Healthcare: Backup for What’s Next

Veeam Drives Intelligent Data Management
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Availability for any app, any data, any cloud

The digital revolution is transforming the healthcare industry, bringing new opportunities for innovation while introducing the challenges of explosive data growth and criticality. While every industry is undergoing the trials and tribulations of digital transformation, the stakes for healthcare are particularly high. Healthcare IT teams are inundated from all sides with demands for non-stop access for every user on every type of device, no tolerance for downtime and the management of data across hybrid environments spanning on-premises, private cloud and public cloud resources.

Data, along with the apps and devices used to access, collect, share and track it, is the lifeblood of healthcare organizations. From accessing electronic health records (EHRs) with a tablet at a patient’s bedside, to monitoring patients’ hearts via connected devices, to tracking health metrics from fitness wearables, data is the driving force behind our modern healthcare system.

The high value of protected health information (PHI), EHRs, medical information and business data in healthcare today puts providers directly in the cross hairs of hackers and other bad actors. But it’s not just the data they’re handling that’s leaving them vulnerable. According to Gartner, 41% of the world’s discrete Internet of Things sensors are deployed in healthcare organizations, creating a proliferation of new entry points for hackers to exploit.

With the explosive growth in devices and the shift in how healthcare is monitored and managed, it’s not surprising that the industry represents one of the fastest growing sources of data.

48% annual data volume growth
Healthcare represents one of the fastest growing data sources

And most of this data is unstructured: an estimated 75% of healthcare data generated today is from unstructured sources such as digital devices, emails, clinical notes, laboratory tests, imaging, telematics and third-party sources.

The increased number of cyberattacks (data theft and ransomware) is also a challenge. The enormous volume of sensitive patient and organization data they process makes healthcare organizations prime targets for data theft and ransomware attacks. The most recent Breach Barometer year-in-review report from healthcare cybersecurity vendor Protenus found that in 2018, the number of health data breaches averaged at least one per day and those breaches affected more than 15 million patient records (number almost tripled comparing to 2017). The Ponemon Institute reported in 2018 that 44% of data breaches at healthcare organizations are a result of criminal activities.
With healthcare data scattered across many different clouds and systems, legacy backups and human-driven processes cannot provide agility, Availability and the business acceleration required to meet the expectations of the mobile, always-on world. Availability gaps are expensive, both in real dollars and opportunity costs. In a new IDC Veeam customer research report, “Enhancing Data Availability and Reliability using Veeam”, they found that the average cost of downtime for critical VMs is $10,818 per minute. This translated to $649,080 per hour and these are just hard costs and do not include the cost of opportunity lost when data is not available.¹

$10,818 per minute = $649,080 per hour
Average hard cost of downtime for critical VMs¹

All of this creates storage, backup and data management nightmares for management and IT staff. Downtime leads to negative effects on patient care and puts healthcare practices at risk of regulatory fines.

To turn challenges into opportunities, healthcare organizations need to ensure:

1. **Business continuity** – Applications are required for the delivery of care. Solutions that enable the most rapid recovery in response to unexpected events are essential to maintain operations and safeguard the reputation of the hospital.

2. **Assured protection and rapid recovery** of clinical applications and Microsoft Office 365.

3. **Digital transformation agility** – Managing business continuity and system recovery is a distraction from value-added work and investment in solutions that facilitate care. Investing in continuity and data protection solutions that just work give invaluable time back to the organization that can be much better leveraged.

4. **Analytics and visibility** — Many regulatory demands such as HIPAA, HITECH, SOX, PCI or General Data Protection Regulation (GDPR) require IT to implement technical safeguards to protect all ePHI, making specific reference to encryption, access controls, key management, risk management, auditing and monitoring.

Healthcare IT leaders need to create, refine and execute robust DR plans using backup, replication and recovery as a foundation for a healthcare DR strategy.

More than 20,000 healthcare customers worldwide rely on Veeam to ensure access to patient information. The right Intelligent Data Management solution can help avoid downtime and data loss, improve data Availability across hybrid environments and help you comply with stringent data protection regulations.

¹“Enhancing Data Availability and Reliability Using Veeam”, IDC Research, February 2019
Greenville Health Systems (GHS) began as a city hospital in 1912 and evolved into South Carolina’s largest not-for-profit healthcare system and academic medical center. GHS employs 15,000 people in seven hospitals, five long-term care facilities, 11 outpatient centers and 175 practitioner sites.
The challenge:
In 2014, GHS began the process of implementing Epic, the new electronic health record system, which gives healthcare providers on-demand access to patients’ records at any time. Epic is a fundamental component of GHS’ digital transformation strategy and it must be treated accordingly:

“Epic unifies our data and positions GHS for the future, but Epic is only as good as the technology that supports it,” said Greg Johnson, Manager, I/S Systems Engineering at GHS. “If backup and recovery fail, we can’t guarantee Epic’s Availability.”

Backup storage utilization was another challenge. “Legacy backup solution wasn’t managing and retiring restore points in DELL EMC Data Domain appliances, so backup storage utilization was 90%, which is heart-attack territory,” Johnson said. Limited visibility and poor reliability that legacy backup solutions provided forced Matt Shuford, System Engineer for GHS, to spend 25 hours each week troubleshooting failed backup and recovery, which kept him from other data center projects.

The results:
Veeam turned each challenge GHS faced into opportunities enabling Intelligent Data Management. After implementing Veeam Availability Suite, Epic and all other systems that helped GHS provide patients with the finest care were always up and running.

Reliable backup and recovery with Veeam saved GHS 1,300 hours each year of troubleshooting and $70,000, as it was no longer necessary to hire someone to focus on backup.

Utilization dropped from 90% to 60% — Veeam deleted outdated restore points, which resulted in another $250,000 savings in backup storage.

The solution:
Veeam Availability Suite™

With Veeam, Greenville Health Systems:

Implements patient care and increases operational efficiency

$320,000
and 1,300 hours saved each year

Eliminates the risk of downtime and data loss

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“The systems that help us provide patients with the finest care and protect their privacy are up and running at all times, thanks to Veeam. This includes Epic, the driving force of our healthcare system and the centerpiece of our digital transformation strategy, as well as document management, patient identification tracking and laptop encryption.”

— Greg Johnson | Manager, I/S Systems Engineering | Greenville Health Systems

READ FULL STORY
Rochelle Community Hospital (RCH) is a non-profit hospital serving more than 20,000 patients each year. Founded in 1913 as a cooperative community project, the hospital has become a cornerstone of the community. Rochelle Community Hospital has been named Illinois’ #1 critical-access hospital and a Most Wired hospital since 2014.
Customer Story:
Rochelle Community Hospital

“The survival of our hospital depends on our ability to recover quickly during a disaster. Veeam and ComportSecure help us rebound almost instantly and for $250,000 less than other solutions.”

— Scott Stewart | CIO | Rochelle Community Hospital

The challenge:
After a powerful and violent tornado ripped through Rochelle and missed the hospital by only two miles, modernizing the DR plan became critical. “Our offsite copy was in a data center a short distance from the hospital. If the tornado had wiped out a hospital, it would have wiped out the data center too.” said Scott Steward, CIO at RCH.

“We knew the most secure place for an offsite copy was in the cloud, but we had to make sure our data would be available.”

Data Availability is critical for hospitals, especially in electronic health records (EHRs). “If our EHR system isn’t available, it could be a matter of life or death, particularly during a disaster like a tornado,” Stewart said. “Our healthcare professionals need instant access to critical information before treating anyone, including medical history, drug allergies and lab results, otherwise treatment could do more harm than good.”

Rochelle Community Hospital is not subsidized by tax dollars or funded by a parent company with deep pockets, so finding a cost-effective solution was essential.

The results:
RCH modernized its DR strategy with Veeam Backup & Replication and ComportSecure.

EHRs’ data is now available 24.7 and the hospital saves $250,000 annually.

RCH applies the savings to improvements that enhance patient care, such as updating patient rooms and purchasing medical equipment, including the first MRI machine, which the hospital had been leasing. “We wouldn’t have been able to purchase the machine without the savings provided by Veeam and ComportSecure,” Scott Stewart said.

The solution:
Veeam Backup & Replication™

With Veeam, Rochelle Community Hospital:

Modernizes the hospital’s DR plan to support patient care in the digital world

Protects hospital data against disasters, including tornados and cyber attacks

Saves $250,000 each year, affording the purchase of a leased MRI machine

READ FULL STORY
White River Health Systems (WRHS) is an acute care, not-for-profit healthcare provider. Nearly 550,000 patients are treated each year in medical clinics, physicians’ offices, outpatient centers and two hospitals.
“Diagnostic data is an integral part of delivering quality medical care. Our healthcare professionals rely on this data to improve clinical outcomes, shorten hospital stays and improve the health and quality of life for our patients. Veeam and HPE help us make sure that data is available nonstop.”

— Wesley Evans | Hardware Solutions Manager | WRHS

Customer Story:
White River Health Systems

The challenge:

Recovering data quickly in a crisis:

“We live and work in tornado alley, so weather is a big issue for us,” Evans said. “Add in the growing threat of cyber-attacks and you’ve got the makings of a disaster. We tested our ability to recover in a crisis and discovered it could take weeks, which was totally unacceptable.”

Healthcare data is growing exponentially. According to the research firm IDC, healthcare data grows 48.6% each year. Diagnostic data from CT scanners, MRI machines, ultrasound devices and X-ray systems is driving this growth. Diagnostic data plays a vital role in treatment. It helps narrow the cause of an injury or illness and confirms if a diagnosis is accurate. It can mean the difference between life and death in many cases.

“The challenge is keeping data available nonstop,” said Wesley Evans, Hardware Solutions Manager at WRHS. “Downtime is never, ever an option because a patient’s life could be on the line.”

The results:

Veeam Availability Suite and HPE StoreOnce became the centerpiece of WRHS’s DR strategy. Recovering critical systems now takes minutes. Another first for WRHS is Intelligent Data Management.

“We’ve improved data management across our IT infrastructure because of Veeam’s built-in intelligence, advanced monitoring, resource optimization and capacity planning,” said Justin Ragsdale, Network Administrator at WRHS.

Veeam and HPE StoreOnce also save money (tens of thousands of dollars per year), which WRHS invests in medical technology.

“There’s something else that sets Veeam apart,” Ragsdale said. “Technical support is top-notch; it’s the best we’ve ever experienced. Most support teams read from a script when you contact them, but Veeam’s team is different. They understand Intelligent Data Management better than anyone. There’s nothing like Veeam. It has no competition.”

The solution:

Veeam Availability Suite™

With Veeam, White River Health Systems:

Implements Intelligent Data Management

Improves patient care and outcomes

Improves DR strategy, which now restores critical care systems in minutes

Cuts IT costs and invest in cutting-edge medical technology

READ FULL STORY
For more than a century, Butler Health System (BHS) has been committed to providing compassionate, patient-centered care to the residents of western Pennsylvania. Founded in 1898 as a community hospital, today Butler Health System operates 60 medical facilities, employs more than 2,000 people and serves numerous patients each year.
Customer Story:
Butler Health System

“The challenge:
“It’s important to remember that EMR data is only as good as its last backup,” said Jonathan Eichner, Manager of Information Technology at BHS. “If healthcare providers can’t back up all of their EMR data each day and verify the recoverability of their backups, they’re at risk for data loss. That was our challenge.”

Nearly 90% of healthcare organizations surveyed by the Ponemon Institute said they experienced at least one loss or theft of patient data between 2014 and 2018. Nearly half of them experienced more than five losses or thefts.

“Avoiding data loss and theft is at the top of every healthcare provider’s priority list,” Eichner said. “No one wants to put patient data at risk.”

According to the American Medical Association, violating the Health Insurance Portability and Accountability Act (HIPAA) can lead to fines ranging from $100 to $1.5 million per year.

The results:
Veeam Backup & Replication provides centralized management for virtual, physical and cloud-based workloads, enabling BHS to accomplish three goals that weren’t possible with legacy backup.

“Veeam helps us guarantee all EMR data is backed up and can be recovered quickly,” Eichner said. “Veeam also helps us avoid the risk of data loss and HIPAA fines of up to $1.5 million per year. Veeam saves us time so we can focus on deploying additional cyber security measures to protect the business.”

Veeam integrates with BHS’s primary storage, which increased backup speed by 75%. Eighter said BHS now has extra time to focus on other projects, including additional security measures to protect the business.

The solution:
Veeam Backup & Replication™

With Veeam, Butler Health System:
 Guarantees patient data is backed up daily and recoverable

Avoids data loss and HIPAA fines of up to $1.5 million

Frees up time to implement additional cyber security measures

— Jonathan Eichner | Manager of Information Technology | BHS

READ FULL STORY
Customer Story:

Roswell Park Cancer Institute

Founded in 1898, Roswell Park Cancer Institute is America’s first cancer center. From its inception, Roswell Park has followed a multidisciplinary approach to treating cancer, where scientists and clinicians work closely together. This approach has become the standard by which all cancer centers are measured.
Customer Story:
Roswell Park Cancer Institute

“The backup tools we tried using were industry leaders but were definitely not enterprise solutions. We required fast, reliable and scalable backup and recovery. If any one of our critical systems fails, our business stops; plus, we must be able to prove we can quickly restore backups for HIPAA and other regulatory requirements.”

— Nick Vega | Network System Specialist | Roswell Park Cancer Institute

The challenge:
Since 2003, Roswell Park Cancer Institute has undergone major growth, adding new jobs and initiating one of the nation’s first hospital facilities dedicated to phase one cancer research studies.

Roswell Park needed an enterprise-level backup and recovery solution for its 450+ VMs that run its mission-critical applications. The IT team tried several backup tools but experienced multiple challenges: Backups were slow, often failed and were unrecoverable. As the number of VMs increased, the backup process consumed a tremendous amount of storage. All these challenges, in turn, made it difficult to prove HIPAA compliance.

Roswell Park needs to keep critical systems online, while maintaining compliance with HIPPA and other regulatory requirements.

The results:
With the Veeam backup management suite — which includes Veeam Backup & Replication and Veeam ONE™ — Roswell Park was better able to comply with HIPAA and other regulatory requirements.

Veeam cost 40% less than the licenses for a previous backup tool and Veeam’s technical support is up to 60% less expensive than other vendors.

In addition, by using its HP StoreOnce appliance with Veeam Backup & Replication, Roswell Park deduplicated and compressed data from 85 TB to 15 TB and reduced backup storage costs. Finally, Veeam ONE delivers comprehensive monitoring, performance analysis, alerting and reporting capabilities so users can find and fix issues faster and optimize their virtual environment.

The solution:
Veeam Availability Suite™

With Veeam, Roswell Park has achieved:

Fast, reliable recovery for simpler HIPAA compliance

Reductions in cost and backup storage space

Faster detection and issue resolution with monitoring and reporting capabilities

READ FULL STORY
Customer Story:

Bupa Dental UK

Bupa Dental UK is the leading dental provider in the UK and Ireland, with more than 1,400 clinicians in 400 practices, providing dental care to two million people. As a division of Bupa, a global health and care company employing 86,000 people worldwide, Bupa relies on practice management software to facilitate patient records, scheduling, billing and digital imaging so offices can run efficiently.
The challenge:
In 2017, Bupa realized that if their practice management software isn’t backed up reliably and can’t be recovered quickly, their dental offices may experience downtime, putting revenue at risk.

Dental customers were demanding high-quality, value-for-money dental services that are convenient and easy to use.

Bupa needed an available IT that would easily work across their newly acquired dental practices in a fast-growing market, which is one of the reasons Bupa purchased Oasis Dental Care. Despite working from an unreliable legacy architecture that resulted in long, drawn-out recovery of critical systems, Oasis Dental Care did have a backup and recovery strategy in place. As Bupa Dental UK, they focused on providing a highly available IT to reduce the risk of downtime, so that the practitioners and staff could focus solely on patient care, not IT.

The results:
To build a highly available IT infrastructure and eliminate the risk of downtime, Bupa Dental UK replaced the legacy backup solution with Veeam Backup & Replication.

The resulting solution reduced Bupa Dental UK’s recovery time by 98% — from three days to a few minutes — and they were able to create recovery points hourly rather than daily for a significant increase in recoverability.

With the new, reliable system, they were able to meet Data Protection Act compliance guidelines and due to the automated nature of the solution, they have reclaimed 1,500 hours per year that their IT department is using to enhance security during acquisitions.

The solution:
Veeam Backup & Replication™

With Veeam, Bupa Dental UK:

Enables their dental practices to focus solely on patient care, not IT

Helps practices avoid downtime that can cost up to £10,000 per practice, per day

Improves RTPO™ (recovery time and point objectives) and saves more than 1,500 hours each year

"Veeam is the gold standard for 24.7.365 Availability. Veeam delivers reliable and recoverable backups, so our dental practices can focus on their top priority: patient care."

— Mike Conjoice | Technical Lead | Bupa Dental UK
The Norfolk and Suffolk NHS Foundation Trust (NSFT) provides mental health and learning disability services in Norfolk, VA and Suffolk, VA. The Trust has 4,000 employees, serving over 55,000 patients in the region.
Customer Story:
Norfolk and Suffolk NHS Foundation Trust

“The challenge:
NSFT’s key focus is improving the quality and Availability of its mental health services.

From the IT team’s perspective, a data outage could cause serious operational disruption, affect the provision of critical care and lead to significant reputational consequences.

Dave Jones, ICT Infrastructure Manager, noted, “We’re ultimately accountable for any data loss and have full responsibility for recovering it, no matter how it was lost.”

Any data loss could also result in significant compliance challenges — like the General Data Protection Regulation (GDPR), which mandates that organizations will not only have to ensure that personal data is gathered legally and under strict conditions, but those who collect and manage it will be obliged to protect it from misuse and exploitation, as well as to respect the rights of data owners or face penalties for not doing so.

The current backup solution at NSFT was not reliable enough. Jones was forced to deploy one engineer to spend half of each day troubleshooting and ensuring that the system was working. The system also took a significant amount of time to back up the main file servers.

The results:
The Trust migrated to a new datacenter using Veeam to replicate VMs.

With Veeam, backups are completed within a couple of hours overnight. This significantly reduces the operational impact by ensuring data is available for clinicians to make the best possible decisions for patients and safeguarding data integrity, based on GDPR compliance guidelines.

As Jones remarks, “We had a few years of battling the old system, then Veeam came along and made everything easy. Now that risk has been removed, we have the reliability that we need.”

The Trust also uses Veeam for DR, replicating data and applications from the main datacenter to the backup. As Jones noted, “The system is both really easy to use and really powerful.”

The solution:
Veeam Availability Suite™

With Veeam, Norfolk and Suffolk NHS Foundation Trust:

Improves patient safety by guaranteeing the Availability of data for clinicians

Improves resource management by freeing up IT resources to focus on resilience and reliability

Increases staff confidence by assuring against data loss

READ FULL STORY

— Dave Jones | ICT Infrastructure Manager | Norfolk and Suffolk NHS Trust
Customer Story:

Texas Medical Association

In 1853, 35 physicians organized the Texas Medical Association (TMA) to improve the health of all Texans. Today, TMA is the nation’s largest state medical society, representing more than 50,000 physician and medical student members. Based in Austin, Texas, TMA employs nearly 200 people, partners with 110 county medical societies and provides IT services to 500 users.
Customer Story:

Texas Medical Association

“TMA’s vision is to improve the health of all Texans, so we use the time and money saved by Veeam and the S3260 to concentrate on ways technology can support our public health priorities, including reduced tobacco use, environmental hazards, obesity and mental health and substance use disorders.”

— Aaron Haley | Network Operations Director | Texas Medical Association

The challenge:

TMA protects the medical profession and gives physicians a unified voice. As membership in TMA increases, that voice grows louder and the organization’s financial health grows stronger.

TMA stays in regular contact with members to keep them abreast of issues impacting medicine. Two IT systems support member communication: email and a customer relationship management (CRM) database.

Slow backup and recovery of these systems, which support member outreach and dues renewal, put the operating income in jeopardy.

They required a solution that included a backup appliance.

The results:

Veeam on the Cisco UCS S3260 Storage Server protects TMA’s operating income by delivering Availability of email and CRM. Reducing recovery point objectives (RPOs) from 15 hours to four hours and recovery time objectives (RTOs) from 24 hours to 15 minutes makes meeting service level agreements (SLAs) for Software as a Service (SaaS) easier.

Veeam also freed up $700,000 in backup and storage costs, enabling TMA to focus on technology initiatives supporting public health and finding ways that technology can support public health priorities, such as reduced tobacco use and obesity.

In addition to lowering the total cost of ownership (TCO) for backup and storage, TMA has a complete set of backups hosted securely in iLand Cloud that can be recovered in a crisis.

The solution:

Veeam Availability Suite™

 Deploying Veeam:

Protects TMA’s operating income

Eases SLAs with 110 county medical societies

Lowered TCO of backup and storage by $700,000 and boosted DR strategy

READ FULL STORY
Customer Story:

Hologic, Inc.

Hologic, Inc. is a leading developer, manufacturer and supplier of premium diagnostic products, medical imaging systems and surgical products for women's healthcare. Founded in 1985 and based in Marlborough, MA, Hologic employs approximately 5,500 people worldwide.
The challenge:

One of Hologic’s core business units is breast health. Hologic developed and maintains a mammography system called Selenia Dimensions — the new standard for breast imaging. Hologic is a full-service company — following installation of products (including Selenia Dimensions), field service engineers provide customers with ongoing technical assistance.

Microsoft Exchange, SharePoint and Citrix server support the diagnostic process. If they’re unavailable, engineers can’t fix Selenia Dimensions systems fast and Hologic can’t meet SLAs with customers, leaving them with a backlog of patients waiting for mammograms.

“We managed to maintain data Availability and meet SLAs, but that came with a price,” said Hai Dinh, System Administrator at Hologic. “We paid for three backup tools, tapes and a service provider to manage our tapes and recover our data. Mike and I never went anywhere without our laptops, not even on vacation, because we spent so much time — 70% of our work days — troubleshooting failed backup and recovery.”

The results:

Hologic replaced three backup tools and the service provider with Veeam Availability Suite.

“We’re saving $3 million in three years because Veeam provides enterprise scalability — something three different backup tools couldn’t provide individually or together,” said Chris VanAsselberg, Manager for Server Operations at Hologic.

Manufacturing of Selenia Dimensions’ system takes several weeks and requires full Availability of email, file shares and sales forecasting. “Veeam delivers Availability of each system to keep manufacturing on track. If any of these systems fail, Veeam recovers them in minutes and manufacturing doesn’t miss a beat,” VanAsselberg said.

Veeam also saves time. “We save 3,000 hours in troubleshooting time each year, which is the equivalent of a full-time engineering position,” VanAsselberg said.

The solution:

Veeam Availability Suite™

Veeam Availability Suite:

Provides enterprise scalability and delivers data Availability

Helps meet customer SLAs in a highly competitive market

Saves

$3 million

in three years, 3,000 hours and more

READ FULL STORY
Veeam is trusted by more than 12,000 healthcare customers around the globe.

Oklahoma Surgical Hospital
Oklahoma Surgical Hospital solves backup challenges with Veeam

Betta Pharmaceuticals Co. Ltd
Veeam helps Betta Pharmaceuticals improve ROI by leaps and bounds

Hemit
Health Center Norway reduces RTO by 99% with Veeam

Premise Health
OffsiteDataSync and Veeam prescribe secure cloud backup for Premise Health

Portland Diabetes & Endocrinology (PDEC)
Veeam Availability breathes new life into medical clinic's business continuity plan and saves nearly $200,000

CAMH
Veeam is just what the doctor ordered for 24.7.365 Availability

B The Academic Medical Centre (AMC)
Veeam Management Pack™ (MP) for System Center monitors health and well-being of hospital's VDI

AMBU
Medical equipment company resuscitates 24.7.365 Availability with Veeam

Haven of Hope Christian Service
Not-for-profit healthcare organization trusts Veeam Availability Suite for four-hour DR

For more customer stories, click here:
About Veeam

Veeam is the global leader in Intelligent Data Management. The Veeam Availability platform delivers the most complete solution to help businesses evolve the way they manage data from policy-based to behavior-based to make it “smarter” and self-governing and to ensure it’s available across any application and across any cloud infrastructure.

We have more than 330,000 customers worldwide, including 75% of the Fortune 500 and 58% of the Global 2000.

More than 20,000 healthcare customers worldwide rely on Veeam to ensure Agility, Availability and Business Acceleration.

Veeam has offices in more than 30 countries, and is headquartered in Baar, Switzerland.

Our customer satisfaction scores, at 3.5X the industry average, are the highest in the industry.

Our global ecosystem includes 57,600 channel partners; Cisco, HPE, NetApp and Lenovo as exclusive resellers; and nearly 19,800 cloud and service providers.
Industry Leadership and Alliances

Veeam is the winner of 100+ top industry awards, including CODiE Best Storage and Backup Solution of 2017, NetworkWorld Asia Information Management Awards 2017 Most Promising Data Management Solution and a Computerworld Hong Kong Awards 2017 Backup and Recovery winner for the second consecutive year.

According to an independent 2018 survey, Veeam is #1 in customer satisfaction and 3.5x better than the industry average.

IDC named Veeam the momentum leader with unmatched 28.7% Year-over-Year (YoY) growth in its semi-annual software tracker.

The 2017 Gartner Magic Quadrant for Data Center Backup and Recovery once again recognizes Veeam as a leader.

Veeam was one of Forbes World’s Best 100 Cloud Companies two years in a row.

With 59% cloud business YoY growth, Veeam aligns with Amazon Web Services (AWS), Microsoft Cloud, IBM Cloud and 20,000 service providers. Organizations of all sizes can now take advantage of the #1 cloud backup and Disaster Recovery as a Service (DRaaS) solution, ensuring Availability for all apps on any cloud.

HPE, Cisco, NetApp and Lenovo resell Veeam, creating “better together” solutions that are easy to buy and use.

Veeam achieves its 40th consecutive quarter of double-digit bookings growth, as it unveils its vision for Intelligent Data Management.

Veeam is transforming data protection with its seamless integration for Microsoft Azure and Office 365.

To learn more, visit www.veeam.com or follow Veeam on Twitter @veeam.

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