



# Veeam Hybrid Cloud Customer Success Stories

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Enterprise customers share their success using Veeam for hybrid and multi-cloud backup





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## Unify hybrid cloud resilience

Today, 98% of organizations utilize at least one cloud-powered capability as part of their data protection strategy.\*

As a result, organizations are realizing their hybrid cloud strategy — the blending private, on-premises infrastructure with one or more public cloud platforms, either hyperscale or sovereign — is best for what they need.

In these highly dynamic hybrid/multi-cloud environments, it is still the responsibility of the organization to protect and secure their data regardless of where it resides, even on cloud platforms. This can introduce significant challenges due to the varied nature of each environment, resulting in multiple point products that are costly and complex, lack feature parity, and lock data into platforms. Instead, users desire an org-wide backup and recovery platform that not only frees up valuable resources but also empowers them with the ability to move their data across any platform.

Veeam, the leader in hybrid and multi-cloud data protection, delivers backup and recovery native to the environments in need of protection across the hybrid and multi cloud. The Veeam Data Platform seamlessly integrates with cloud, virtual, physical, SaaS and Kubernetes technologies, and APIs for the fastest, most efficient backup and recovery, while also empowering users to mobilize their data as they see fit.

The following customer stories demonstrate how Veeam's capabilities deliver layered security, help optimize cloud spend all while maintaining backup integrity for hybrid and multi-cloud environments.



Region

# North America (NA)





# CMG Financial selects Veeam to save \$300,000 in costs and improve homebuyer experience

“Three loan servers had crashed, and I was called to restore them fast so homebuyers wouldn’t lose access to their loan documents. I restored one server after another. CMG executives were amazed by Veeam’s speed and said this was the first time they witnessed an immediate return on investment.”

**Branden Keating,**  
Senior Systems Engineer, CMG Financial

CMG closes loans and opens doors of opportunity for home buyers. Getting a home loan shouldn’t be difficult, so CMG makes it simple with online services that estimate buying power and calculate mortgage payments. A mobile app offers home searches, mortgage financing, and direct connections to loan officers and realtors.

At the time, recovering a single file could take 30 minutes, and recovering a single server could take a whole day. CMG was worried a time might come when they were asked to recover multiple servers quickly so homebuyers wouldn’t lose access to their loan documents.

Veeam stepped in to deliver a 36-hour return on investment. With close to 1PB of data on-premises and to Azure and Azure Archive, CMG chose the Veeam Data Platform — Premium Edition with immutable backups in three different locations to boost cyber resiliency, and so backups could be restored to anywhere in CMG’s IT infrastructure.



## The challenge

CMG’s backup solution could no longer restore servers supporting homeowners’ loan documents fast enough.

## The solution

Veeam Data Platform — Premium Edition with Backup for Microsoft Azure

## The results

- Restores servers 96% faster, ensuring online loan document access for homebuyers.
- Provides immutability for cyber resiliency and flexibility to restore any data anywhere.
- Saves \$300,000 in backup, recovery and support costs over a three-year period.

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# Ciox Health protects access to 100,000+ medical records per minute across multiple clouds with Veeam



“Veeam helps us ensure that our customers can access hundreds of thousands of medical records, across multiple clouds, reliably and securely, 24/7. Connecting the world’s data to improve patient outcomes is our mission. Security of data is fundamental to achieving that mission.”

**Robbie Hudec,**  
CISO and SVP, Technology Operations,  
Ciox Health, a Datavant Company

Ciox Health (Ciox), part of the Datavant Group, provides pioneering data technology that powers the exchange of health information to deliver better patient outcomes. Ciox’s solutions unlock the potential of health data, addressing challenges such as clinical data acquisition, release of information and clinical coding.

To ensure digital healthcare data is always readily available for its customers, Ciox chose Veeam Data Platform —Advanced Edition with Backup for Amazon Web Services (AWS) and Microsoft Azure. The company was attracted by the openness and interoperability of Veeam technology.

Ciox uses Veeam to protect 14,000 workloads running on AWS and Microsoft Azure, plus colocation data centers. Each day, the company creates immutable backups of more than 500TB of data and sends them from one cloud to another. Thanks to Veeam, Ciox is now utilizing its backup data in new ways. As the company explores the use of exciting new technologies, Veeam provides an additional layer of protection.

## The challenge

The company looked for a data protection solution that could provide maximum uptime and optimal cyber resilience.

## The solution

Veeam Data Platform — Advanced Edition with Backup for AWS and Microsoft Azure

## The results

- Enables non-stop availability of more than 100,000 medical records per minute.
- Creates immutable backups of 500TB of data daily from one cloud to another.
- Cuts the cost of Ciox’s data center consolidation and enables ongoing agility.

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→ [Watch the video](#)

Region

# Latin America (LATAM)





# Carrefour offers a better shopping experience with Veeam



“We want every customer who visits Carrefour Argentina to leave with a smile on their face — and protecting our data with Veeam is helping us to achieve that goal.”

**Gustavo Actis,**  
Head of Platforms, Databases,  
Infrastructure and Cloud Computing,  
Carrefour

Carrefour is a leading international retailer. Established 60 years ago in France, Carrefour now operates over 12,225 stores in over 30 countries and employs 321,000 people globally. Every day, Carrefour handles 11 million in-store check-out transactions, while its e-commerce sites receive 1.3 million visits. The group is on a mission to increase access to healthy, delicious, and sustainable food worldwide.

When Carrefour Argentina initiated a digital transformation program, it saw an opportunity to improve its approach to data protection. With the company centralizing and streamlining its IT infrastructure and supporting tools, it decided to adopt a solution to manage the backup and restore of data for its virtualized infrastructure.

Carrefour chose the Veeam Data Platform — Advanced Edition with Backup for Google Cloud because their environment spans IBM AIX, Windows, Linux and VMware, hosted on-premises and in the Google Cloud and Veeam seamlessly integrates with all these platforms.

Carrefour Argentina now backs up 100% of the data for its virtualized systems using Veeam. The company performs incremental backups every day, a full backup weekly and at weekends, plus a few additional backups of specific workloads every six months. Through Veeam, Carrefour Argentina has a central point of control and visibility of all its backup policies and how they are being applied.

## The challenge

When Carrefour Argentina initiated a digital transformation program involving the centralization of IT, the company looked for a single data backup and replication solution that could support 100% data availability.

## The solution

Veeam Data Platform — Advanced Edition with Backup for Google Cloud

## The results

- Supports outstanding shopper experiences by enabling 100% end-to-end protection of Carrefour Argentina's data.
- Cut backup windows from hours to just 30 minutes, reducing the risk of disruption to distribution or sales processes.
- Transforms the efficiency of backup operations through a central point of control, freeing up time for innovation.

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# Rizobacter uses Veeam to support hybrid cloud acceleration while avoiding lock-in



“Since deploying Veeam, we’ve been able to focus on innovation nonstop thanks to 100% business continuity. By enabling reliable access to data for business users, we empower them to push the boundaries of sustainable agriculture.”

**Francisco Novello,**  
Head of Technology,  
Rizobacter

As a global leader in sustainable agriculture, Rizobacter’s IT found that its legacy tape backup system was not able to support the firm’s move to a 100% cloud-based IT infrastructure. The tapes were too slow to provide acceptable business continuity, and the media were becoming difficult to procure. Prolonged downtime or data loss prevented business users from working effectively on innovative solutions.

After a lengthy review process, Rizobacter selected Veeam Data Platform — Foundation Edition with Backup for AWS, Microsoft Azure and Google Cloud to manage hourly snapshots and daily backups. Now Rizobacter will accelerate cloud adoption by managing backups for their hybrid and multi-cloud environment from a single console.

Rizobacter meets compliance requirements and augments its cybersecurity strategy with Veeam’s restore capabilities. Authorized users can quickly restore lost data in a few seconds, supporting critical business continuity. The company estimates it saved 40% on the project to overhaul its backup policy due to the transparency of the technology. By supporting a hybrid and multi-cloud environment, Rizobacter can now choose the best platform for the workload. The company is not locked into any platform and can be confident that Veeam technology will provide seamless, exceptional data protection.

## The challenge

The company is scaling up its operations and expanding its portfolio of products and services. To cope with the resulting growth in data and to support its transition to a hybrid multi-cloud IT infrastructure.

## The solution

Veeam Data Platform — Foundation Edition with Backup for AWS, Microsoft Azure & Google Cloud

## The results

- Cuts time spent on backup management for Rizobacter’s hybrid multi-cloud environment by 60%.
- Contributes to 100% business continuity and 98% IT system availability.
- Reduces data restore times by 80% to seconds, helping Rizobacter’s employees cut time-to-market for new solutions.

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Region

# Asia Pacific and Japan (APJ)





# McGrath Estate Agents saves \$100,000 annually in data protection costs with Veeam

“Veeam are a great fit for us because they deliver fully automated, secure, scalable and cost-effective backup and recovery to support and sustain our business growth.”

**Darren Warner,**  
Head of Technology,  
McGrath Estate Agents

As one of Australia’s most successful residential real estate groups, McGrath Estate Agents has a robust and growing market presence across the eastern seaboard with 130 offices and counting. Founded in 1988, McGrath employs 2,000 experts who specialize in property sales and management, mortgage brokering and auction services.

McGrath had been using Commvault to protect their on-premises data, but the IT team was unsure of Commvault’s ability to protect their data in the cloud. The goal was to migrate 99% of on-premises data to cloud-based Microsoft 365 and Azure.

They chose the Veeam Data Cloud for Microsoft 365 and Azure. This ensures data can be restored whenever and wherever. For McGrath, this might include another Azure region, AWS, or on-premises locations. In addition, Veeam support legal and regulatory compliance so McGrath isn’t at risk of violating data protection and retention regulations. Violations lead to fines, and in even worse, realtors could lose their licenses and face criminal charges.

## McGrath

### The challenge

Commvault lacked the scalability needed to support the company’s massive business growth trajectory.

### The solution

Veeam Data Cloud for Microsoft 365 and Azure

### The results

- Saves \$100,000 in data protection costs annually.
- Offers service level immutability to protect data in any disaster scenario, including ransomware.
- Sustains continuing business growth with secure and scalable backup and recovery.

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Not-For-Profit | Australia & New Zealand

# Anglicare Southern Queensland chooses Veeam for cloud security



“Immutable backups are great, but they’re pointless if the data you restore is corrupted. Testing backups to verify recoverability and scanning for malware before recovering data are just as important. Veeam delivers on all these points and more.”

**Chris Williams,**  
Technology Services Manager,  
Anglicare Southern Queensland

As a not-for-profit providing care to vulnerable residents, Anglicare Southern Queensland knew it was time to improve its preparation against cyberattacks to ensure continuity of care to its clients. The agency wanted to replace its legacy backups with a mature, enterprise-grade solution with cloud backups for critical data.

After a thorough review of options, Anglicare Southern Queensland selected Veeam Data Platform — Advanced Edition with Backup for Microsoft 365 to boost ransomware protection and data security. Veeam not only provides immutable backups, but it also tests for recoverability and scans them for viruses before they are restored.

The Agency’s staff appreciates easy granular recovery for compliance purposes. Anglicare Southern Queensland has boosted ransomware protection and enhanced data retention and recovery compliance with fast, immutable backups. The backup window has decreased 89% and recovery takes minutes instead of days. With Veeam DataLabs, sandbox testing of SQL updates takes hours instead of days. Anglicare Southern Queensland now has peace of mind with a proactive approach to security and ransomware protection.

## The challenge

Anglicare Southern Queensland took a proactive approach to security and ransomware protection with Veeam.

## The solution

Veeam Data Platform — Advanced Edition with Backup for Microsoft 365

## The results

- Boosts ransomware protection with Amazon S3 immutability and Secure Restore.
- Supports data retention and recovery compliance.
- Provides complete protection, access and control of data in Microsoft Office 365.

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# Sompo Japan reduces data backup costs by 30% and protects vital operational data with Veeam



“Non-life insurance companies such as ours play an important role in society, so it is necessary to always deliver safe, secure, and highquality services to customers. By leveraging Veeam’s Azure-native backup and restore capabilities, we can optimize Azure while providing a higher level of protection for policy-related business systems.”

**Mr. Hidenori Yamada,**  
Manager of IT Strategy Planning Department,  
Sompo Japan Insurance Inc.

Ranked as a Fortune Global 500 company, Sompo Japan Insurance Inc. (Sompo Japan) provides a wide range of insurance services to businesses and consumers, including fire, automotive, automotive liability, accident, and marine insurance. The company is one of the core organizations of Sompo Holdings Incorporated and employs over 22,000 people.

Sompo Japan’s insurance contract management system lies at the heart of its customer services: It supports insurance premium collections, accident logging, and insurance payouts, among other core activities. To keep these daily operations running smoothly, employees at Sompo Japan require around-the-clock access to this application and the data within it. If the system experiences unplanned downtime, insurance payments to policy holders could potentially be delayed.

Sompo Japan selected Veeam Data Platform — Foundation Edition with Backup for Microsoft Azure to ensure around-the-clock availability for the systems powering its services and to reduce IT costs. Today, the company depends on Veeam to automatically tier backups across Azure Blob Storage for long-term retention, enabling a high return on investment. Together, with the savings enabled by adopting public cloud services, Veeam contributes significantly to lower infrastructure costs.

## The challenge

Any delay in insurance payouts or contract management activities could encourage customers to move to consider a competitor’s products.

## The solution

Veeam Data Platform — Foundation Edition with Backup for Microsoft Azure

## The results

- Reduces backup costs by 30%, freeing up more resources for IT innovation projects.
- Prevents vendor lock-in and unifies backups for multicloud environments, helping the company adapt easily to market changes.
- Minimizes business disruption from unplanned downtime by enabling rapid, reliable data recovery.

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Region

# Europe, The Middle East and Africa (EMEA)





# From AWS to Azure: Gulf Air slashes backup times for a hybrid and multi-cloud environment by 70% with Veeam



“With Veeam behind us, we’re combining world-famous Arabian generosity with high-tech initiatives to delight our passengers, putting us in a class of our own.”

**Captain Waleed Al Alawi,**  
Chief Executive Officer,  
Gulf Air

Commencing operations in 1950, Gulf Air — the national carrier of the Kingdom of Bahrain — is one of the first commercial airlines established in the Middle East. Connecting the Kingdom of Bahrain to the world, Gulf Air operates a fleet of Airbus aircraft, including A320, A321, A320neo, and A321neo models, as well as Boeing 787-9 Dreamliners. Supported by a high-value Falcon Flyer program, Gulf Air aims to be a best-in-class regional airline with a global footprint.

Taking its cue from the Bahraini government, Gulf Air is embracing a cloud-first strategy but faced challenges due to the limitations of its legacy data protection solution.

Specifically, Gulf Air wanted greater control and visibility of data protection. With cyberthreats and cost pressures rising, the pressure was on to find an alternative sooner rather than later. Gulf Air selected the Veeam Data Platform — Foundation Edition with Backup for Microsoft 365 to enable high data availability, helping to ensure exceptional passenger experiences in the air and on the ground. When the organization compared Veeam to competitors, it was the clear stand-out.

## The challenge

Providing safe, reliable, and seamless travel, combined with first-class experiences for every passenger.

## The solution

Veeam Data Platform — Foundation Edition with Backup for Microsoft 365

## The results

- Increased data availability and the Gulf Air IT team’s ability to meet service level agreements (SLAs) by an estimated 30%.
- Slashed backup times by up to 70% and enabled comprehensive data protection across a hybrid cloud environment.
- Reduced data protection administration by 20%, giving the IT team more time to focus on innovation.

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# Maestro Pizza saves 60% on IT costs using the Veeam Data Platform



“Veeam has delivered an estimated 30% reduction in our IT CapEx as we have not had to buy any storage since the deployment, enabling us to use any storage we chose — whether traditional hardware or cloud based. This stands to save us tens of thousands of dollars as we continue to grow our operations.”

**Omar Homsy,**  
Head of ICT, Maestro Pizza by Daily Food Co.

Established in 2013, Daily Food Co. and its Maestro Pizza brand have rapidly scaled to become Saudi Arabia’s fastest growing quick serve restaurant chain, and within three years became a national phenomenon. Today, with a network of over 180 stores spanning all regions across the Kingdom, and its coveted position as the most recognizable pizza brand in Saudi Arabia, Maestro Pizza has become a national staple for its consumers in its mission to “Master Saudi Pizza.”

IT is fundamental to every aspect of the company’s extensive operation across the entire Kingdom. The availability of applications and data is paramount. However, as Maestro Pizza continued its expansion, its IT team recognized the shortcomings of their existing backup solution.

For these reasons, Maestro Pizza selected the Veeam Data Platform — Foundation Edition with Backup for AWS for a deployment that Homsy remembers as having “worked like magic.” This ease of use has subsequently saved the company’s IT team countless resource hours. The IT team has found the SureBackup and SureReplica features of the Veeam Data Platform to be especially beneficial as they effectively automate the backup process while ensuring the integrity of backups.

## The challenge

When shortcomings with legacy backup and restoration solution resulted in the company’s POS solution becoming unavailable for several hours, it became evident to the IT team that they needed an alternative.

## The solution

Veeam Data Platform — Foundation Edition with Backup for AWS

## The results

- Enables 60% reduction in OpEx costs and 30% reduction in CapEx costs.
- Automates mission-critical backups, enabling the IT team to focus on high-value initiatives.
- Provides rapid restoration, ensuring ability to fulfill our large order volume of pizzas daily.

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# Veeam puts the sparkle in data protection for SodaStream

“Veeam is the only solution we considered that provides more than backup. Veeam extends DR to Azure so we can restore critical systems fast.”

**Hen Ron,**  
Global Infrastructure Manager &  
Chief Information Security Officer, SodaStream

SodaStream manufactures millions of carbonation systems and reusable bottles, so ensuring the IT systems supporting manufacturing (Scada WINCC, WMS) are protected is a top business priority. Protecting the systems supporting business intelligence (QlikView) and finance (IBM TM1 and Controller) is equally important. SodaStream must have the ability to recover them quickly.

Another challenge was backup management. SodaStream used several solutions: Backup Exec, NetBackup, NetApp SMVI, Azure Backup, Azure Site Recovery and Veeam Backup Essentials.

SodaStream replaced all solutions with the Veeam Data Platform — Advanced Edition with Backup for Microsoft 365 and Azure. Veeam provides secure, enterprise-ready Azure backup for disaster preparedness, enabling the IT team to quickly recover critical systems supporting manufacturing, business intelligence and finance. Veeam backs up 55 TB across 300 Microsoft Hyper-V and VMware vSphere virtual machines on-premises to HPE StoreOnce and off-premises to Azure.



## The challenge

SodaStream’s challenge was slow recovery. It threatened the availability of critical systems.

## The solution

Veeam Data Platform — Advanced Edition with Backup for Microsoft 365 and Azure

## The results

- Provides secure, enterprise-ready backup to Microsoft Azure for disaster preparedness.
- Simplifies backup management, saving the equivalent of a part-time position.
- Saves \$25,000 in tape costs each year and complies with SOX.

→ [Read the full story](#)

→ [Watch the video](#)



# Britvic safeguards the AWS cloud and achieves 66% faster data recovery by deploying Veeam



“Veeam helps us save time and effort by simplifying backup activities, which gives us more time to focus on driving innovation by exploring how we can adopt new technologies to support the business.”

**Peter Brow,**  
Director of IT Operations and Infrastructure,  
Britvic

Since its launch in 1930, Britvic has grown from a small soft drinks manufacturer in Chelmsford, UK, into one of the most successful international beverage companies in the world. Today, Britvic is home to many iconic brands, including Robinsons, J2O, Gatorade, Tango, Ballygowan, Mountain Dew, Teisseire, 7UP, and more.

While Britvic’s existing fully managed, on-premises datacenter supported around-the-clock availability and excellent business continuity, the NetBackup software solution was unable to support Britvic’s pivot to hybrid cloud infrastructure. As a result, the company was being forced to choose between expensive hardware investments and reliable disaster recovery protocols.

To unlock the agility of a hybrid cloud strategy, Britvic selected Veeam Data Platform — Foundation Edition with Backup for AWS. The company’s IT team evaluated a range of vendors with cloud-compatible solutions before making the decision. Britvic now uses Veeam to back up over 150 virtual servers hosted in the Amazon Web Services (AWS) cloud as well as 30 physical servers spread across different manufacturing sites located around the world.

## The challenge

Storing, Britvic targeted a more flexible, powerful data protection strategy.

## The solution

Veeam Data Platform — Foundation Edition with Backup for AWS

## The results

- Helps Britvic’s operations and infrastructure team achieve an 8-hour service level agreement for data recovery.
- Boosts cyber-resiliency, helping Britvic to conform with the NIST cyber-security framework and protect.
- Saves time and effort with simplified point-in-time recovery capabilities, freeing IT teams to focus on technological innovation.

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## Ready to get started? Trust Veeam

As your organization transforms its IT environment through public cloud adoption, your backup strategy must evolve with it. Platform-agnostics help to avoid lock-in and ensure all your applications and data are available and protected from ransomware attacks, no matter where they reside.

Rely on Veeam to:

- Help you accelerate cloud adoption with confidence
- Standardize protection and security of all your apps and data
- Avoid platform lock-in that hinders your transformation

→ [Free 30-day trial of Veeam Data Platform](#)

→ [Learn more about Veeam Hybrid Cloud solutions](#)

