

# TOP REASONS BACKUP EXEC™ BEATS VEEAM

ONE BACKUP TO RULE THEM ALL  
SOLVES THE PROBLEMS  
POINT SOLUTIONS CREATE

VERITAS™

## IT'S NOT JUST BACKUP— IT'S A POWERFUL, FLEXIBLE, TRUSTED BUSINESS SOLUTION

Solve more problems with less complexity. Veritas Backup Exec™ helps meet business expectations for data protection, reduce storage costs, secure confidential data, achieve regulatory requirements, and eliminate niche backup tools from your infrastructure.

### 1. PROTECT ALL YOUR DATA, NOT JUST SOME OF IT



The powerful, simple recovery solution of Backup Exec protects all your data no matter where it lives: whether virtual, physical or in the cloud. Veeam® is primarily focused on virtualized environments, and major analysts have raised cautions about their limited support for physical servers and integration with Microsoft Azure, Amazon Web Services™ AWS public cloud storage, and Google™ Cloud Platform. Customers with physical Microsoft and Linux workloads get a beta solution, with limited features and a separate GUI for protecting that data.<sup>1</sup> A major analyst report calls Veeam's support for physical servers limited, and their to-the-cloud data protection capability unproven. Backup Exec is designed to protect the most commonly deployed operating systems and provide a single pane of glass view for comprehensive data protection management and regulatory compliance.



### 2. BE CONFIDENT IN YOUR JOURNEY TO THE CLOUD



Backup Exec provides easy, one-click backup to public cloud solutions such as AWS, Azure and Google. With direct cloud connectors and flexible hybrid cloud options, Backup Exec keeps you close to your cloud data. Veeam's Cloud Connect is designed with managed service providers in mind and costs up to 30x more than a comparable Backup Exec solution.<sup>2,3</sup> Additionally, Veeam lacks API integration with public cloud storage providers, such as Amazon and Microsoft, which may complicate your data recovery when you really need it.<sup>4</sup>

1. <https://www.veeam.com/blog/new-veeam-endpoint-backup-free-with-windows-10-support.html>

2. [https://helpcenter.veeam.com/docs/backup/cloud/cloud\\_roles.html?ver=95](https://helpcenter.veeam.com/docs/backup/cloud/cloud_roles.html?ver=95)

3. Veeam ProPartner cloud pricing \$0.115/gb/month <https://phoenixnap.com/managed-services/cloud-backup-services-vs.-amazon-glacier-pricing-0.004/gb/month> <https://aws.amazon.com/glacier/>

4. <https://forums.veeam.com/veeam-backup-replication-f2/cloud-backups-stupid-question-t24079-15.html>

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### 3. EXPERIENCE MATTERS



A leading analyst firm calls Backup Exec mature and scalable, with capabilities usually only found in enterprise data protection solutions. With more than 25 years of collaboration with Microsoft, Dell, VMware and other industry leaders, including numerous Microsoft certifications, Backup Exec is founded on many years' more experience of data protection over Veeam.

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### 4. VIRTUAL IS IMPORTANT



Backup Exec has been protecting VMware virtual machines longer than Veeam has been in existence.<sup>5</sup> In addition, Backup Exec's virtualization capabilities are part of Veritas' larger unified data protection platform, not just a point solution. Backup Exec integrates with the latest versions of VMware (including vSphere 6.5) and Hyper-V (2016) to auto-discover VMs, add them to a defined policy, and perform efficient, changed block-level backups for more frequent RPOs without requiring agents in each host. Veeam still uses a proxy model for VMware workloads, while Backup Exec doesn't need a proxy.<sup>6</sup>

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### 5. REDUCE RISK WITH CERTIFIED SOLUTIONS



Along with existing Microsoft certifications, Veritas has one of the most extensive hardware and software compatibility lists in the industry, so you don't have to test and validate yourself. Veeam has you test on your own—and that can leave you out in the cold, holding the bag.<sup>7</sup>

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### 6. EASY TO OPERATE AND MANAGE



Backup Exec's legendary ease of use allows IT administrators to spend less time 'doing backups' and more time doing productive things. Launch a backup using Backup Exec in three clicks (select system - One-Time Backup - OK) instead of 14 with Veeam.<sup>8</sup> Should you run into problems, Backup Exec Technical Support has excellent customer satisfaction ratings. Veeam's many backup options and 12+ user interfaces require backup administrators to know various technical nuances to choose the optimized method for certain workloads and to properly size a solution.<sup>9</sup>

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### 7. REDUCE YOUR INFRASTRUCTURE COSTS



Backup Exec global block-level deduplication works across all data: virtual, physical and cloud, and therefore consumes less back-end storage. According to Veritas comparative testing, Backup Exec requires up to 3x less target storage capacity than Veeam's "per job" based deduplication, significantly reducing the amount of redundantly stored data. In fact, Veeam recommends customers use a separate deduplication appliance to help shore up their own solution.<sup>10</sup>

5. Backup Exec 8.6 protected virtual machines under VMware ESX 1.5, released 13 May 2002. Veeam was founded in 2006.

6. [https://helpcenter.veeam.com/docs/backup/vsphere/backup\\_architecture.html?ver=95](https://helpcenter.veeam.com/docs/backup/vsphere/backup_architecture.html?ver=95)

7. <https://forums.veeam.com/tape-f29/unofficial-tape-library-compatibility-list-t17488.html>

8. Count the clicks: <http://www.veeam.com/university/vmware-backup.html>

9. [https://www.veeam.com/pdf/new/veeam\\_backup\\_9\\_5\\_whats\\_new\\_en.pdf](https://www.veeam.com/pdf/new/veeam_backup_9_5_whats_new_en.pdf)

10. [https://helpcenter.veeam.com/backup/80/bp\\_vsphere/bp\\_8\\_repo\\_dedupe\\_appliance.html](https://helpcenter.veeam.com/backup/80/bp_vsphere/bp_8_repo_dedupe_appliance.html)

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## 8. SIMPLE, FAIR PRICING



Backup Exec's two front-end, capacity-based pricing tiers offer a rich feature set for commonly deployed operating systems, applications and hypervisors. Flexible "a la carte" options allow customers to choose specific product features for application and system protection. Veeam has raised end-user pricing up to 25% in the past two years, and remains as much as 29% more expensive than Backup Exec on a feature-to-feature comparison basis.<sup>11, 12</sup> Going to cloud? Open your wallet if you have Veeam: CloudConnect can be nearly 30x more expensive than Backup Exec writing directly to AWS, Azure or Google storage.

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## 9. TAPE STILL HAS A LOT OF LIFE



Businesses seeking cost-effective ways to achieve regulatory compliance still turn to tape. For \$30, Backup Exec archives over 6 TB to an LTO-6 tape in encrypted WORM format. With Backup Exec's extensive tape experience, users can count on reliable recovery for years to come. Veeam's record with tape appears spotty, as evidenced by numerous issues and complaints in their user forums, and they cannot back up directly to tape—requiring a potentially expensive D2D2T configuration when just a simple tape drive and Backup Exec can do it.<sup>13</sup>

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## 10. BREADTH OF PROTECTION



Veritas offers several data protection solutions to cover all user situations: from DLO for desktop and laptops, to VSR for flexible server imaging, to Backup Exec for mid-sized organizations, to Veritas NetBackup™ for complex, highly scalable data protection. According to a recent Spiceworks survey, IT professionals prefer a low-cost, unified backup and recovery solution that protects all data: across virtual, physical and cloud infrastructures.<sup>14</sup>

11. [https://www.reddit.com/r/msp/comments/5kt6zx/veeam\\_sudden\\_price\\_increase/](https://www.reddit.com/r/msp/comments/5kt6zx/veeam_sudden_price_increase/)

<https://community.spiceworks.com/topic/1334492-veeam-announces-new-2016-prices>

<https://www.tapatalk.com/topic/1057132-veeam-community-forums/37680-renewal-time-prices-have-jumped-3x-for-us>

12. Veeam price list: <http://www.kernelsoftware.com/products/catalog/veeam.html> ; compare to <http://www.kernelsoftware.com/products/catalog/veritas.html>

13. <https://forums.veeam.com/tape-f29/backup-directly-to-tape-t20984.html>

14. According to a Spiceworks survey, June 2016, 69% of IT professionals agree that a single, unified backup and recovery tool is the future of data protection.

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