IDC

Executive Summary

The Business Value of Veeam and HPE Storage and Servers

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Successful data protection solutions have well-integrated components between the backup/restore software and the storage and server infrastructure the software runs on. Inevitably, this involves multiple vendors, each with their own product development and release cycles. While it is entirely possible for IT organizations to do all of the integration themselves, such a DIY approach requires a significant amount of human labor during the initial implementation and the ensuing years of maintenance. Moreover, the integration testing and qualification falls to the IT departments that choose this approach. Instead, using configurations that are approved by the various vendors can save organizations substantial test and implementation time and place the onus of support on the vendors if interoperability issues arise.

BUSINESS VALUE HIGHLIGHTS

317%
3-year ROI

8 months
to payback

$2.8M
million in higher revenue per organization per year

71%
more frequent data backups

69%
reduced RTO

71%
faster to resolve data loss

49%
more efficient data protection teams

30%
lower storage cost

43%
lower 3-year cost of data

Veeam and HPE are an example of two vendors who have partnered together to offer fully integrated configurations for data protection solutions. This includes backup/restore software as well as storage and servers used to run them.

It's easy for any vendor to make claims as to the ROI or cost profile of their products. However, proof is in actual field experience by the users of the products. Thus, Veeam and HPE engaged IDC to provide an independent analysis as to the business value of their combined solution.

IDC interviewed organizations using Veeam software to protect and support their HPE storage and server environments to understand the impact on data-related risk, staff time requirements, data use, and costs. Study participants reported deriving significant value with the combined Veeam and HPE solution by providing a more robust, efficient, and cost-effective data platform.

Based on these interviews, IDC projects that these customers will achieve average annual benefits worth $2.7 million per organization ($43,500 per 100 users) by:

▶ **Minimizing operational risk related to data backups and recovery**
by increasing the frequency of data backups, reducing the time required to recover data, and better meeting data-related service-level agreements (SLAs).

▶ **Empowering data protection teams**
to carry out their responsibilities more efficiently and effectively, thereby freeing up staff time to focus on other types of business- and innovation-enabling activities

▶ **Gaining business agility in deploying IT resources and using data**
data that leads to higher developer productivity levels as well as better business outcomes

▶ **Reducing storage hardware requirements and other solution costs**
through capabilities such as enhanced data compression and higher storage and compute performance

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