Veeam and Quantum:
The Top 10 Reasons to Choose Quantum DXi to Support Veeam Backup

Quantum | **VEEAM**

Veeam is a market-leading data protection product for virtual environments. Quantum DXi® is a market-leading deduplication appliance. Veeam recognizes that performance and availability are key reasons there has been an overwhelming move to virtualized server deployment. To be able to align with this strategy, it is important for customers to choose a disk-based target system that delivers the results Veeam customers require.

The Quantum DXi portfolio provides industry-leading inline data deduplication and compression and is available in hardware-based appliance models, as well as a virtual DXi appliance that can be installed on any VMware host. The two DXi hardware-based appliances: the DXi4700 (5-135TB, up to 6TB/hour) and the DXi6900 (17-510TB, up to 16TB/hour), where all capacity is provided using a Capacity-on-Demand license which affords non-disruptive expansion as the customer environment grows in the future. DXi appliances optionally offer encryption for data-at-rest using SEDs (Self Encrypting Drives).

Here are the top 10 reasons customers should pair the power of Veeam and Quantum DXi when deploying a virtual server data protection solution.

1 VEEAM INSTANT RECOVERY SUPPORT.
It's not about a landing zone, it's all about performance; the DXi portfolio consistently delivers the highest performance of any products available today. Simply stated, *Quantum DXi supports Veeam Instant Recovery*; and not only does DXi support Instant Recovery from the most recent backup image—the customer can *choose an image from any point in time* to perform Instant Recovery.

2 SIMPLE PORTFOLIO – NO HIDDEN COSTS.
Unlike many backup appliance vendors, Quantum has two basic models of the DXi that deliver capacity ranging from 8TB-510TB usable disk. Both the DXi4700 and the DXi6900 allow customers to scale capacity from the original installed system using a Capacity-on-Demand licensing scheme. DXi models also deliver all features in the initial purchase with no hidden costs or add-on licenses required. For customers with sensitive data, Quantum DXi also delivers encryption options for data at rest using Self-Encrypting Disk drive technology in the same hardware models that can be enabled at any time with no hardware changes.

3 CAPACITY: GET WHAT YOU PAID FOR!
Why waste up to 50% of your purchased capacity by having it consumed as a landing zone? The problem is that the capacity that is reserved as a landing zone is subtracted from the capacity the customer purchased for storing backup images. Quantum DXi delivers inline deduplication and compression—there is no wasted space. When it comes to understanding the differences and issues created with post-processed deduplication, Quantum speaks from experience; that's the way DXi performed deduplication over five years ago. After converting DXi to totally inline deduplication, not only was all capacity available for customer content, but the overall performance increased due to not handling the data multiple times during and immediately after the backup was written. There are very few backup appliances doing things the way they were done years ago using post-processed deduplication, and those that are still doing post-processed deduplication the old-fashioned outdated way probably need to do so due to underperforming software and hardware technology.

4 YOU WANT TO GO TOTALLY VIRTUAL!
Quantum was the first deduplication appliance vendor to offer a totally virtual deduplication version of their hardware-based products. DXi V1000/V4000 can be installed on a VMware host and will deliver the same industry-leading capacity optimization without the need for dedicated hardware. This option also affords all of the high-availability features customers receive by running virtual application servers.

5 PERFORMANCE: I WANT IT ALL RIGHT NOW!
Why wait to increase performance until a capacity upgrade is required? Quantum DXi delivers the same performance across the entire capacity range of each product. All DXi hardware appliances include the StorNext® file system, which transparently manages dedicated storage pools separating metadata and deduplicated content, resulting in higher performance.

6 REDUCED DR CYCLES: MINIMIZE THE RISK!

When replicating data for DR purposes, it is very important for these tasks to be completed as soon as possible to mitigate the risk of not having off-site copies of business-critical data. The Quantum DXi begins to replicate new content immediately as it is stored on the primary target, and in many cases will have DR copies done within minutes of backup jobs completing. Post-processed deduplication products typically have a significantly longer lag time to complete the replication tasks.

7 SHARE THE RESOURCE AND REALIZE A MUCH HIGHER ROI!

Veeam is the expert at protecting virtual data; Quantum DXi is the best at performing deduplication and replication. Why not let Veeam perform at its best without adding the additional burden and required resources to perform deduplication on all Veeam servers, let DXi do the heavy lifting of deduplication, and return your virtual servers to full performance much faster?

8 TAPE: VEEAM SUPPORTS PHYSICAL TAPE!

Many organizations listened to the wrong advice and now are re-implementing the tape they removed a few years ago. Veeam embraces a strategy that includes physical tape creation in the core product. If tape is still in play, why not partner with Quantum—the market-leading tape manufacturer—to complete the virtual data protection solution?

9 MANAGEMENT: I SHOULDN'T NEED TO DO THIS TASK EVERY DAY!

Quantum DXi includes Advanced Reporting in every system. Advanced Reporting records and stores every detail about the DXi for a six-year period. If the customer wants to be able to do capacity monitoring or chargeback to various internal departments, DXi with Advanced Reporting combined with Vision® management software makes this all easy and will automatically send alerts and warnings based on customer-defined policies. Quantum DXi systems also include an easy-to-use scheduling tool to ensure system activities are prioritized to meet backup windows and control network loading during replication cycles.
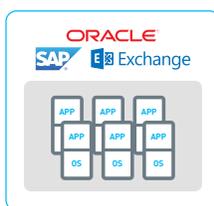
10 PAIR THE BEST WITH THE BEST!

Veeam delivers the best virtual server backup application. Unlike other vendors that only offer deduplication, Quantum offers a full range of backup storage choices, including deduplicated backup storage, plain block storage, and tape for long-term retention and archive. Don't get locked into one technology just because that's all that particular vendor offers—work with Veeam and Quantum to design the storage solution that is best for you.

Veeam: it just works, with Quantum!

Figure 1. **Veeam and Quantum Data Protection and Tiered Storage Solutions**