



- Public Sector
- Storage Software Competency

Veeam and AWS

Customer Reference Stories

Protect Data Across AWS and Hybrid Cloud –
Customers Share Successes with Veeam and AWS

Table of Contents

How **Veeam and AWS** Protect, Secure and Manage Data

3

HBC saves millions on multicloud data protection and ransomware resilience

4

Anglicare Southern Queensland increases ransomware protection and data security

5

Dhipaya Insurance improves IT system effectiveness by 99%

6

Rock Field strengthens business continuity while reducing operating costs

7

Deploy data protection that **works across AWS and hybrid cloud** environments

8



How Veeam and AWS Protect Data Across Clouds

As businesses move toward using the public cloud to transform their IT initiatives, it is imperative that their backup strategy works for them, particularly in hybrid cloud environments. This means having all applications and data available and protected from ransomware attacks, with the scalability and flexibility to meet future needs.

With Veeam and Amazon Web Services (AWS), you can create a customized data protection plan that focuses on security, fast and flexible recovery, and cost optimizations.

The following customer stories demonstrate how these capabilities help businesses like yours solve real-world business challenges in their hybrid cloud environments.

“That’s why we chose Veeam. It’s a **mature, enterprise-grade solution** that delivers on security and ransomware protection.”

– Chris Williams, **Technology Services Manager** | [Anglicare Southern Queensland](#)

“**While we initially chose Veeam based on its reliability**, Veeam has also been able to meet our requirements for product efficiency.”

– Surachai Viboonkitchod, **Director of Information System and Network Administrative Department** | [Dhipaya Insurance PLC](#)

“Customers recognize **7 times faster recovery times** and an **average three-year ROI of 329% with Veeam.**”

– IDC, [The Business Value of Veeam](#) | July 2022

“One of the things I love about Veeam is **operational consistency**... Veeam takes the complication and noise out of data protection, **allowing our engineers to focus on innovating for the business rather than worrying about backups.**”

– Ope Bakare, **Chief Technology Officer** | [HBC](#)

HBC saves millions on multicloud data protection and ransomware resilience



A single platform simplifies and centralizes data protection

When HBC undertook digital transformation to accelerate its omni-channel e-commerce business, the retailer found that operating multiple data centers didn't make sense. But as HBC moved IT systems and data to AWS and other public clouds, the company's legacy backup solution began to show signs of failing.

HBC realized they needed a flexible, powerful and scalable solution to protect every workload—and chose Veeam® Availability Suite™ to meet their needs.

HBC benefits from a single platform that simplifies and centralizes data protection and provides visibility into workloads on premises and across multiple clouds. Policy-based automation helps the company ensure business continuity, meet governance and compliance requirements and protect against ransomware. And because Veeam is hardware, software and cloud agnostic, the company avoided a planned refresh, saving more than \$1 million in a one-time capital expenditure and \$600,000 in annual recurring operating expenses.

“ Having a single solution that backs up natively everywhere, including multiple clouds, used to be a dream scenario. Now it's reality. ”

— Ope Bakare, Chief Technology Officer | HBC

The Challenge

Finding a single solution to simplify and centralize backup and recovery for AWS and on-premises.

The Solution

Veeam Availability Suite

The Results

- Provides a **single platform** to simplify and centralize data protection everywhere
- Ensures business continuity, governance compliance and ransomware resilience
- Saves more than **\$1 million** in one-time CAPEX and **\$600,000** in recurring OPEX annually

[Read the full story](#) →

Anglicare Southern Queensland increases ransomware protection and data security



Security, speed, recovery and storage flexibility

Like all nonprofits, Anglicare Southern Queensland needs to be prepared for cyberattacks that are increasing in the nonprofit sector. The organization was seeking to replace their legacy backup solution with a mature, enterprise-grade solution that offered cloud backups.

Anglicare Southern Queensland chose Veeam Availability Suite and Veeam Backup to boost ransomware protection and data security for its security, speed, recovery and storage flexibility.

Veeam backs up virtual and physical machines on-premises and sends backup copies to Amazon S3 for immutability and indefinite protection, and to Azure for redundancy. In addition, Veeam protects Office 365 data from accidental deletion, security threats and retention-policy gaps. Plus, Veeam supports data retention and recovery compliance with fast, easy and granular recovery.

“Veeam is fast, efficient and easy to use. Our backup window decreased by 89% (from three days to eight hours).”

– Chris Williams, Technology Services Manager | Anglicare Southern Queensland

The Challenge

Take a proactive approach to security and ransomware protection.

The Solution

Veeam Availability Suite, Veeam 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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Dhipaya Insurance improves IT system effectiveness by 99%



Ease-of-use and flexibility backed up by a team of skilled support personnel and resources

Dhipaya Insurance was facing increasing customer demand for online transactions. The casualty insurance provider was seeking the right technology to adapt to changes in customer behavior, while avoiding falling victim to ransomware and cyberattacks and maintaining regulatory compliance.

Dhipaya Insurance decided to switch to Veeam Availability Suite to meet all the company's needs. They use Veeam to back up essential system data, including enterprise resource planning, customer relationship management and almost all the company's other systems.

With Veeam, Dhipaya Insurance has cut their data backup time in half, even when performing a full backup on all systems at the same time. By avoiding extra fees, the company can manage costs accurately, resulting in at least 40% in immediate savings. In addition, data backup, recovery and availability are 99% more effective.

“Data is at the heart of our business. If it's lost or damaged, it will have a serious impact on the company. With Veeam, we can safeguard our data with confidence.”

– Surachai Viboonkitchod, **Director of Information System and Network Administrative Department** | Dhipaya Insurance PLC

The Challenge

Meeting increasing demand and complying with legal requirements while avoiding cyberattacks.

The Solution

Veeam Availability Suite

The Results

- Reduces backup times by **50%**
- Realizes at least **40%** in immediate cost savings
- Increases IT department efficiency by **99%**

[Read the full story](#) →

Rock Field strengthens business continuity while reducing operating costs



Cloud scalability for both physical and virtual environments

Having faced data recovery difficulties during the great Hanshin-Awaji Earthquake of 1995, Rock Field understands the importance of disaster recovery (DR) and business continuity planning (BCP). However, the company's DR system, which uses a dedicated application device built in 2014, was reaching limitations as the company upgraded its other systems.

The company chose Veeam for cloud backup to AWS to maintain its DR and BCP stance while solving the problem of insufficient capacity.

With Veeam for AWS, Rock Field can flexibly expand capacity as needed. Veeam eliminates hardware-related work, and its user-friendly operating and reporting function reduces the company's backup/DR operation management requirements. In addition, the company succeeded in reducing capital investment costs in DR-compatible systems by about 30% while expanding the scope of backup and improving the efficiency of DR tests.

“ Ensuring business continuity is a very important issue for us. With the operation of the new DR system by Veeam and AWS, we can now safely protect our data while lowering cost. ”

– Mr. Yoshiaki Ota, IT System Group Leader | Rock Field

The Challenge

Replace a dedicated disaster recovery system with a cloud solution more capable of protecting business systems and data

The Solution

Veeam Backup & Replication

The Results

- Increases the number of backup target systems by **10** with the flexibility to expand capacity
- Reduces backup/DR operation management load with user-friendly operating and reporting
- Strengthens BCP and reduces operation management costs by about **30%**

[Read the full story](#) →

Deploy data protection that **works across AWS and hybrid cloud** environments

In today's hybrid and multi cloud business environment, you need to maintain data protection and availability everywhere. Together, Veeam and AWS deliver backup and recovery that's ready for modern business needs. We work together to create solutions that help you make sure data is always protected, secure and actively working for your business.

Find out how Veeam and AWS can help you effortlessly protect, secure and manage your AWS data with two free software options.

[Hybrid cloud trial](#) →

[AWS free trial](#) →

