



Sponsored by:
Veeam and HPE Nimble
Storage

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December 2019

Business Value Highlights

278%
five-year ROI

7 months
to breakeven

68%
lower five-year cost of
operations

>3.5 times
more data backups

56%
shorter RPOs

43%
shorter RTOs

72%
more efficient data backup
and recovery teams

99.6%
less unplanned downtime

Veeam + HPE Nimble Storage: Five-Year ROI of 278%

EXECUTIVE SUMMARY

The growing importance of data increasingly compels organizations to provide robust data services in order to achieve faster insights that drive their business operations. With data becoming more dynamic and diverse, data availability has never been more essential and challenging. IDC interviewed organizations supporting their data backup and recovery environments with a solution set consisting of Veeam Cloud Data Management software combined with HPE Nimble Storage to understand, validate, and quantify the value of the combined vendor approach. Interviewed organizations reported that the Veeam and HPE Nimble Storage solution has made data backup and recovery operations more robust, efficient, and cost effective, which has resulted in significant business value and enabled them to limit the business risks of data-related incidents. IDC quantified the value of the organizations' investment in the integrated Veeam and HPE Nimble Storage solution at an average of \$630,900 per year, which would result in an average five-year ROI of 278% by:

- Fostering more effective and timely data backup and recovery operations, leading to reduced business and operational risk
- Reducing the overall cost of data-related outages and their impact on user productivity and business outcomes
- Decreasing the staff time needed for managing data backup and recovery operations and environments
- Optimizing storage hardware costs through higher performance and by using features of the combined solution set, such as data deduplication and compression