VEEAM
IT JUST WORKS!™

10 Reasons to Switch to Veeam from Veritas Backup Exec
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 Veritas Backup Exec users are switching to Veeam than ever before. Looking for better alternatives, they are switching because unlike Veritas' 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 183,000 organizations worldwide 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 Veritas Backup Exec customers are switching to Veeam:

1	**Availability beats legacy backup:** Backup Exec was built in the 1980's for the legacy applications of long ago and retrofitted for virtualization. Veritas' roots are in the physical world which constrains innovation in the Modern Data Center. With the average company experiencing unplanned downtime 15 times a year[1], the costs associated with continuing to invest in a legacy backup solution can be extensive. Don't suffer through more downtime. 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	**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.[2] 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.
3	**High-speed recovery:** Agentless backup should also mean fast agentless recovery. Legacy tools like Backup Exec can suffer from slow recovery times and may require cumbersome agents. Veeam's 50+ restore scenarios from one agentless, image-level backup is unrivaled. Instant VM Recovery™ has been proven by tens of thousands of customers worldwide to lower RTOs of full VM restores to mere minutes. Veeam's completely agentless approach to backup *and* granular recovery ensures you can tackle virtually any recovery scenario without the additional overhead of agents. It's no wonder Veeam customers experience 96% of recoveries within their RTO SLAs, compared to just 78% for legacy solutions.[3]
4	**Data loss avoidance:** Backup Exec offers backup—and only backup. Backups are sufficient for restoring small amounts of data but protecting and recovering an entire data center requires a different approach. Veeam pioneered 2-in-1 backup and replication™ in v1 while Backup Exec simply doesn't offer the advanced tools needed to complete a business continuity and disaster recovery plan. With advanced Availability features such as Backup from Storage Snapshots, Built-in 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.

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5	**Verified recoverability:** Your Always-On Business™ cannot afford failed backups which result in data loss, downtime, and significant business disruption. Veeam SureBackup® provides you the confidence you need. Confidence that every backup will restore—every single time. Each month, just under half of organizations test their backups at all. Of those that do test, just 26% test more than 5 percent of their backups.[4] Don't be a statistic. With Veeam, you can confidently and automatically test 100% of your backups—delivering 0% risk.
6	**Leveraged data:** Veritas treats backups as a necessary burden on IT staff—a legacy way of thinking. With Veeam, backups and replicas can be put 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.
7	**Complete visibility:** Backup Exec 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.
8	**Confidence in your future:** With the change from Symantec to Veritas Backup Exec, you need the peace of mind that your backup vendor is here to stay. Availability should never be left in doubt.
9	**Pricing that's fair:** Customers tell us they've seen significant savings over Backup Exec's renewal costs by switching to Veeam. Our easy-to-understand licensing ensures you get everything you need without the headaches associated with complicated add-ons, agents, and professional services that are typical of a Backup Exec solution. Additionally, capacity based licensing can turn ugly when the amount of data you are generating increases drastically year after year.
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:

"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."

— Tonis Leissoo
IT Solution Architect
Playtech Estonia

"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."

— Anders Juhl Nielsen
SAP Basis Consultant
L'Oreal Denmark

"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."

— Raymond Ciscon
Senior Systems Engineer
MacLean-Fogg Company

There are many reasons why Veritas Backup Exec 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 thousands of former Backup Exec users are raving about. Download a FREE trial of Veeam Availability Suite v9 today!

[1] Source: Veeam Availability Report, 2016
[2] Source: ESG Research, Veeam Customer Insights Survey, February 2014
[3] Source: ESG Research, Veeam Customer Insights Survey, February 2014
[4] Source: Veeam Availability Report, 2016
[5] Source: Primary Intelligence, Veeam Customer Satisfaction Research, February 2015
[6] Source: Temkin Group, Tech Vendor NPS Benchmark, July 2014