

The Veeam logo is rendered in a white, lowercase, sans-serif font. It is positioned in the lower-left quadrant of the page, above the main title. The background of the entire page is a dark teal color with a subtle, wavy pattern of small white dots that create a sense of depth and movement.

# Making an impact with Cloud Data Management

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Stories from Veeam customers driving business innovation

## Intro

The Demands of Data  
in the Cloud

Customer Voices

## Case studies

Airbus Defence  
& SpaceRoyal Caribbean  
Cruise

Porsche Informatik

Vodafone

Volvo Car BeLux

Ingenico Turkey

Moscow Exchange

Engie

## Customer stories

## Beyond backups

As consumers and customers, we are accustomed to easy, intuitive, and super-fast transactions driven by data. We all need the confidence and trust that digital transactions will work as expected.

Businesses are challenged with managing and mining the data they produce and use and ensuring that their digital experience is 100% reliable for their customers — so the chain of trust is never broken.

To solve these challenges, business leaders need a deep understanding of their data today and how it is changing, as well as new technologies and approaches to unleash its full value. There are three trends affecting all organizations relative to data management and protection:

## DATA CRITICALITY



Driver of innovation,  
consumer experiences,  
operational efficiency,  
and business opportunity

## DATA GROWTH



More than 50x growth in just  
a decade, creating massive  
cost and complexity to  
manage and secure it

## DATA SPRAWL



More data everywhere.  
Multiple clouds, databases,  
devices, and apps —  
requiring more visibility

In this new reality where data is located across many different clouds and systems, ensuring availability becomes far more critical and challenging. The same holds for visibility into data — regardless of where it resides or the networks where it moves. Organizations can struggle just to know where all their data is located. It is even more challenging to be certain that data will be recoverable in the event of outages, attacks, losses, or theft.

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Customer stories

Beyond backups

In this book our customers speak for us. They will share best practices and key learnings from using Veeam Cloud Data Management solutions.

Read and learn how:

- Airbus Defence & Space**  
 Reduced VM recovery times from an average of half a day to just 20 minutes
- Porsche Informatik**  
 Increased IT efficiency
- Volvo Car Belux**  
 Guarantees scalable, future-proof data recovery at all dealerships around the globe
- Moscow Exchange**  
 Provides ongoing monitoring of virtual and data protection environments

- Royal Caribbean Cruise**  
 Provides enterprise scalability and availability to accommodate massive data growth
- Vodafone**  
 Provides complete visibility of backup jobs and resources
- Ingenico Turkey**  
 Supports compliance with the Payment Card Industry Data Security Standard (PCI DSS)
- Engie**  
 Protects IT solutions operating a natural gas power plant serving millions of households

Case study

# Airbus Defense & Space

**Airbus defense and space selects Veeam to protect data from its satellite operations center**

“Toulouse Satellite Operations Center stores the equivalent of over 600 years of telemetry data history ... the use of this data is critical to event analysis aboard the satellites as well the in support given to clients.”

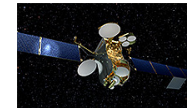
— **Pascal Garcia, Head of Infrastructure Systems at Toulouse Satellite Operations Center (TSOC), Airbus Defense and Space**

**Company Profile:**

The Toulouse Satellite Operations Center (TSOC), part of the multi-national Airbus Defense and Space corporation, is responsible for positioning and monitoring operations of a fleet of

**60** telecommunications satellites

on behalf of leading international operators in the mobile, internet, television, and radio telecommunications services sector.

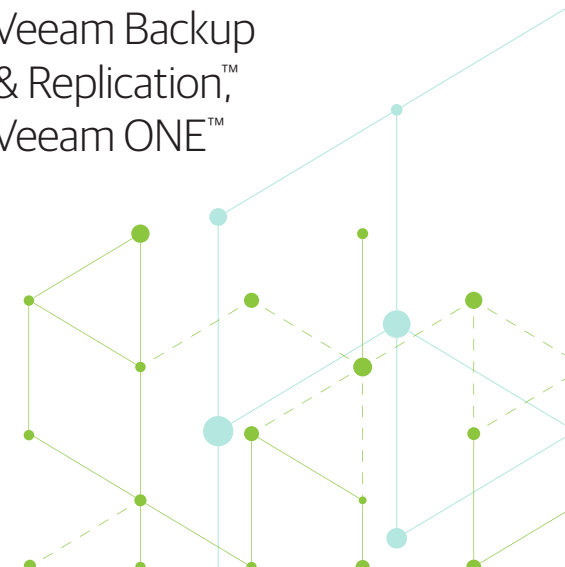


**The Challenge:**

To ensure a high performance and high quality service over the entire lifetime of a satellite which is 15 to 25 years, the TSOC needed to protect critical space telemetry data and ensure its uninterrupted and reliable availability.

**The Solution:**

Veeam Backup & Replication™, Veeam ONE™



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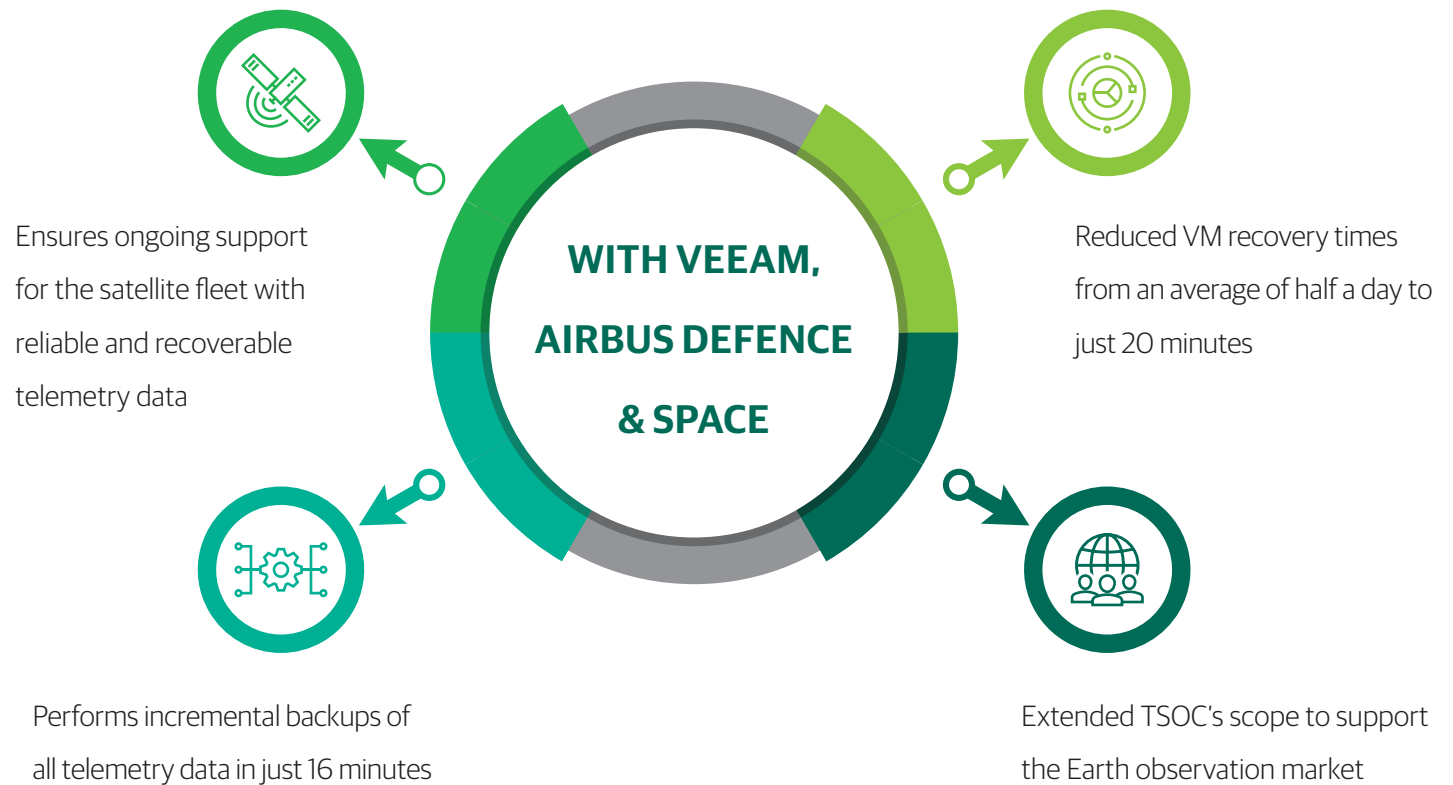
Engie

## The Results

# High-level service continuity for all TSOC customers

"We are now confident in our ability to restore all our data, especially since we know that any problem will be easily and quickly identified."

– Pascal Garcia, Head of Infrastructure Systems at TSOC, Airbus Defence & Space



[Read full story](#)

## Case study

# Royal Caribbean Cruise

### Royal Caribbean Cruises Ltd. Sets sail with constant availability from Veeam

"If data isn't available every minute of every cruise, we risk disappointing our guests and losing them to competitors. Veeam is the only solution that can accommodate our massive data growth."

— Renata Kobylinski, Director of Hosting and Engineering Services,  
Royal Caribbean Cruise Ltd.

### Company Profile:

Founded in 1969, the award-winning Royal Caribbean Cruises Ltd. is a cruise vacation company that serves nearly

**6 million guests**

each year, offering trips to

**540 global destinations**

on 59 of the world's most innovative ships.



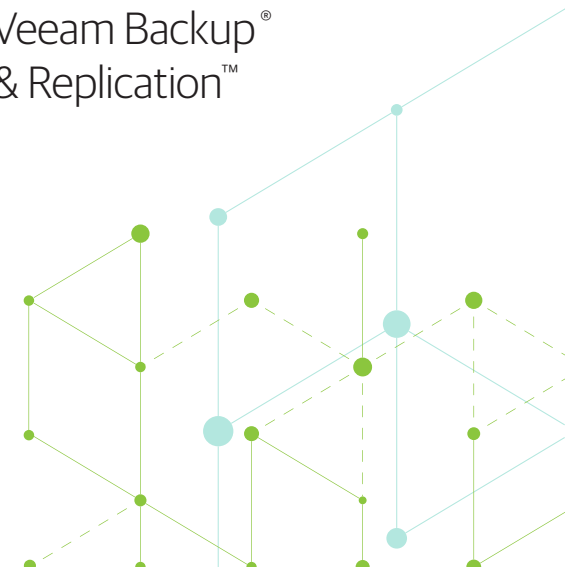
Royal Caribbean Cruises Ltd.

### The Challenge:

IT is the centerpiece of Royal Caribbean's Digital Transformation program, but with 59 ships and two more coming online each year through 2022, Royal Caribbean's three PB of data on 8,000 virtual machines (VMs) will likely double.

### The solution:

Veeam Backup<sup>®</sup>  
& Replication<sup>™</sup>



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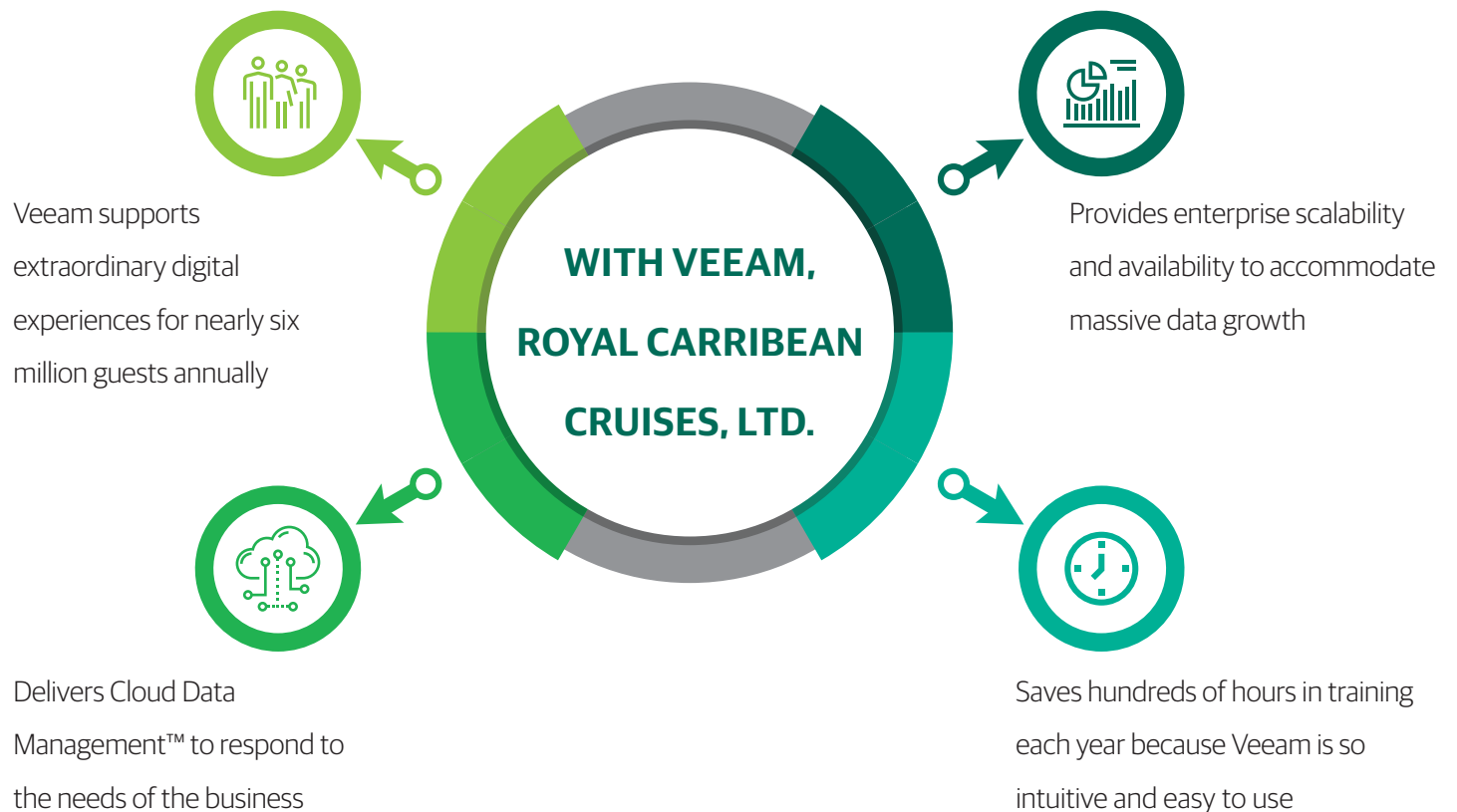
Engie

The results

# Enterprise scalability that accommodates massive data growth

“One morning I got a call at 6 a.m. because the IT system supporting debarkation failed on one of our ships. Guests were scheduled to disembark at 7 a.m. for shore excursions, so we had to restore the system quickly. Veeam restored it in minutes and guests left as scheduled. Not one person was inconvenienced.”

— Al Lowe, Senior Engineer, Royal Caribbean Cruises Ltd.



[Read full story](#)

## Case study

Porsche  
Informatik

## Porsche Informatik deploys Veeam to drive digital transformation

"The focus of our work is always on our customers. We design our solutions and processes around their needs. If services are not available, even for a short time, customers can move on to another brand's platform with just one click. We were therefore looking for a solution to maximize the availability of our digital services."

— Christoph Buchstätter, Head of Computing and Platform Services,  
Porsche Informatik

## Company profile:

Porsche is the largest and most successful car distributor in Europe.

**550** employees

develop and operate around

**160** solutions

for the digitization of the automobile trade. Porsche has wholesalers and retailers in

**27** countries

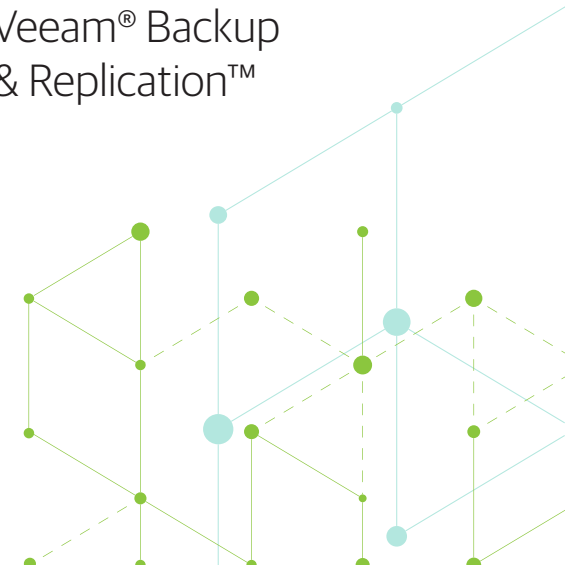
as well as millions of end users all over the world.

## The challenge:

To accelerate the backup and recovery of IT resources and to improve disaster recovery (DR).

## The solution:

Veeam® Backup  
& Replication™





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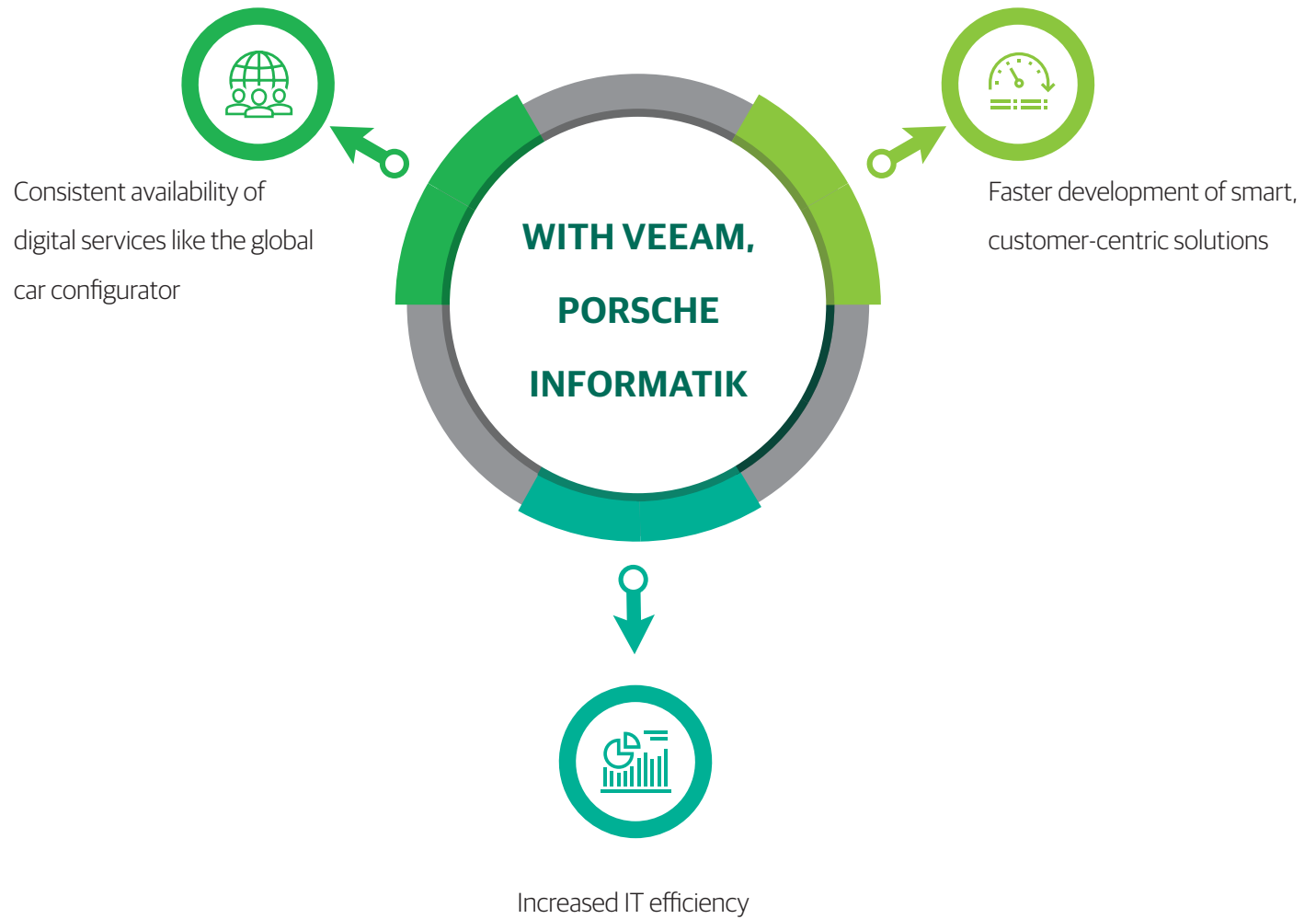
Moscow Exchange

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## The results

“Veeam’s Cloud Data Management™ platform now enables us to back up and restore IT resources in record time. This provides us with a reliable basis for digital transformation.”

– Christoph Buchstätter, Head of Computing and Platform Services, Porsche Informatik



[Read full story](#)

## Case study

# Vodafone

**Veeam helps Vodafone Netherlands ensure 24.7.365 availability of telecommunication services**

"Backups with Veeam are so fast that we can back up every VM every day – not only production VMs but also development VMs. This is a huge benefit for our development team because they require 24.7.365 access to their systems. With fast backup, we can also back up critical workloads more frequently."

– Jan Spapens, Senior Program Manager, Technology Enterprise Solutions, Vodafone Netherland

### Company profile:

Vodafone has mobile operations in

**26** countries,

partners with mobile networks in

**52** additional countries

and fixed-broadband operations in

**17** markets.

By the end of June 2014, Vodafone had

**436M** mobile customers

and

**9M** fixed broadband customers



vodafone

### The Challenge:

Legacy backup and monitoring tools couldn't scale as the IT infrastructure approached 90% virtualization, the customer count increased and the amount of data tripled.

### The solution:

Veeam® Availability Suite™



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## The results

“I think most of our IT team would agree that our favorite Veeam feature is its seamless integration with HP StoreVirtual. I believe this integration will become one of the most useful aspects of our IT infrastructure.”

— Jan Spapens, Senior Program Manager, Vodafone



[Read full story](#)

## Case study

# Volvo Car BeLux

### Volvo dealers cruise to high availability with Simac and Veeam

“Dealers want their dealerships up and running 100% of the time. They want to focus on what they do best: Selling and servicing Volvo cars.”

— Marc Scheir, IT Project Manager, Volvo Car BeLux

### Company Profile:

Volvo, one of the world's most respected brands, is sold through approximately

**2,300** independent dealers

across nearly

**100** countries.

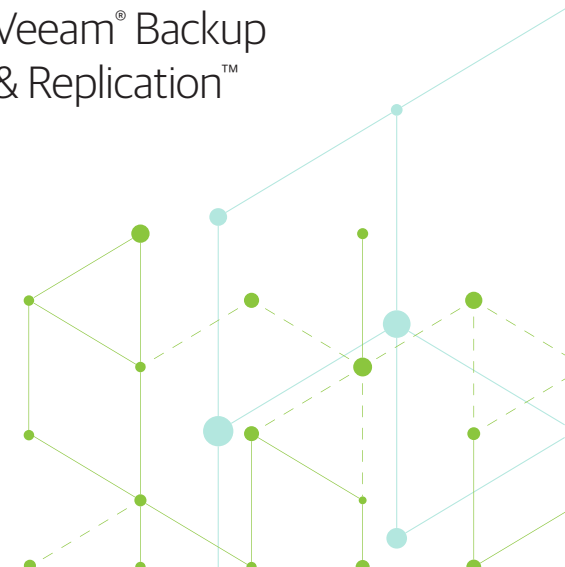


### The challenge:

With growing data volumes, Volvo dealers worried about outdated backup systems and expensive hardware refreshes. They needed low-risk data and application recovery plus reliable availability of their business-critical dealer management system.

### The solution:

Veeam® Backup & Replication™



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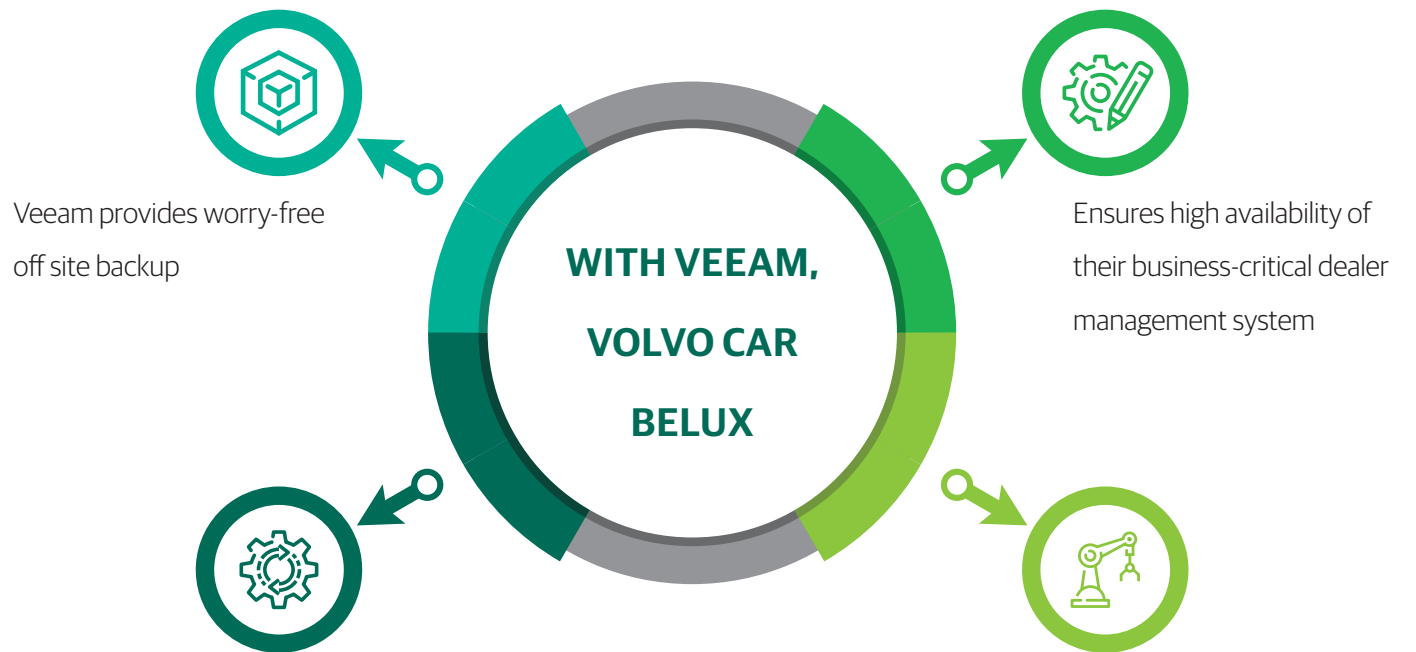
Engie

## The results

# Powerful recovery capabilities that ensure availability

“Veeam was the only solution we trusted to recover within four hours. Now our dealers have peace of mind knowing their backups are offsite and readily available for fast recovery. They’ve greatly minimized their risk for data loss because Simac and Veeam will get them up and running quickly.”

— Marc Scheir, IT Project Manager, Volvo Car BeLux



[Read full story](#)

## Case study

# Ingenico Turkey

**Ingenico Turkey offers added value in payment systems for the top firms in Turkey thanks to Veeam Solutions**

“When slow backup and data recovery began to threaten our TSM’s availability, we proactively decided to replace our legacy backup solution.”

— Ercan Erol, Platform IT Manager, Ingenico Turkey

### Company Profile:

Ingenico Turkey is part of the Ingenico Group, a world leader in seamless payment services for over

**32M** terminals

across

**170** countries



### The Challenge:

Ingenico’s recovery was slow, sometimes taking hours when it should have taken minutes.

### The solution:

Veeam® Availability Suite™



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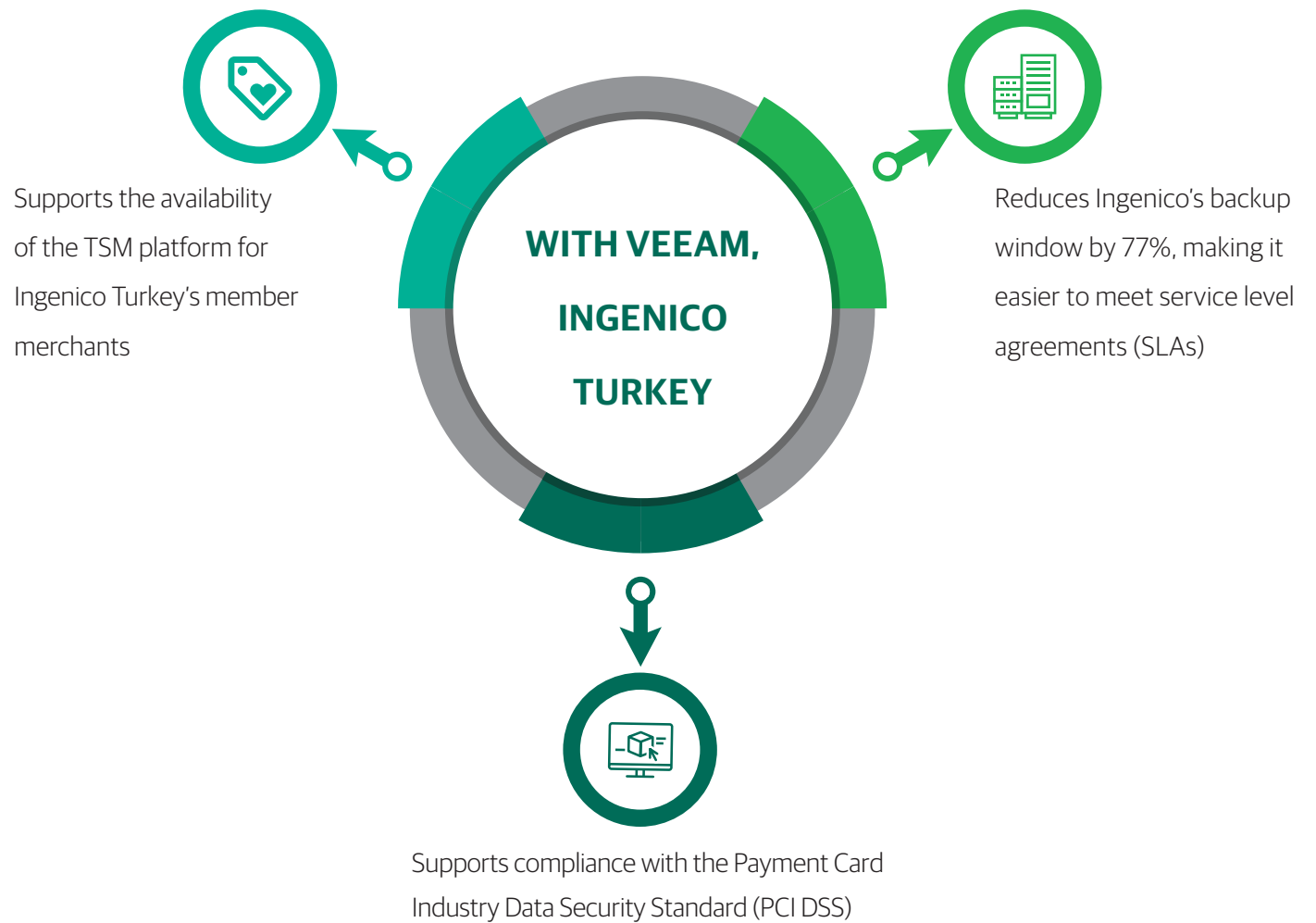
Moscow Exchange

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## The results

“We provide merchants with a comprehensive range of payment services, so purchases made by their customers are fast, seamless and secure. Veeam helps us make sure the IT platform that supports our services is always available.”

— Ercan Erol, Platform IT Manager, Ingenico Turkey



[Read full story](#)

## Case study

# Moscow Exchange

### Moscow Exchange ensures business continuity with Veeam

“Our partnership with Veeam helps IT specialists of Moscow Exchange achieve high performance in reliability and business continuity.”

– **Dmitry Shcheglov, member of the board and Chief Operating Officer of Moscow Exchange**

### Company Profile:

Moscow Exchange Group includes Moscow Exchange PJSC, which operates the only multifunctional exchange platform in Russia for trading stocks, bonds, derivatives, currency, monetary instruments and goods.



### The Challenge:

Moscow Exchange has always faced the ambitious task of not only improving the quality of the services it provides, including maximizing the speed of processing applications submitted by bidders, but also ensuring the highest level of uninterrupted operations of all processes (direct trading, pre-trading and post-trading operations). The challenge that IT specialists now face is improving the availability of IT systems so it's available to clients 24.7.365.

### The solution:

Veeam® Availability Suite™  
Veeam ONE™





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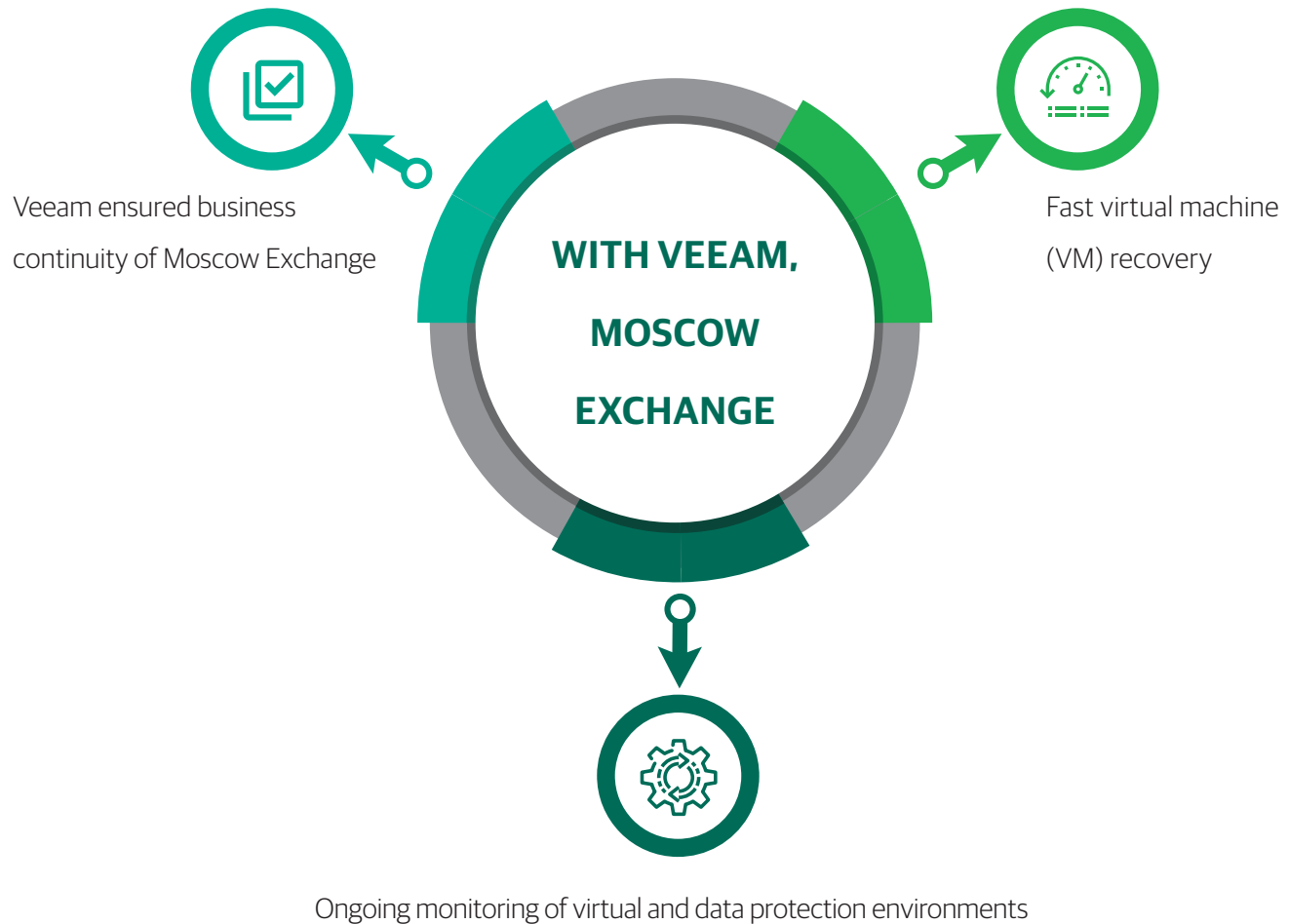
**Moscow Exchange**

Engie

## The results

“The use of Veeam Availability Suite began about four years ago, with the transfer of the exchange’s critical systems to a VMware virtual environment. This required a backup and recovery solution for the virtual machines. In addition, it was necessary to perform continuous monitoring of the virtual environment and backup infrastructure by creating reports showing resource usage and load. To achieve this, the specialists of the Moscow Exchange chose Veeam Availability Suite, which includes Veeam Backup & Replication™ and Veeam ONE, that can perform these tasks.”

– Pavel Mescheryakov, Head of System Administration Office, ICT Service Department, Moscow Exchange



[Read full story](#)

## Case study

# Engie

### Engie energizes the transition to a zero-carbon world with help from Veeam

“Veeam supports our goal to fight climate change and accelerate the transition to a carbon-neutral economy by ensuring our customers have continuous access to the tailor-made, sustainable solutions that operate their facilities.”

— Eric Roos, Lead application engineer, Industrial Automation

### Company Profile:

As a leader in the zero-carbon transition, Engie provides people, places and businesses with innovative solutions that reduce energy consumption and improve energy efficiency. Based in France, Engie operates in

**70** countries

on five continents and employs more than

**160,000** people.



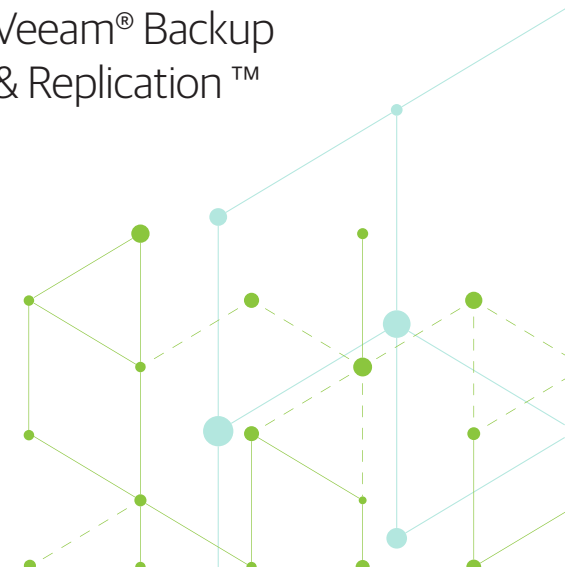
### The Challenge:

The energy industry is undergoing major changes generated by the zero-carbon transition and Digital Transformation.

Engie’s response to these changes is to become the world leader in the transition by providing customers with customized, energy-efficient solutions based on the Software as a Service model. Engie’s challenge was ensuring solutions are backed up and available continuously so customers can maintain business continuity.

### The solution:

Veeam® Backup & Replication™

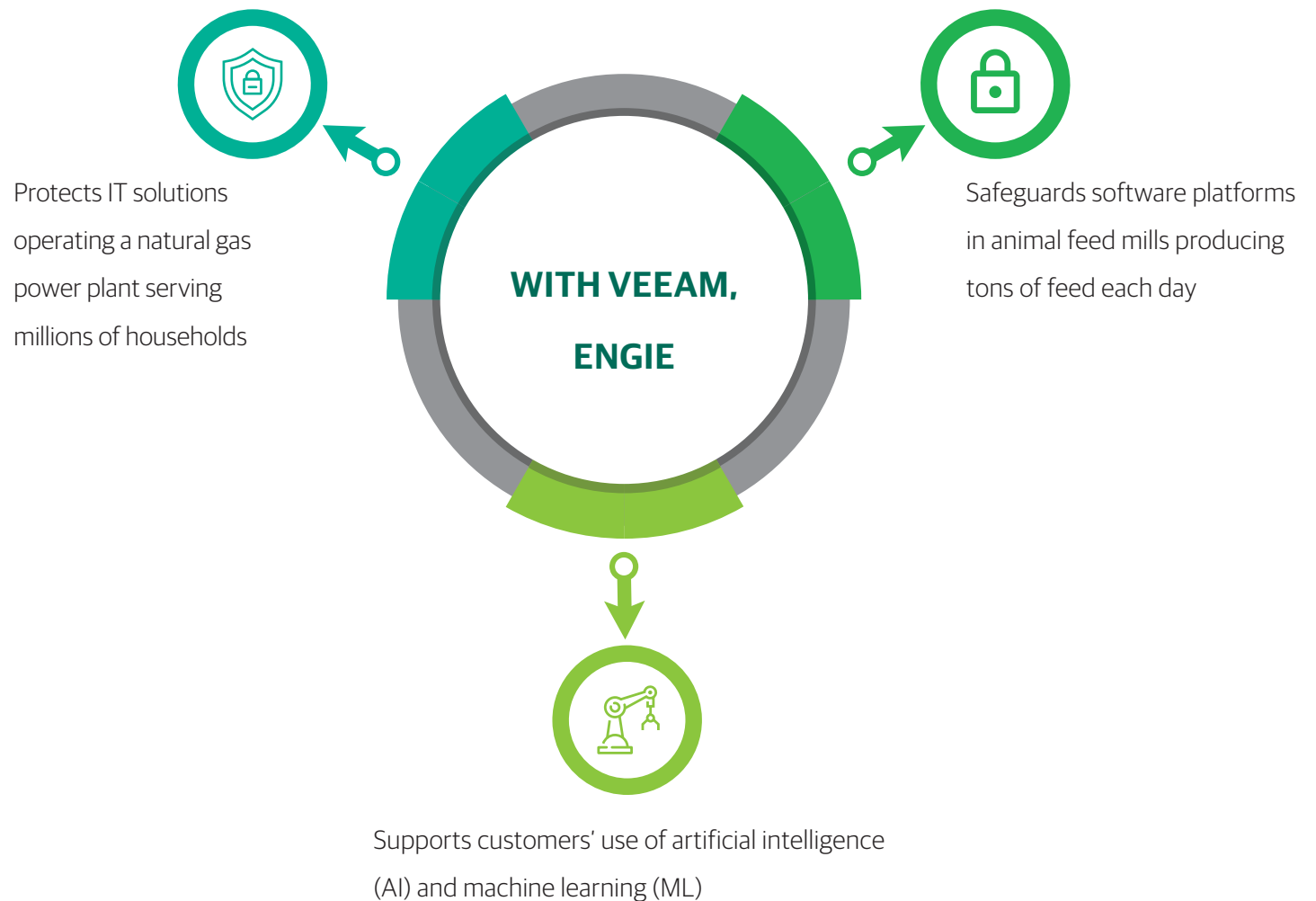


## The results

“Multi-cloud solutions are becoming more important to our customers. For many of them, the future may include cloud modules we develop that provide live reports on weather, traffic and other information critical to their success.

We're ready for the future, and Veeam will help us achieve our goals.”

— JEric Roos, Lead application engineer, Industrial Automation Services, Engie



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**Customer stories**

Beyond backups

Veeam is trusted by more than 365,000 customers worldwide. For more customer stories, visit: <https://www.veeam.com/success-stories.html>

**FILL**

FILL cuts recovery time for production processes by over 80 percent with a DRaaS solution from Veeam

[LEARN MORE](#)

**HENDRIX GENETICS**

Hendrix Genetics deploys Veeam to protect its Azure hybrid cloud and Microsoft Office 365 environments

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**NORFOLK AND SUFFOLK NHS FOUNDATION TRUST**

NHS Trust improves mental health services by deploying Veeam Cloud Data Management

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**AKKA TECHNOLOGIES**

AKKA Technologies deploys Veeam to drive digital transformation

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**GREENCHOICE**

Greenchoice grows its renewable energy business and improves service for 550,000 customers with Veeam and Exagrid

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**CORT**

Veeam furnishes CORT with reliable data protection so CORT can furnish the Fortune 500

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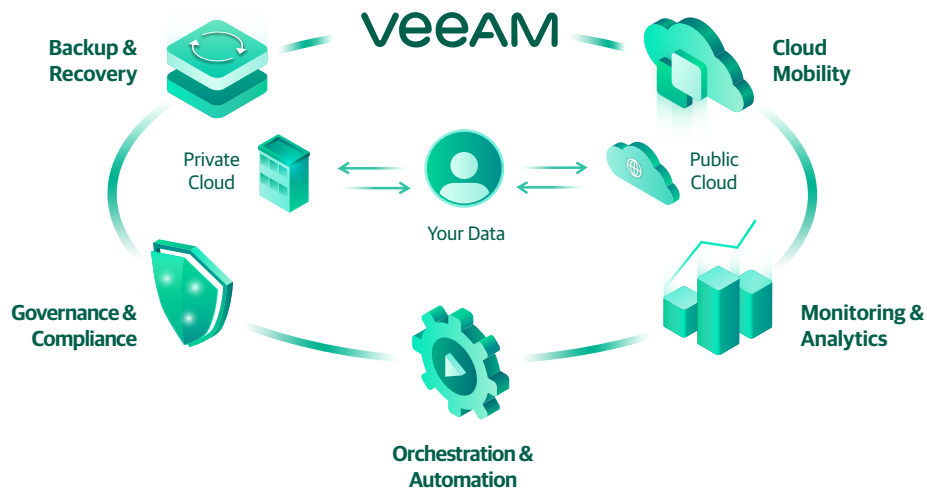
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Customer stories

**Beyond backups**

Cloud Data Management enables organizations to achieve unmatched data management and protection, reusing data to drive innovation across data centers and the cloud.



Accelerating business agility through automating core backup and recovery capabilities enabling data mobility, visibility, intelligent orchestration, governance, and security. As modern IT looks to innovate faster, legacy backup, and recovery infrastructure cannot support customers' forward-looking initiatives.

Organizations want more from their platforms, and with Cloud Data Management capabilities they can surpass legacy approaches to data protection by providing the next steps beyond backup.

The Veeam Cloud Data Management Platform™ is the most complete solution to help organizations evolve the way they manage data, making it smarter and more self-governing while ensuring its availability across any application or cloud infrastructure. It's a single platform for cloud, virtual, and physical environments to meet all platform needs. It helps organizations on the journey to modernizing their backup practice, accelerating the hybrid cloud, and adhering to data security and regulations.

# Learn More.

DISCOVER VEEAM CLOUD DATA MANAGEMENT PLATFORM  
UNLOCK THE POWER OF YOUR DATA AND TRANSFORM IT.

[veeam.com/cloud-data-management.html](https://veeam.com/cloud-data-management.html)

