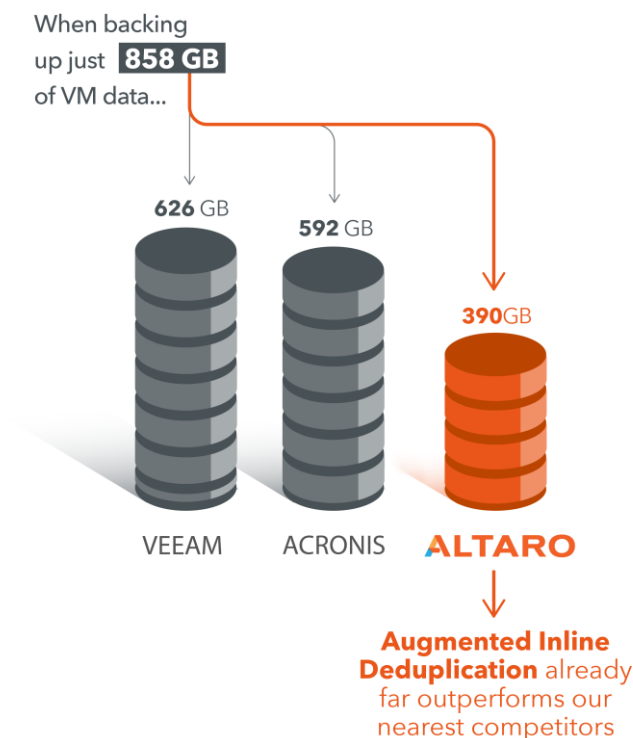


Altaro VM Backup 7.6 vs. Veeam Backup and Replication 9.5

Veeam's Backup and Replication (Veeam) is one of the most well-known products in the hypervisor backup market. Its popularity comes with high costs of ownership, however.

Executive Summary

- In fiscal terms, Veeam is **much costlier** than Altaro VM Backup. The pricing model is very complicated.
- Veeam is **very difficult to use** with a steep learning curve. Altaro VM Backup is designed for ease-of-use.
- **Veeam's installation path is very long and involved.** Altaro VM Backup can be set up and operational in a few minutes.
- **Veeam doesn't offer direct offsite backups to Azure**, only by adding on a costly appliance.
- **Altaro VM Backup is more efficient** at reducing the storage footprint for protected VMs with its new Augmented In-line Deduplication **and offers full control of backup/restore operations via web console** (Altaro Cloud Management Console).



Veeam Weaknesses against Altaro VM Backup

There are several aspects of Veeam that make the product a far from ideal fit for SMB-sized organizations.

- **High cost:** Measuring features per dollar, Veeam Backup and Replication is one of the most expensive backup products on the market today. This includes their method of providing backup storage in the public cloud. Altaro VM Backup is an affordable, full-featured alternative.
 - Veeam's cheapest option is more expensive than Altaro VM Backup's most expensive option.
- **Complicated pricing model:** The pricing model is a complicated multi-tier structure that makes it difficult to determine what you need to pay for and what you'll be receiving. Additionally, support is a separate purchase. If your organization starts out within the arbitrary limit set for the "Essentials" package (fewer than 6 total CPU sockets) but later crosses over into the range where an Enterprise license is necessary, the sticker shock can be extreme. Altaro VM Backup has a very simplistic pricing model that scales predictably.
- **Added indirect cost:** In addition to its own license, Veeam requires a separate installation of Windows and some sort of Microsoft SQL Server installation. Express Edition is acceptable for smaller institutions but Standard or higher, along with the requisite license, is preferred. This adds hardware and Microsoft licensing expenses on top of Veeam's cost. Altaro VM Backup requires no heavy database system and includes a lightweight console that can run directly from the virtualization host if necessary.
- **Storage Efficiency:** With Altaro's new Augmented In-Line Deduplication, Veeam is not as efficient when compressing and deduping protected workloads. In identical tests, Altaro VM Backup compressed and deduped 206GBs of data from 10VMs down to 73.9GB, while Veeam was only able to shrink it to 119GBs. This difference when compared against larger workloads is projected to be even more significant.
- **Web Console Lacks Full Control of Backup/Restore Operations:** The Veeam Managed Backup Portal is a web based interface for managing multiple Veeam installations across several customers. However, while the Veeam Managed Backup Portal allows the user to manage endpoints and view reports and licensing, there currently does not appear to be a way to Create and Apply Backup Jobs from the web UI. The job has to be created in the on-premise application and *then* it can be executed from the web UI.
- **Difficult to use:** Veeam's products are so difficult to use that they've found it necessary to implement a certification program. Initial configuration of backup jobs is not straightforward and may fail or not provide complete protection until the user learns what the various options and error messages mean. The descriptions for features and errors are often cryptic, especially for a new user. Day-to-day management of a functional environment is relatively simple, but the product's difficulty could be an added frustration during an emergency recovery operation, especially if the user performing the recovery has not practiced using Veeam. One of Altaro VM Backup's central design goals is ease of use such that even a novice user should face no meaningful barriers.



- **Complicated installation:** As with the overall difficulty of the product, the installation process is not straightforward. There are a number of questions, such as around the “vPower NFS” service, that a new user won’t know how to handle. Additionally, the inclusion of License files adds an added step into the mix which may prove difficult for a novice user that is not aware of such things. Altaro VM Backup’s installation is very straightforward.
- **Veeam REQUIRES an appliance (Veeam Cloud Connect) running in Azure to facilitate Offsite Backups** into Azure. This increases cost and complexity into the solution. Altaro VM Backup can connect directly to an Azure Based Storage account for maximum efficiency and cost savings.

Veeam Backup and Replication Strengths against Altaro VM Backup

The primary strengths of Veeam against Altaro VM Backup involve its larger overall feature set. Many of these are more important for larger environments.

- **Backup to tape:** Veeam supports backing up to tape drives.
- **Pre-/post- scripts Inside the UI:** Veeam can schedule special routines to run before and after backup. Altaro can do this, but with the scriptable API instead.
- **More Granular Restore Options:** Linux File Level Item Restore, SQL Object Restores, and AD object level restores add an additional level of granularity.
- **Replication:** Veeam can replicate VMs directly to another host.

Feature comparison

	Altaro VM Backup 7.6	Veeam Backup and Replication 9.5
Size of install files	315MB Main installer.	1.5 GB Does not include latest patches.
Time to Install	Less than 5 minutes If .Net Framework is already installed.	Varies, 30 minutes minimum. Additional time required if a clean Windows environment is not prepared. Additional time is required if an additional SQL instance needs to be set up.
Time to first backup	Less than 5 minutes. Depends mainly on the speed in which the operator can configure a backup target.	10 minutes or more Depends on operator's understanding of the software and complexity of the environment after installation.
Major Requirements	Hyper-V: No separate system necessary. The entire product can be installed on a Hyper-V host. VMware: The management console can be installed on any compatible Windows system,	Windows installation and SQL Windows installation should be dedicated. SQL Express is adequate for small organizations.



	including a desktop operating system. Does not need to be a dedicated environment.	
Ease of use	Very simple to use A novice user should be able to perform both backups and restores without much effort.	Extremely difficult to use Settings are not well-explained. Error messages are not clear. Veeam has found it necessary to set up a certification path for its products because they are so difficult to use.
Admin maintenance required	Minimal	Minimal to moderate If all is well, should require minimal intervention. Problems could take time to sort out.
Cost of ownership	Low Maximum \$875 per host.	Expensive \$950 minimum per host. (Assumes Backup Essentials which Maxes out at 6 CPU Sockets)
Price for 1 server host (2 sockets)	\$515 - \$875 (Lowest: Standard Highest: Unlimited Plus Edition. Both incl. 1 year SMA*)	\$950 (\$475 per socket) (incl. 1 year SMA) (This assumes Veeam Backup Essentials which does not contain all features and becomes more expensive after 6 CPU sockets)
Price for 5 server host (2 sockets per server)	\$2,575 - \$4,375 (Standard / Unlimited Edition / Unlimited Plus, incl. 1 year SMA)	\$7,800 (\$780 per socket) (incl. 1 year SMA) (Going over 6 sockets requires standard licensing, which again does not include all features)
Pricing structure	Straightforward Priced per host.	Complicated Multi-tier, multi-product structure. Can use "Essentials" priced per socket pair, but only if using a total of 6 sockets or fewer. For 7 or more sockets, must use another license type which will be a bundle of some sort. Different Features at Different Tiers of the product
Maintenance and Support cost	25% Of current license fee. First year included with initial license purchase, with 5-10% discounts on multiple year renewals.	20% of initial license fee. (discounts for multiple years) (Basic Support Comes with License, Production Support is an added Charge)
Quality of Support	99% client satisfaction 22s avg response time – phone <1h avg response time – email 16s avg response time – live chat	Veeam support generally has mixed-reviews . While some larger organizations seem to be happy with it, there have been some



		reports from smaller organizations that have reported issues.
Fit for SMB organizations (1-50 hosts)	Perfect fit Altaro provides a product with a feature set and pricing model that fits well with SMB needs and budgets.	Too complicated and expensive Price jump from 6 to 7 sockets will be a budget-shock.
Storage Efficiency Statistics	Compresses and Dedupes 206GB of data over 10 VMs down to 73.9GB	In same test Veeam compresses and dedupes 206GB of data over 10 VMs down to 119GB
CSV-aware / Support for vCenter		
Agentless		
Offsite Replication w/ WAN Acceleration		
Start VM Directly from Backup		
Live Backups of Windows and non-Windows VMs		
Hyper-V and VMware Support		
Web Based Management Available?		
Conduct Backup and Restore Operations from within Web Console?		
Can backup directly to an Azure Blob Storage Account?		
Can run backups every 15 minutes?		
Tape Support		

* SMA = Software Maintenance Agreement that covers software updates and Technical Support