



Veeam Data Cloud Customer Success Stories

How leading organizations safeguard critical SaaS data, simplify operations, and recover fast when it matters





Customer Success Stories

AMER

- [Lakewood Health System](#) protects patient data and cuts cyber insurance costs with Veeam's secure SaaS backup solutions.
- [EECO](#) decreases cost and complexity for data protection by providing rapid return on IT investments.
- [Lamps Plus](#) reduces risk and cuts costs with Veeam Vault.

EMEA

- [Greenchoice](#) decreases administrative data protection administrative by 25% and cuts backup times by 10%, reducing the risk of impact to IT service levels.
- [TAV Technologies](#) achieves fast data recovery with minimal operational impact.
- Data resilience from Veeam protects [IKK Group](#) from multi-million-dollar downtime risks.
- [OTP Banka](#) mitigates ransomware risks with service-level immutability.

APJ

- [EPL](#) recovered from a cyberattack in just four hours.
- [Hato Hone St John](#) delivers data resilience for on-premises and cloud platforms from a single solution.
- [Encora](#) accelerates data recovery by 40%, thus increasing employee productivity and strengthening business continuity.
- [Catholic Education Western Australia](#) protects 90,000 Microsoft 365 users in just 40 minutes, achieving 50% faster recovery of Microsoft 365 data.

A Modern Approach to Data Resilience

Protecting modern workloads like SaaS applications and cloud environments has become a full-time challenge. Teams are under constant pressure to meet aggressive service level agreements (SLAs) for recovery, defend against ransomware, and ensure compliance, often with limited resources and siloed tools.

As complexity grows and risks mount, organizations need a smarter, more unified approach to data resilience in the cloud.

That's where Veeam Data Cloud comes in. It's an all-inclusive SaaS platform that's designed to keep your business running no matter what. Built on Veeam's industry-leading backup and recovery technology, it delivers resilient, policy-driven protection across your workloads, fortified with embedded security and AI-driven insights.

The following customer stories demonstrate how Veeam Data Cloud can help you safeguard critical data, simplify operations, and recover fast when it matters most.



Lakewood Health System enhances patient care with Veeam's data resilience and portability solutions

✓ Company:

Lakewood Health System has offered exceptional medical care in Minnesota since 1936. More than 900 health professionals care for 32,000 patients each year across one hospital, five clinics, and three senior living facilities.

✓ Challenge:

As cyberattacks continue to plague the healthcare industry at an alarming rate, data resilience is paramount. This resilience is equally critical to patient care and Lakewood Health System needed a solution that offered immutability, scalability and cost predictability, so when it became a challenge to maintain, their IT team deployed Veeam.

✓ Results

Backup scalability with **unlimited storage at no extra cost**, storage flexibility without lock-in, and granular, scalable recovery.

Data immutability meeting all cybersecurity and business continuity requirements.

An airtight backup strategy **reducing cyber insurance premiums** and savings to secure additional coverage.

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“One of things we like best about Veeam Data Cloud is scalability at a fixed cost. If OneDrive grows by 100 terabytes each year, the cost won't skyrocket each year.”

Jim Roeder

Vice President of IT, Lakewood Health System

EECO cuts costs and complexity with Veeam's cyber-resilient solutions

✓ Company:

Electrical Equipment Company (EECO) serves the manufacturing plants, machine builders, and construction teams that make communities strong today and better tomorrow. As an electrical distributor that specializes in industrial automation and power solutions, EECO aims to save its customers from overspending on unreliable parts and missing out on high performance.

✓ Challenge:

EECO wants to focus on what it does best: Bringing the best possible products to its customers at competitive prices. The company seeks to drive efficiency at every level of its operations, from the warehouse floor to its IT environment. EECO needed a solution that freed up more time and resources for innovation while still maintaining protection for critical business data.

✓ Results

Decreased cost and complexity for data protection to provide rapid return on IT investments.

Time and effort saved by consolidating data protection for on-premises and Microsoft 365 environments all in a single vendor.

A **100% success rate** in restoring on-premises data to ensure around-the-clock business continuity.

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“Using Veeam for data protection allows us to concentrate on what we excel at: Bringing the right electrical components to our customers at the right price point. Veeam helps us keep our business running cost-effectively with minimal interruption.”

Rod Vieiraarosa

Director of IT Operations Electrical Equipment Company (EECO)



Lamps Plus reduces risk and cuts costs with Veeam

✓ Company:

The largest specialty lighting retailer in the U.S., Lamps Plus was founded in 1976 in Los Angeles, CA. With more than 30 retail locations and a thriving e-commerce store, the company offers customers the choice of 90,000 interior décor designs.

✓ Challenge:

To deliver on time, every time, Lamps Plus relies on key applications, such as its order processing systems, warehouse management systems, financial solutions, and more. To protect against risk, the company needed a secure, fast, and reliable way to recover from system outages swiftly and reliably to keep flowing and maintain customer satisfaction.

✓ Results

Extended backup coverage from **30% to 99%**, which reduces the risk of operational disruption.

Cut costs with automated backup and reporting capabilities.

Streamlined secure offsite backup on budget with Veeam Vault.

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LAMPS PLUS

“With Veeam Vault, we can quickly restore our VMs on-premises or directly to Azure — providing us the rapid recovery option that we were missing before. Crucially, Veeam offers this capability at highly competitive per-terabyte pricing.”

Eric Denholtz
Senior Systems Engineer, Lamps Plus

Data resilience in action: Greenchoice's path to a sustainable future with Veeam

✓ Company:

Greenchoice is striving to accelerate the Netherlands' green energy transformation. Alongside energy from renewable sources, the energy company offers natural gas that is offset by worldwide investments in forestry and nature conservation projects. Serving both individual and business customers, Greenchoice operates from locations in Rotterdam, Rosmalen, and Nijmegen.

✓ Challenge:

To reach its ambitious sustainability targets, Greenchoice must respond rapidly to fast-changing energy prices, growing customer expectations, and new commercial opportunities. To maintain always-on customer service while also unlocking greater business agility, Greenchoice needed a solution to protect its data without limiting its flexibility

✓ Results

Cut backup times by **10%**, thus reducing the risk of impact on IT service levels.

Decreased data protection administrative workload by **25%**.

Boosted availability by **10%** to support exceptional business resilience.

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“Veeam helps to ensure our business-critical Microsoft 365 and Entra ID are available to users without fail. This translates into a more productive workforce who is ready to guide the Netherlands through the next step of our energy transition.”

Dennis Versteegen
Senior System Engineer, Greenchoice

Keeping skies safe: TAV Technologies elevates airport resilience with Veeam

✓ Company:

As the IT arm of TAV Airports Holding, TAV Technologies develops smart, cost-effective airport technology solutions that are backed by deep airport management expertise. Supporting over 400 million passengers each year, its systems operate across 60+ airports in 20+ countries, serving a global workforce of around 20,000.

✓ Challenge:

TAV Technologies delivers technology solutions that keep millions of passengers moving worldwide. To avoid flight delays, passenger disruption, and safety risks, the company needed to strengthen its last line of defense against cybercriminals and disaster: Its data resilience platform.

✓ Results

Enhances cyber resiliency for **uninterrupted service continuity**.

Scales seamlessly to accommodate rapid data growth.

Boosts **operational efficiency** through automation.

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“Veeam’s evolving cybersecurity framework, with new features in every release, helps us stay ahead of threat actors.”

Zeki Aşık

Infrastructure & Cloud Platforms Manager
TAV Technologies

Data resilience from Veeam protects IKK Group of Companies from multi-million-dollar downtime risks

✓ Company:

Founded in Saudi Arabia, Isam Khairi Kabbani Group (IKK Group), has been a leader in the specialized construction, manufacturing, and trading sectors since 1968. For over 50 years, the company has provided quality solutions certified by both local and international standards across more than 20 countries.

✓ Challenge:

IKK Group companies are growing rapidly, and data volumes across the organization have tripled in the last few years alone. To help ensure its 5,000+ business users have uninterrupted access to mission-critical systems, the company needed a secure, reliable, and cost-effective solution to accelerate its backup and recovery processes for its on-premises systems and Microsoft 365 environment.

✓ Results

Cut recovery time objective (RTO) for Microsoft 365 data by **20%**.

Streamlined Microsoft 365 backups to reduce manual work by **25%**.

Reduced cloud storage costs **by 20%**.

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“With Veeam, we get straightforward scalability at a predictable cost, which is a massive advantage as our business data continues to grow.”

Ayman Mansour

IT Infrastructure Department Manager, IKK Group

OTP banka trusts Veeam to safeguard its Microsoft 365 data

✓ Company:

Part of OTP Group, a Global 2000 organization, OTP banka is one of Serbia's leading providers of retail and business banking services. Employing almost 3,000 people, the bank operates 155 branches and over 290 ATMs across Serbia.

✓ Challenge:

OTP banka relies on email to drive day-to-day operations, but fast-growing inboxes and long-term data retention requirements drove up the cost and complexity of backing up Microsoft Exchange data. The bank then decided to move to Microsoft 365 and looked for a way to protect its data in the cloud.

✓ Results

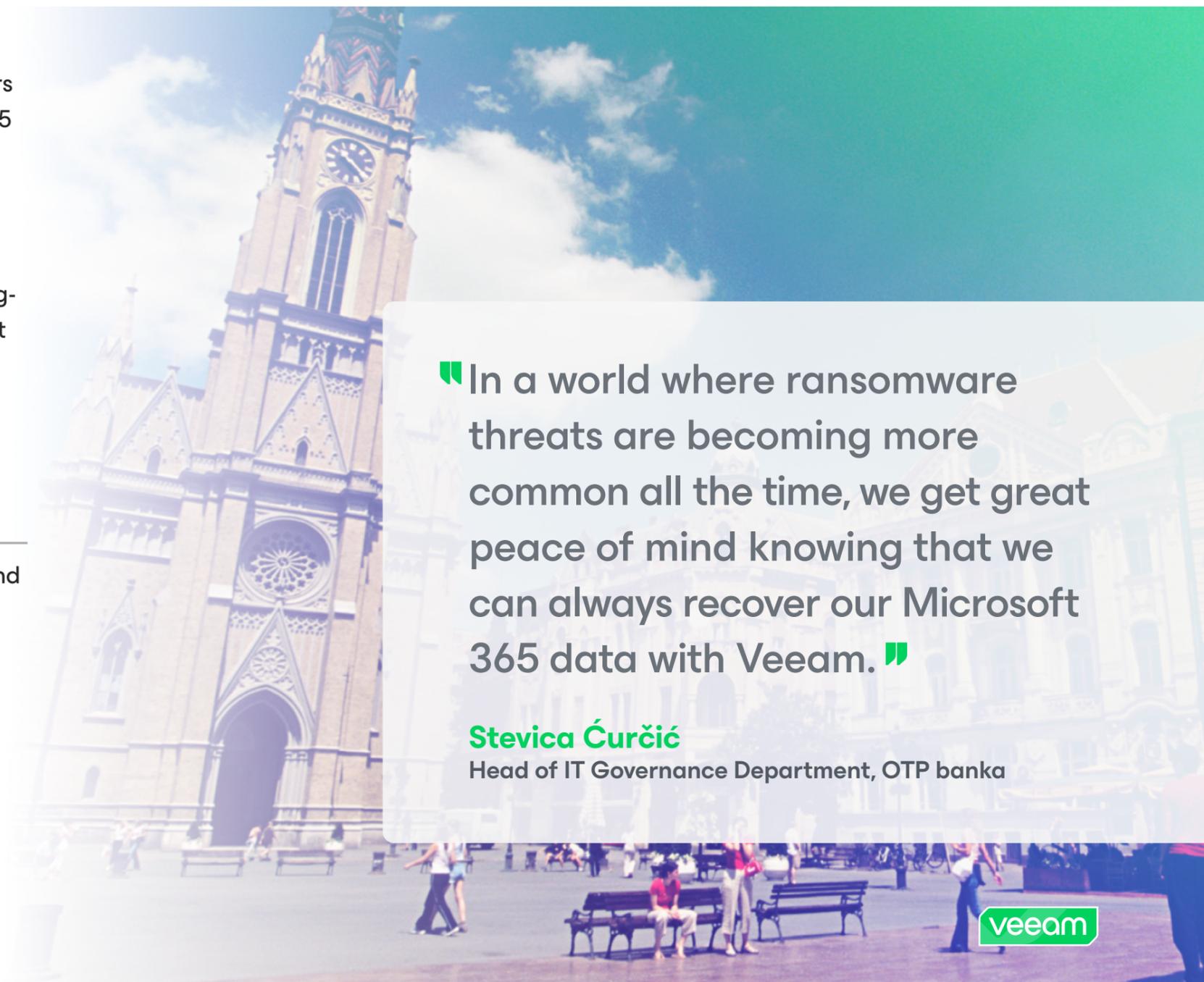
Provided **10+ years** of data retention with unlimited storage.

Mitigated ransomware risks with **service-level immutability**.

Reduced RTOs by **40%** and recovery point objectives (RPOs) by **20%**.

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“In a world where ransomware threats are becoming more common all the time, we get great peace of mind knowing that we can always recover our Microsoft 365 data with Veeam.”

Stevica Ćurčić

Head of IT Governance Department, OTP banka

No downtime, no problem: EPL runs 24/7 with data resilience from Veeam

✓ Company:

EPL Limited creates specialty packaging for fast-moving consumer goods and pharmaceutical companies. Founded in 1982 in Mumbai, India, EPL has grown into a truly global, fully integrated manufacturer. It employs more than 2,000 people and operates 20 state-of-the-art production facilities in 10 countries.

✓ Challenge:

Producing packaging for some of the world's biggest brands, including Colgate and Unilever, EPL must maintain 24/7 manufacturing operations. With data backups taking days and data recovery attempts failing, the company risked production halts, supply chain disruption, and significant financial losses.

✓ Results

Reduced admin effort by **60%** and staffing costs by **over 50%**.

Recovered from a cyberattack in **just four hours**.

Delivered \$56,000+ in CapEx savings through Veeam's flexible universal licensing.

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“Our strategy is centered on building data resilience and working under the assumption that a cyberattack will happen. Veeam is a key part of this strategy. When we were hit by a cyberattack earlier this year, we recovered in just four hours with zero data loss thanks to Veeam.”

Sudeep Maydeo

Head of IT and CISO, EPL Limited

Hato Hone St John delivers life-saving care secured with data resilience from Veeam

✓ Company:

At the front line of medical response in New Zealand, Hato Hone St John attends 650,000 emergency calls and transports more than 80,000 people by ambulance each year. A registered charity, the organization also provides first aid training and runs a wide range of community programs.

✓ Challenge:

Hato Hone St John ambulance crews attend to life-threatening emergencies every day, which means the digital systems that underpin the organization's emergency response services must always be available. In parallel with a major IT infrastructure refresh, Hato Hone St John was looking to replace their manual, tape-based backup and recovery processes with a faster and more efficient approach.

✓ Results

Cut down the risk of healthcare data breaches with [service-level immutable backups](#).

[Reduced both recovery time and recovery point objectives \(RTOs and RPOs\).](#)

Delivered data resilience for on-premises and cloud platforms all [from a single solution](#).

Kept frontline emergency services moving with rapid service continuity.

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“By using Veeam Data Cloud for Microsoft 365, we can augment the native data restore capabilities of Microsoft 365 with Veeam backups, stored securely in the Azure cloud. We also use Veeam to protect our customer relationship management data in Salesforce. Deploying Veeam was extremely straightforward, and we were able to start backing up our Microsoft 365 and Salesforce environments in a matter of days.”

Andrew Fletcher

National Technology Infrastructure Manager
Hato Hone St John

Veeam provides Encora with peace of mind and data resilience across its hybrid environment

✓ Company:

Encora is a global digital engineering provider that helps enterprises accelerate their modernization and digital transformation initiatives. Operating across 17 countries and employing over 9,000 people, the organization has nearshore delivery centers in Latin America, Eastern Europe, and Southeast Asia, with scalable technical expertise in India.

✓ Challenge:

As a digital transformation partner to its clients, Encora aims to practice what it preaches. To offer a consistent digital experience to each of its global employees, the company embraced cloud solutions by shifting its data from on-premises systems to hybrid platforms. So, Encora looked for a data protection toolset that could adapt to their new hybrid cloud architecture and enhance enterprise resilience.

✓ Results

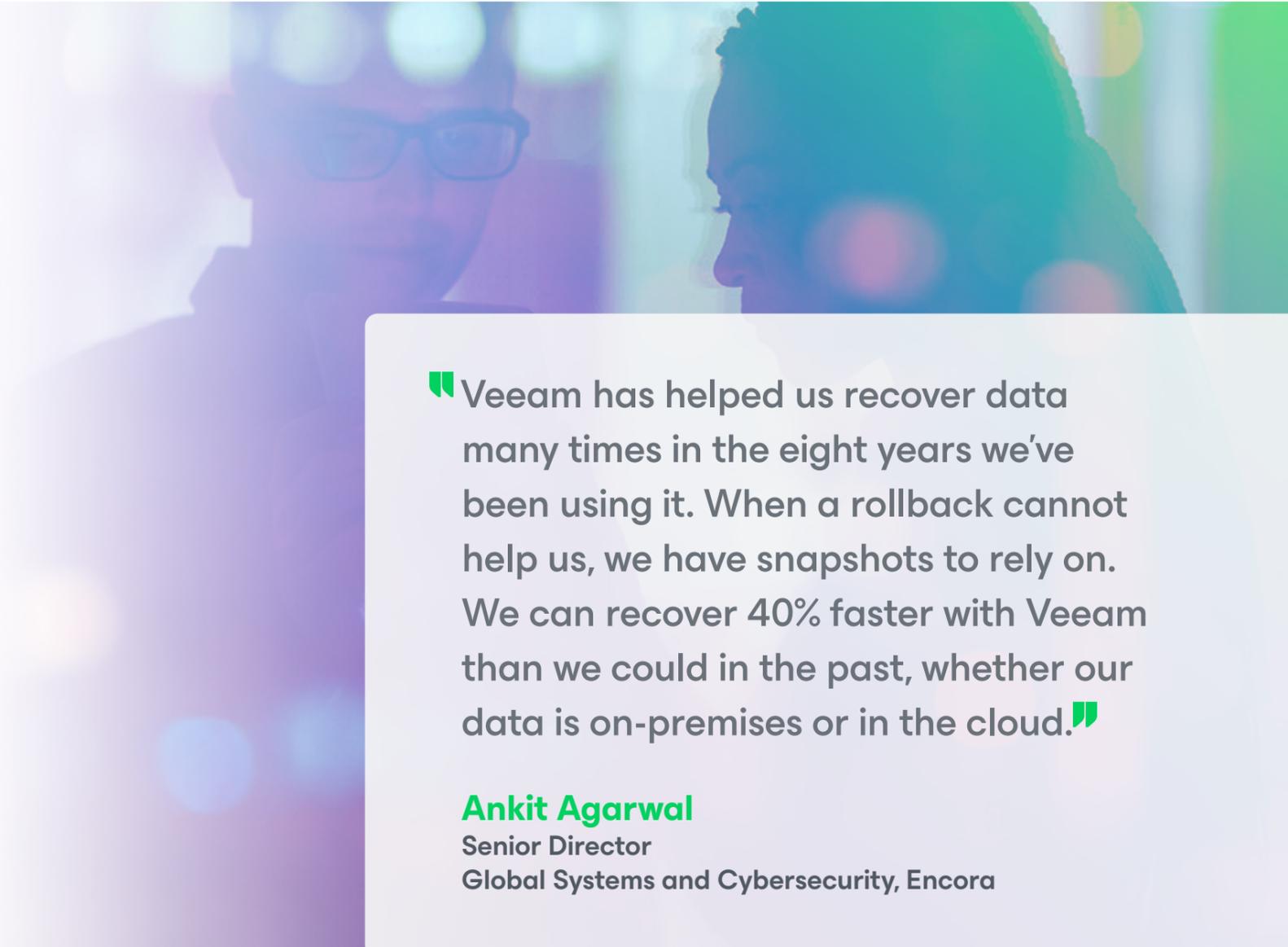
Provided consistent global data protection, **reducing costs with a single backup platform.**

Accelerated data recovery by 40%, increasing employee productivity and strengthening business continuity.

Improved and simplified backup management, which **optimized resources and freed IT teams to add more value.**

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“Veeam has helped us recover data many times in the eight years we’ve been using it. When a rollback cannot help us, we have snapshots to rely on. We can recover 40% faster with Veeam than we could in the past, whether our data is on-premises or in the cloud.”

Ankit Agarwal

Senior Director

Global Systems and Cybersecurity, Encora

Catholic Education Western Australia protects 90,000 Microsoft 365 users with data resilience from Veeam

✓ Company:

Catholic Education Western Australia (CEWA) provides quality, faith-based learning and teaching, with more than 80,000 students across 162 schools and colleges across the state.

✓ Challenge:

To support high-quality, student-centered learning, CEWA uses Microsoft 365. As its Microsoft 365 environment grew to over 1 PB across 90,000 accounts, CEWA realized that its cloud-native backup capabilities were no longer sufficient to protect its data in line with regulatory requirements.

✓ Results

40 minutes to deploy and configure their Veeam solution.

50% faster recovery of Microsoft 365 data.

99+ years data retention to strengthen regulatory compliance.

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“With over 90,000 Microsoft 365 accounts to back up, we were anticipating a months-long project that would require a dedicated manager and project plan. In fact, getting set up with Veeam Data Cloud for Microsoft 365 took just 40 minutes. We were blown away by how easy it was.”

Lee Swift

CISO, Catholic Education Western Australia

Veeam Data Cloud: The Unified Cloud for Data Resilience



Resilience Realized

Intelligent automation, policy-based protection and precise, rapid recoveries ensure non-stop operations with ease.



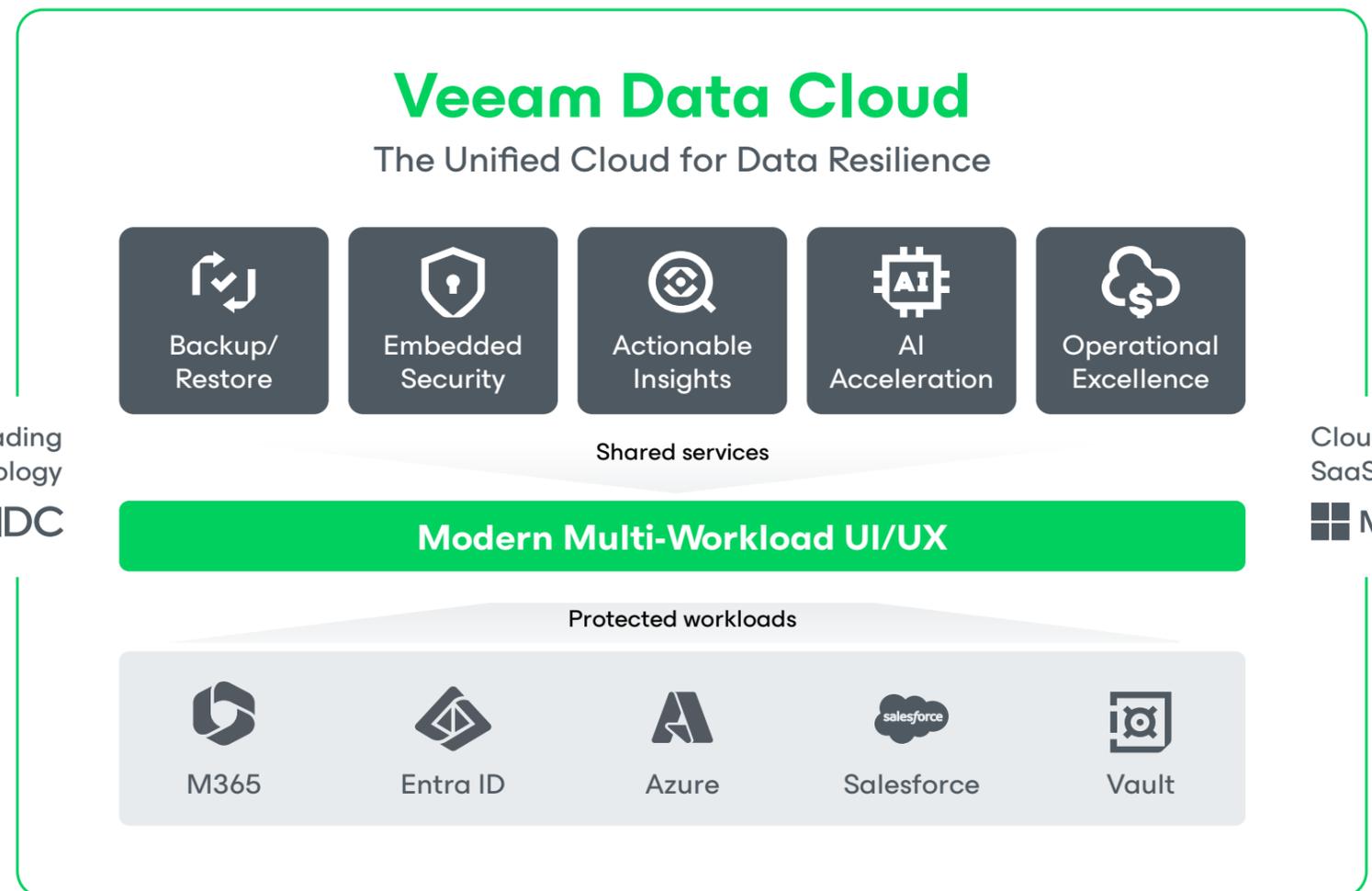
Embedded Security

Zero Trust architecture and principles ensure compliant, multi-layered security of your data against internal and external threats.



Operational Excellence

All-inclusive packaging, a single UI/UX, and AI acceleration dramatically lower TCO, improve usability and reduce operational toil.



→ [Request a personalized demo](#) to experience the simplicity and power of SaaS data resilience across the multi-cloud!