integration means backup is fast and reliable, and recovery takes minutes — not hours like the legacy solution.

Veeam has dramatically improved operational efficiency by helping KBank resolve IT issues proactively with deep visibility through monitoring, reporting and capacity planning. Now KBank is equipped to protect the business by resolving an issue before it develops into a problem.

> **"** *Integration with HPE StoreOnce increases our deduplication ratio to 4:1, which saves on backup storage, and Veeam saves on annual licensing costs too.* **"**
>
> — Surapan Chaimahapruek, **Assistant Managing Director** | **KBTG (part of Kasikornbank)**

The Challenge

Modernize a legacy backup solution to support modern data protection for digital transformation

The Solution

- Veeam Data Platform
- Instant VM Recovery®
- Veeam Explorers™ for Oracle and Microsoft SQL
- Veeam DataLabs™
- HPE StoreOnce
- HPE StoreOnce Catalyst

The Results

- **Protects** the data required to build the digital bank of the future
- **Supports data privacy** compliance regulations from the Bank of Thailand
- Saves 900 administrative hours monthly and **$70,000 in IT costs** annually

8

Bayer 04 Leverkusen scores with better backup performance

Reliable protection against cyber risks like ransomware

As a leading German football club, Bayer 04 Leverkusen Fußball GmbH is constantly in the public eye and is exposed to significantly more IT attacks than other organizations of its size. Any disruptions or IT failures in stadium operations would be catastrophic for the club and its fans' experience.

Bayer 04 Leverkusen installed Veeam® Backup & Replication™ to ensure the continuous availability of several hundred virtual machines in a VMware vSphere environment, including business-critical Microsoft applications such as SQL Servers. Veeam Backup & Replication protects all applications related to match day operations, including systems for access control, electronic cash registers and cashless payment.

The Veeam solution integrates seamlessly with the Hewlett Packard Enterprise Nimble (HPE) storage system, and the club could restore critical systems within two minutes on match day.

High-performance HPE Apollo systems are the primary backup target, which offers high performance for fast recovery of recent backups. Additional storage can be added without making management more complex. With integrated deduplication technology, the IT department reduced storage requirements for its virtual machines by around 50 percent, which significantly reduced the costs for backup storage.

> **"** *If one of these critical systems fails on match day, we can make it available again in less than two minutes with the Veeam solution.* **"**

— Stefan Aufderbeck, **Team Leader IT Infrastructure and Platforms | Bayer 04 Leverkusen**

The Challenge

Find a simple and secure way to ensure its data and IT resources were protected at all times in a high-profile application

The Solution

- Veeam® Backup & Replication™
- HPE Nimble Storage
- HPE Apollo

The Results

- **Secure stadium operations** through maximum availability of access control systems and other IT applications
- **Reliable protection** against cyber-attacks, such as ransomware
- **Efficient handling of growing data volumes** generated by scouting databases, video analytics and multimedia content

Read the full story →

9

Transdev Sverige accelerates backup performance by 90%

Enhance business resilience without compromising customer service

Operations for public transport provider Transdev Sverige were becoming increasingly digital as customers rely on real-time information online and through apps to plan their journeys. The organization was looking for solutions to reliably deliver public transport data to customers and to information displays at bus stops and train stations, while increasing staff productivity and accelerating backups to maximize service continuity.

In consultation with service provider Egloo System AB, Transdev Sverige selected Veeam® Backup & Replication™ and Veeam ONE™ along with Hewlett Packard Enterprise (HPE) disk-based storage to deliver faster backups while simplifying management.

Veeam integrates with Hewlett Packard Enterprise (HPE) StoreOnce Catalyst protocol to accelerate its backup times and the the built-in deduplication functionality reduces storage costs with space-efficient backups. The integrated solution also protects backups from accidental deletion through ransomware or other common cyberthreats. With Veeam Backup & Replication, routine administration tasks have reduced from about two hours per week to just 15 minutes, and the intuitive interface makes it easy for anyone at the IT service desk to perform data recovery.

> *Working with Veeam, HPE and Egloo … Our backups complete 90% faster … which helps us maximize data availability for the hundreds and thousands of people that rely on our transport services each day.*

— Åke Redin, **Server Manager | Transdev Sverige**

The Challenge

Future-proof operations with a modern, effective and cost-efficient backup and recovery solution that could minimize business risk and boost resiliency

The Solution

- Veeam® Backup & Replication™
- Veeam ONE™
- HPE Proliant servers
- HPE 3PAR 8200 storage
- HPE StoreOnce
- HPE StoreOnce Catalyst

The Results

- **Accelerated backup performance by 90%** with no impact to operations, which enabled exceptional service continuity
- **Reduced backup administration by 10%,** which freed the IT team up so they could focus on business transformation
- Enabled Transdev Sverige to add new systems to **backups in just 10 seconds**, which helped support seamless operations

Ready to get started?
Trust HPE + Veeam

Reduce risk, simplify data management and ensure resilience. These joint solutions offer unique capabilities by integrating Veeam software features directly with HPE storage systems. This results in the best data and application availability and monitoring. Organizations can take more frequent Storage Snapshots, thus enabling dramatically faster item- and VM-level recovery. The result is a simple and easy-to-manage solution that delivers maximum application uptime and increased resource efficiencies that can help organizations achieve their data-first transformations.

Learn more about Veeam Backup and HPE →