



# The Business Value of Veeam

Companies interviewed indicated that after installing Veeam, their business greatly improved by upgrading their ability to back up, recover, and manage data across their IT environment. Through greater staff productivity, strong business enablement, and IT cost savings, organizations achieved over **\$1.1 million per year** in business related benefits, resulting in a 3-year **ROI of 329%**.

## KEY RESULTS



**\$110K**

average annual benefit per 1,000 users of applications supported by Veeam Platform



**329%**

3-year ROI



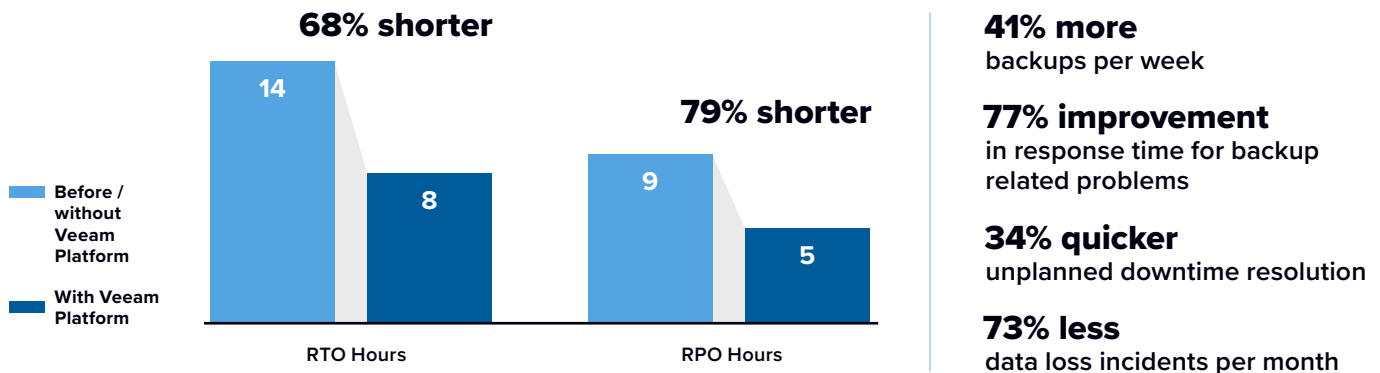
**9 months**

payback period

### CUSTOMER QUOTE, HEALTHCARE:

“Veeam brings trust into our whole system. In the past, the IT team was stressed because there were often times when backups were not successful and restoration was impossible. Now, they have no issues, and the stress is much less. This is very important.”

## Data Protection Impact of Veeam



### CUSTOMER QUOTE, GOVERNMENT:

“I have 35 years of IT experience; I’ve used every enterprise backup solution in existence going back to the 1990s. Nothing comes close to the ease of use, efficiency, and quality of the experience I have using Veeam.”

## Average Annual ROI Benefits

**\$764K** in staff productivity benefits  
**\$63K** in business productivity benefits  
**\$172K** in risk reduction benefits  
**\$101,500** in IT infrastructure related cost savings

## Additional KPIs

**83% are more confident** in Veeam relative to other backup solutions  
**Nearly 5x reduction** in restore time on mission critical apps  
**21% increase** in SLA attainment