The Economic Impact of the Veeam Cloud Data Management Platform

Interviewed organizations have achieved strong economic value with the Veeam Cloud Data Management platform by reducing the cost of operating their data backup and recovery environments. In addition, they have reduced their data-related risk by improving their ability to backup and recover data and virtualized workloads.

Key Results

- **50%** lower 5-year cost of data backup and recovery operations
- **280%** 5-year ROI
- **55%** more efficient data backup and recovery teams
- **8 months** to payback

Customer Quote:

“The labor time savings and the speed of recovery with Veeam have changed everything through the automation, the single pane of glass, and the ease of management. . . Minimizing staff overtime and DR testing paperwork for the disaster teams is a huge improvement for us.”

Impact of Veeam Cloud Data Management Platform

<table>
<thead>
<tr>
<th></th>
<th>Before/without Veeam</th>
<th>With Veeam Cloud Data Management Platform</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT staff time costs</td>
<td>$14,329</td>
<td>$11,269</td>
</tr>
<tr>
<td>Data backup and recovery solution costs</td>
<td>$45,084</td>
<td>$33,815</td>
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<tr>
<td>Data backup and recovery cost</td>
<td>$75,138</td>
<td>$45,084</td>
</tr>
<tr>
<td>$ per 100 users, five years</td>
<td>$89,467</td>
<td>$75,138</td>
</tr>
</tbody>
</table>

Customer Quote:

“Veeam has simplified our operations. The fact that we can get the vast majority of everything, all environments, under one umbrella with Veeam is huge.”

Data Backup and Recovery Impact of Veeam: KPIs

- **33%** fewer Instances of data loss
- **25%** shorter Data backup windows
- **72%** faster Time to respond to problems
- Almost **3x** more Backups per day
- **55%** more RPO objectives met
- **58%** more RTO objectives met

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