

# Microsoft Azure

## CASE STUDY



**MICROSOFT AZURE ISV:**  
Veeam Software

**WEB SITE:** [www.veeam.com](http://www.veeam.com)

**LOCATION:** Baar, Switzerland

**ORG SIZE:** More than 2,000 employees

### **MICROSOFT AZURE ISV PROFILE:**

Veeam has pioneered a new market of availability for the always-on enterprise by helping organizations meet recovery time and point objectives (RTPO) of less than 15 minutes for all applications and data. Veeam solutions help customers of all sizes ensure availability with on-site recovery of virtual machines (VMs), applications and data and extending these recovery options into Microsoft Azure.

# Microsoft Azure Enables Availability Provider to Offer Off-Site Backup Solutions for Enterprises

**“Including an off-site backup repository needs to be part of every business’ availability strategy. Veeam Cloud Connect provides Microsoft partners with an effective off-site backup strategy to grow their cloud businesses.” – Doug Hazelman, Vice President of Product Strategy, Veeam**

## • SITUATION

Enterprises are looking for cloud backup solutions that combine high-speed, on-premises backup and recovery, with cost-effective, off-site, public cloud storage. The challenge is that most enterprise customers are subject to regulatory compliance issues, or corporate governance requirements that require them to maintain control over their data. Veeam believed it had developed the right solution.

## • SOLUTION

With Veeam Cloud Connect for the Enterprise, it’s easy for enterprise businesses to get backups off-site to Microsoft Azure and maintain complete control of their data. Available in the Microsoft Azure Marketplace, Microsoft Azure customers can instantly provision enterprise cloud backup repositories and automatically move on-premises Veeam-powered backup archives to Azure. This powerful combination of Microsoft Azure IaaS and Veeam provides enterprise customers with a cost-effective public cloud solution, plus the granular file-level recovery capabilities of Veeam – all while maintaining data sovereignty.

## • BENEFITS

Microsoft Azure helps Veeam offer a secure multi-tenant platform with data encryption, allowing enterprise businesses to provide cloud backup services.

Customers easily and securely connect and perform backup jobs from business locations, directly to their datacenter or Azure without a VPN connection.

