



Why Customers Choose Druva Over Veeam

Real-world stories of how Druva customers switched to the cloud to leave legacy, on-premises headaches behind



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The Importance of Modern Enterprise Cloud Backup

IT and data protection teams spend hours managing and maintaining infrastructure and storage, ultimately losing time and productivity, and increasing IT overhead costs. Not to mention, they run the risk of encountering ransomware and malware threats, losing data during a natural disaster, defying compliance requirements and policies, and suffering with the complexity of managing multiple cloud platforms at a time.

To overcome these obstacles, more businesses are rethinking the legacy solutions offered by third-party vendors like Veeam. Although Veeam's solution meets the needs of data protection service requirements, businesses have realized that the technology has evolved and there is a better alternative. So, what's the all-around consensus? Cloud data protection — a modern approach — is the way to go. And that's why companies choose Druva.



Why Choose Druva?

Because Your Data Deserves Better!

Better TCO

Many customers struggle with high costs, but with Druva they cut total costs by up to 40%, reducing both storage and IT overhead costs.

Simplify IT operations with the cloud

Customers want to move as many IT services and apps to the cloud as possible and reduce reliance on HW/SW by making backup a service (not a do-it-yourself operation). Druva's ease of use and elastic scale — spinning resources up and down on demand — make businesses more agile and efficient.

Data center, cloud, and SaaS app coverage

CISOs and CIOs find the idea of a single, easy-to-use platform, that provides a single system of record for data across multiple workloads more appealing.

Ransomware protection and recovery

The need to protect backup data from ransomware and external threats is business critical. For ransomware protection, Druva offers storage immutability and data isolation without the same infrastructure costs as a traditional 3-2-1 backup approach.

Why Choose Druva? Because Your Data Deserves Better!

Secure by design

Fully managed and hardened with 24/7 continuous monitoring by expert security professionals, Druva is committed to protecting the entire backup infrastructure, not just storage. The solution employs a fully air-gapped system with dual-envelope encryption. Always available backups, backed by guaranteed recoverability, and the deployment of three copies of data with separated control and data planes provide a robust defense against potential threats.

Faster time to value

Druva customers quickly and easily protect remote and branch offices, without having to send out hardware or spend time on the setup, unlike Veeam. When configuring a new Veeam instance, it takes time to procure and deploy servers and storage (from procurement, receiving, unboxing, deploying, installing, testing, validating, etc.). Security for data protected in these remote offices is built into the Druva cloud (immutable storage and data isolation), negating the ransomware threat to backup data.

Long-term retention and archiving

Industries like healthcare, government, and finance have strict retention and archiving needs. While vendors like Veeam offer a “cloud-out” option for tiering or archiving to the cloud, customers find these expensive, difficult, and unpredictable. Druva offers integrated backup and archiving to cold storage for an additional reduction in storage costs. Long-term retention capabilities require no additional cloud storage management and have no hidden fees.

In the following sections, you'll discover how successful companies implemented Druva and what results they achieved.

Greater Anglia Leaves Veeam and Veritas, Transports to Druva for SaaS Data Protection

Greater Anglia operates public transport services in the UK as part of one of the franchises operated under its parent company UK Transport Limited. The franchise began operating in 2016. It provides intercity, commuter, and rural services throughout Essex, Suffolk, Norfolk, Cambridgeshire, and Hertfordshire, including the Stansted Express service.

The Challenge

Greater Anglia is well along in its cloud journey; and has implemented cloud services for around 80% of its IT infrastructure. However, they were still relying on legacy on-prem hardware for data protection and backup. The legacy hardware was costly and time consuming for the lean IT team to maintain. Additionally, there were growing concerns around the tools complying with regulatory data requirements in the UK.

The Solution

Patel realized the new solution would require several things. Firstly, he wanted immutability for backups in the necessary storage regions. The Greater Anglia team decided to proceed with Druva – the cost, simplicity, and scalability of the cloud-native solution would reclaim time and serve as a single pane of glass for several of their data protection challenges.

Highlights

- 70% less time spent on backup operations compared to Veeam and Veritas
- 100x faster to restore – can restore in minutes instead of days like with Veeam and Veritas
- So easy to use that anyone can restore data with little cross-training

greateranglia

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Pyrotek Achieves 20% TCO Savings Since Standardizing on the Druva Data Resiliency Cloud

Pyrotek is a global engineering leader creating innovative technical solutions and integrated system designs to improve efficiency and safety across a wide range of industries that include aluminum, automotive, aerospace, railroad, and high-tech manufacturing. Privately owned since 1956, Pyrotek supports customers globally in more than 35 countries and with over 90 locations worldwide.

The Challenge

Pyrotek had previously implemented two backup solutions from two different providers, Veeam and iland. Focusing on their cloud transformation journey, Veeam's delivery model had become incompatible with Pyrotek's business goals. Additionally, they were backing up several NAS devices they plan to retire within the next year. These challenges left them searching for a platform solution that could reduce operational complexity and improve reliability of Microsoft 365 and data center workloads, without large financial investments and time required to deploy new hardware.

The Solution

The placement of Druva's regional coverage, via Amazon Web Services' capabilities, allowed Pyrotek to store their data in a local AWS region in Brazil, rather than in another country. This later influenced Brandley's decision to standardize on Druva to support their global presence – something they could not achieve with iland and Veeam. Partnering with Druva became the clear choice for data centers, remote and global offices, as well as SaaS applications.

The team also adopted the Accelerated Ransomware Recovery features to provide them with enhanced tools for monitoring, detection, and recovery in the event of an attack.

Highlights

- 30% time saved compared to managing their data centers with Veeam
- 20% TCO savings compared to Veeam and iland
- 3x global deduplication storage savings



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Shearman & Sterling Transforms Backup and DR to Increase Security and Reduce TCO

Shearman & Sterling LLP has been advising many of the world's leading corporations and financial institutions, governments and governmental organizations for more than 150 years. It has over 850 lawyers around the world speaking more than 75 languages.

The Challenge

When executive management required the firm to have a cold site data center with a golden copy of its data, completely offline and air-gapped for security purposes, the team had to buy more Data Domain hardware and add Sungard to its DR scenarios. But the high cost prohibited it from backing up all tier-one applications, forcing the team to choose what data to back up and leaving other applications vulnerable.

The Solution

Today, the team has deployed Druva for all Microsoft 365 data and NAS file shares, and is on track to migrate all VM data, allowing it to fully replace Veeam. With accelerated ransomware recovery for business-critical data and DR-as-a-service (DRaaS), the team is prepared to recover in hours from both unexpected disasters as well as security breaches.

Highlights

- On track to reduce TCO by 30% or more by decommissioning costly incumbent hardware, software and services
- Dramatically enhanced security posture and ransomware-resistance
- 98% faster file share restoration

Shearman
SHEARMAN & STERLING

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Vertrax Accelerates Ransomware Response and Recovery While Veeam Falls Short

Vertrax is a leading provider of supply chain management solutions for bulk oil and gas distribution. With built-in blockchain, IoT, and AWS integration, Vertrax provides a breadth of solutions and cloud-native benefits.

The Challenge

The software company was using Veeam to back up its Microsoft 365 data (Exchange, OneDrive, SharePoint, and Teams) for key staff members. It worked well until Vertrax was hit with ransomware – encrypting its OneDrive files. The ransomware even corrupted its on-premises backup files. “We couldn’t recover most of the files,” said the Director of IT at Vertrax.

The Solution

Druva provided a single pane of glass through which Vertrax’s IT could manage backups and restores of all its endpoints and Microsoft 365 data, including Exchange Online, OneDrive, Sharepoint, and Teams. Its cloud-native backup and recovery meant no hardware and minimal administration, and Druva’s ransomware protection leveraged SSO, MFA, and RBAC to keep data impenetrable from encryption and attacks.

Highlights

- 10x faster restoration compared to Veeam
- 50% less cost than Veeam
- 4x reduction in the number of consoles required to manage backup data
- Easily accessible backups facilitated a seamless SOX compliance audit



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Security Company OneSpan Saves 50% on Data Protection Costs After Switching to Druva

OneSpan is a global security leader that specializes in digital identity and anti-fraud solutions. They provide high-assurance identity verification, transaction signing, authentication, mobile security, simplified e-signature workflows, and secure video collaboration for virtual transactions.

The Challenge

OneSpan had tape backups and multiple tape drives and juggling them was complicated and not secure. According to Matton, "With Veeam, we used to run around like disk jockeys with the tapes, inserting them, moving them from one place to another." On top of the time required by the IT team to manage the tapes, they were incurring extra expenses. They needed extra licenses, hardware, and storage — not to mention paying for offsite storage. They wanted to simplify that solution.

The Solution

OneSpan chose Druva to protect their VMware, SQL Server, and other file servers. After quickly implementing the product, they were incredibly happy with their painless deployment experience. This led them to expand their use of Druva to protect Microsoft 365 data including Exchange, OneDrive, and Outlook for over 1,000 accounts.

Highlights

- 50% reduction in costs to manage data protection compared to Veeam
- 447 TB of VMware and SQL server data secure and recoverable 24x7
- IT spends one hour per week managing backups, compared to ten hours with their previous solutions



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Cosmetics Giant Finds the Beauty in Druva Over Veeam and Saves 30 Percent

AmorePacific Corporation is a powerhouse in the cosmetics industry. One of the world's ten largest cosmetics companies, the South Korean firm was founded in 1945 and bloomed into a conglomerate that markets 33 health, beauty, and personal care brands in the United States, China, and the Pacific Rim.

The Challenge

AmorePacific relied on Veeam to back up its data to a second data center, but quickly discovered the backup and disaster-recovery architecture was slow, laborious, and costly. Veeam demands frequent full backups, but each took seven days or more. When a full or incremental backup failed, administrators needed to perform still another full backup. Moreover, restoring data was difficult and very time consuming. AmorePacific was spending endless amounts of time and money managing backup and disaster recovery (DR).

The Solution

AmorePacific bolstered its commitment to innovation by replacing its legacy backup and DR system with Druva. Backup speeds were further accelerated thanks to the block-level deduplication of the Druva solution, which greatly reduced the amount of data that needed to be stored in the cloud. A full backup took less than three days—less than half the time of the company's previous Veeam solution. And unlike Veeam, Druva requires only one full backup to be performed.

Highlights

- 30% reduction in TCO compared to Veeam
- 60% faster to conduct restores with Druva compared to Veeam
- 2x deduplication ratio with Druva, saving time and resources

AMOREPACIFIC

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Kerry Properties Replaces Veeam and Veritas to Protect Extensive Property Portfolio Data

Kerry Properties boasts an enviable portfolio of prestigious properties in APAC including the Kerry Centre, residences, hotels, and Megabox, a 1.1 million square foot shopping, dining, and entertainment complex in Hong Kong.

The Challenge

Across its locations, Kerry Properties used a variety of legacy backup methods, ranging from tape, to on-premises solutions like Veeam and Veritas NetBackup and Backup Exec, making backups inconsistent. Not only was it operationally challenging to manage multiple backup tools, but there was no centralized visibility into whether the data was backed up properly. This left the company vulnerable to accidental data loss and ransomware.

The Solution

“Druva’s performance during the POC was strong despite the team’s limited bandwidth. Data integrity is very important, so a number of tests were ran on data restoration to make sure it worked as expected,” said Max Yip, Sr. Infrastructure Manager. After seeing how well it worked for backing up both VMware and Microsoft 365 data, Druva was chosen to be a partner in its fast-moving digital transformation.

Highlights

- \$3M USD in savings on infrastructure costs since moving away from Veeam
- 2.33x global deduplication storage savings



嘉里建設有限公司
KERRY PROPERTIES LIMITED

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Forest of Dean Trust Reduces Costs by 25% and Eliminates Supply Chain Issues With Druva

The Forest of Dean Trust is a family of schools situated in the Forest of Dean in Gloucestershire, England.

The Challenge

The team also protected a Synology NAS environment with Veeam storing backups both locally and online using Google Workspace. But, this posed a significant barrier to data recovery, as the team needed a working Synology server on-premises in order to recover backups. In fact, the team had previously experienced a host server failure that left them unable to recover six VMs.

The Solution

After beginning the POC, the team saw that they wouldn't need to worry about hardware with Druva. Data being backed-up on my servers, and those servers are communicating with the cloud."

Plus, choosing Druva would mean no equipment shortage concerns. A positive experience with Druva from the start made the solution the correct choice to partner with Forest of Dean Trust to safeguard their data.

Highlights

- 25% time saved managing backups compared to Veeam
- 25% reduction in maintenance costs, with no hardware or software now needed
- Six VMs lost in the host server failure with Veeam were no longer a worry with Druva

**FOREST OF
DEAN TRUST**

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Next Steps

By partnering with a modern cloud data protection industry leader, you'll be able to overcome backup challenges and ease the data and infrastructure management burden on IT and security teams. As witnessed in the previous customer stories, many companies have decided it's time to move away from legacy solutions like Veeam and prefer a modern approach rooted in the cloud.

Druva's secure and cost-effective 100% SaaS solution empowers businesses to confidently tackle the new wave of sophisticated data challenges and risks, triggered by ransomware threats, compliance requirements, security, costs, and the complexity of managing multiple platforms. With Druva, data protection works for you — not the other way around.

Visit the [Druva vs. Veeam competitive page](#) ↗ to see for yourself how Druva solves the challenges of legacy on-premises backup and reduces the total costs of data protection up to 40%.

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Sales: +1 888-248-4976 | sales@druva.com

Americas: +1 888-248-4976

Europe: +44 (0) 20-3750-9440

India: +91 (0) 20 6726-3300

Japan: +81-3-6890-8667

Singapore: +65 3158-4985

Australia: +61 1300-312-729

Druva® delivers Data Protection and Management for the cloud era. Druva Cloud Platform is built on AWS and offered as-a-Service; customers drive down costs by up to 50 percent by freeing themselves from the burden of unnecessary hardware, capacity planning, and software management. Druva is trusted by thousands of companies worldwide, including over 50 of the Fortune 500. Druva is a privately held company headquartered in Sunnyvale, California, and is funded by Sequoia Capital, Viking Global Investors, CDPQ, Neuberger Berman, Tenaya Capital, Riverwood Capital, and Nexus Partners. Visit druva.com and follow us on [LinkedIn](#), [Twitter](#), and [Facebook](#).