# veeam

# World's Largest Data Center Provider Delivers 24.7.365 Availability to 10,000 Customers with Veeam and NetApp



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— Daniël Zuthof
   Solution Architect
   Equinix, Inc.

## The Business Challenge

Equinix believes in the power of interconnection.

Just as PCs, networking gear and Web apps revolutionized previous digital eras, innovation in connectivity is fostering new forms of interaction. Equinix believes interconnection is this era's game changer.

Interconnection provides game-changing results for enterprises. Equinix connects their employees, partners and customers with cloud solutions that deliver the reliability, redundancy and resiliency required to keep their businesses running — no matter what.

"We help enterprises maintain availability and control of their data," said Daniël Zuthof, Solution Architect at Equinix. "Our customers vary by industry, but they all have one thing in common: They require 24.7.365 Availability."

Equinix has 10,000 customers, including the Dutch government and world-class brands such as Foursquare, Front Porch Digital, HarperCollins, trivago and Voxel.

"We customize IT solutions for each customer, but their need for 24.7.365 Availability remains constant," Zuthof said.

Delivering 24.7.365 Availability was Equinix's challenge. Legacy backup lacked scalability, making it difficult to back up customers' data (2 PB on 4,200 VMware vSphere virtual machines) within specified recovery point objectives (RPOs) in their service level agreements (SLAs).

### Industry

Technology

### Company

EQUINIX

Equinix, Inc. connects the world's leading businesses to their customers, employees and partners through more than 180 data centers in 44 cities on five continents. Equinix is where companies come together to realize new opportunities and accelerate their business, IT and cloud strategies. Headquartered in Redwood City, California, Equinix employs 6,200 people worldwide.

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**Customer
Story**

"Service providers live and die by one defining capability—service delivery," Zuthof said. "We promise to protect customers' data and deliver it 24.7.365. Data loss is intolerable. If we lose data, we lose customers.

## The Veeam Solution

Equinix replaced legacy backup with Veeam® Backup & Replication™. Veeam delivers 24.7.365 Availability of customers' data.

"Veeam is the only solution we trust for data availability and data protection," Zuthof said. "Veeam always works."

Zuthof said the biggest differentiators between Veeam and legacy backup are scalability, integration and versatility.

"Legacy backup wasn't designed to back up petabytes of data," he explained. "Veeam backs up and replicates 2 petabytes of data from NetApp Storage snapshots very quickly because Veeam integrates with NetApp. High-speed backup enables us to back up all data within specified RPOs to meet our customers' SLAs."

Zuthof said Veeam also integrates well with Microsoft PowerShell, VMware vSAN and vCloud Director. And Veeam is hardware and storage agnostic.

"Veeam adapts to any customer's environment because it's versatile," Zuthof said. "These are enormous benefits for a service provider because it means we can onboard customers 50 percent faster. The faster we onboard a customer, the faster we can serve the next customer, which makes our business more agile."

Zuthof said Veeam's reputation precedes itself.

"Customers know Veeam and trust Veeam. They've heard from other people that 'Veeam just works,' and they're ready to get started. They're ready for 24.7.365 Availability."

### Challenge

Legacy backup lacked the scalability to back up all customers' data (2 PB on 4,200 VMware vSphere virtual machines) within specified RPOs, putting 24.7.365 Availability of their data at risk.

### Solution

Veeam Backup & Replication

### Results

- Delivers 24.7.365 Availability of data

- Meets RPOs in SLAs with customers

- Onboards new customers 50 percent faster

## The Results

- **Delivers 24.7.365 Availability of data**

  In today's workplace, customers, employees and partners are dispersed across many geographic locations, they're processing more data than ever before, and they're using multiple devices. Equinix connects them with customized cloud solutions and Veeam provides 24.7.365 access to their data.

- **Meets RPOs in SLAs with customers**

  Veeam offers scalability like no other availability solution. Veeam was designed to back up petabytes of data on thousands of virtual machines. That's why Equinix can back up 2 PB of customers' data on 4,200 virtual machines within specified RPOs.

- **Onboards new customers 50 percent faster**

  "Next to 24.7.365 Availability, Veeam's best attributes are scalability, versatility and integration," Zuthof said. "Veeam works in every customer environment, making it easy for us to onboard new customers quickly."

### About Veeam Software

Veeam® has pioneered a new market of *Availability for the Always-On Enterprise™* to help companies solve the challenges of keeping their businesses up and running at all times. Veeam enables the Always-On Business™ with solutions that provide recovery time and point objectives (RTPO™) of less than 15 minutes for virtualized applications and data.

**Learn more**
www.veeam.com

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