

10 Reasons to Switch to Veeam from Commvault

Why Availability Beats Legacy Backup

[Veeam](#)® recognizes the new challenges companies across the globe face in enabling the Always-On Enterprise™, a business that must operate 24.7.365. To address this, Veeam has pioneered a new market of Availability for the Always-On Enterprise™ by helping organizations meet recovery time and point objectives (RTPO™) of less than 15 minutes for all applications and data, through a fundamentally new kind of solution that delivers high-speed recovery, data loss avoidance, verified recoverability, leveraged data and complete visibility. [Veeam Availability Suite](#)™, which includes [Veeam Backup & Replication](#)™, leverages virtualization, storage, and cloud technologies that enable the modern data center to help organizations save time, mitigate risks, and dramatically reduce capital and operational costs, while always supporting the current and future business goals of Veeam customers.

More Commvault users are switching to Veeam than ever before. Looking for better alternatives, they are switching because unlike Commvault's aging, legacy solution, Veeam delivers *Availability for the Always-On Enterprise*. They are switching because agents and capacity based licensing are a thing of the past and because an Availability solution should be an asset, not a necessary burden. More than half of the world's largest companies have turned their back on legacy backup systems. Now they're using a completely different and better solution... An Availability solution from Veeam.

Check out 10 reasons why Commvault users are switching to Veeam:

- 1 **Availability beats legacy backup:** Commvault was founded in the 1980s and it shows. Complex interfaces and deployment practices that require professional services have no place in the Modern Data Center. With the average company experiencing unplanned downtime 15 times a year¹, the costs associated with continuing to invest in a legacy backup solution can be extensive. Switch to an Availability solution that was built for virtualization from day one and provides completely agentless backup and recovery, native VM replication, multi-hypervisor support and more.
- 2 **High-speed recovery:** Commvault continues to recommend agents for virtual environments due to their lack of agentless recovery capabilities. The completely agentless approach to backup and granular recovery that Veeam pioneered years ago, ensures that you can tackle virtually any recovery scenario without the additional overhead of agents. It's no wonder that Veeam customers experience 96% of recoveries within their RTO SLAs, compared to 78% for legacy solutions.²
- 3 **Data loss avoidance:** Commvault offers multiple ways to backup and restore your data—as long as you plan on paying extra for the capabilities. You trust an Availability vendor to guard your data—they shouldn't take advantage by nickel and diming you for individual recovery features. Veeam has offered 2-in-1 backup and replication™ since v1. With advanced Availability features such as WAN Acceleration, orchestrated failover plans for VM replication, and Veeam Cloud Connect—which enables you to get your backups off site without the cost and complexity of managing an offsite infrastructure, Veeam will ensure that your remote offices, as well as your largest enterprise data centers are fully protected.
- 4 **Verified recoverability:** Commvault does not offer an automated way to ensure the recoverability of VMs on VMware vSphere. With Veeam's SureBackup® and SureReplica technologies, you can automatically test and verify every protected VM for recoverability by running the VM directly from a backup file or replica. Custom application test scripts even allow for verification of applications within VM backups and replicas. Each month, only 45% of organizations test their backups at all. Of those that do test, just 26% test more than 5% of those backups.³ Don't become a statistic. Switch to Veeam to confidently and automatically test 100% of your backups—every time.

- 5 **Leveraged data:** Legacy solutions such as Commvault treat backups as a necessary burden on IT staff. Modern Availability solutions like Veeam allow you to put your backups and replicas to work. Veeam's Virtual Lab gives administrators an On-Demand Sandbox™ to troubleshoot issues, test new applications and software patches, and train staff on a working copy of a production environment without impacting business operations—all while keeping your budget in mind. Veeam doesn't require any additional investments in infrastructure.
- 6 **Complete visibility:** Commvault offers basic backup capacity monitoring but lacks the capability to monitor and report on the virtual infrastructure. Veeam ONE™, part of Veeam Availability Suite™, gives you the complete picture with real-time monitoring, reporting, and capacity planning for both backup and production infrastructures to help you detect issues before they become a bigger problem.
- 7 **Award winning support:** Veeam's global support team is unparalleled in their technical knowledge, communication, and customer-first mentality. Our customers recently expressed their overwhelming approval with Veeam's technical support by awarding our US-based North American support team with a 98.9% customer satisfaction rating and our EMEA team a 97.3% rating.⁴ Veeam stands by our products and we don't forget about you after the sale. You can rest assured that we will be there if you need us.
- 8 **Easy to deploy:** Commvault sells SKUs containing multiple days of professional services just to deploy and configure their software. Availability is a utility. A requirement. It shouldn't be difficult to architect or implement. Veeam's easy installation process coupled with a simple but scalable agentless architecture will have you up and running quickly and at no additional cost.
- 9 **Pricing that's fair:** Customers tell us they've seen significant savings over Commvault's renewal costs by switching to Veeam. Our easy-to-understand licensing ensures you get everything you need without the headaches associated with complicated appliances, add-ons, agents, and professional services that are typical of legacy solutions. According to IDC, the amount of data in the digital universe more than doubles every two years. Capacity based licensing will turn ugly if the amount of data you are generating follows this path.
- 10 **Guidance from your peers:** Veeam has the highest customer satisfaction ratings in the industry—3x the average.⁵ We even surpass some of the world's most beloved brands!⁶ Don't take it from us, hear what our customers have to say about Veeam:

<p>"The other products we evaluated just didn't measure up to Veeam Backup & Replication. They were slow, expensive, and didn't have all the capabilities that Veeam offers."</p> <p>Tonis Leissoo IT Solution Architect Playtech Estonia</p>	<p>"Verifying recoverability is not an issue because of Veeam's SureBackup; every morning at 6am we have one complete SureBackup check of the most important VMs. We are certain, without a doubt, that every operating system will boot and that every application will run, every single time."</p> <p>Anders Juhl Nielsen SAP Basis Consultant L'Oreal Denmark</p>	<p>"The reliability you get with Veeam is unfathomable. If you've made the move from physical to virtual, why would you continue using a physical backup tool in a virtual environment? I get a lot more sleep at night knowing Veeam is backing up our VMs."</p> <p>Raymond Ciscon Senior Systems Engineer MacLean-Fogg Company</p>
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There are many reasons why Commvault customers are switching to Veeam—these are just a few. Availability doesn't have to be difficult to deploy, cumbersome to manage, or expensive to purchase. Truly agentless backup should also mean agentless restore for full VMs, files, and granular items on ANY operating system or for ANY application. Come see what former Commvault users are raving about. [Download a FREE trial of Veeam Availability Suite](#) today!

1 Source: [Veeam Availability Report, 2016](#)

2 Source: ESG Research, Veeam Customer Insights Survey, February 2014

3 Source: [Veeam Availability Report, 2016](#)

4 Source: ESG Research, Veeam Customer Insights Survey, February 2014

5 Source: Omega, Veeam Customer Satisfaction Research, March 2016

6 Source: [Temkin Group, Tech Vendor NPS Benchmark, October 2015](#)