Comparing Unitrends to Veeam

Enterprises Prefer Unitrends' All-in-one Solution for Complete Data Protection and Cloud Empowered Business Continuity

Top 5 Reasons Unitrends Beats Veeam

1. **100% Confidence in your disaster recovery**
2. **Fully integrated cloud**
3. **Simpler to deploy**
4. **Advanced Ransomware Protection**
5. **Easier to use**

Veeam is Playing Catch-up!
Veeam relies on their marketing engine rather than their technology to generate new sales. Products that Unitrends already has are either being promised for the future or non-existent from Veeam. For example Veeam needed a nine-month beta program to learn how to deal with physical servers. Veeam also does not manage content in the cloud, relying exclusively on partners rather than integrating a purpose built cloud of their own.

Unitrends Shines
Unitrends offers all-in-one solutions that protect all your physical and virtualized servers and provides the most comprehensive cloud recovery solution in the industry. Unitrends gives you the ability to failover to the cloud with 1-hour and 24-hour SLAs that are proven through the use of Recovery Assurance, automated recovery testing and compliance reporting software. No competitor can match Unitrends' breadth of backup, recovery, and cloud solutions.

Key Feature or Benefit	Unitrends	Veeam	Why Unitrends Wins
100% Confidence in your Disaster Recovery	✓	X	• Both Veeam and Unitrends provide the ability to automatically test and verify protected VMs. However, only Unitrends can do this across Physical and Virtual applications as well as cloud workloads. • Unitrends has Recovery Assurance that tests full application recovery, documents the results and identifies any recovery issue.
Fully Inegrated Cloud	✓	X	• Unitrends has its own purpose-built cloud designed for long term retention and DRaaS, with great AWS & Google integration. • Veeam is extremely difficult to connect to any cloud. Veeam has limited public cloud integration and requires 3rd party Veeam Cloud Connect partners.
Simpler to Deploy	✓	X	• Veeam recommends multiple Windows VMs to deliver what Unitrends integrates into a single, easy to deploy solution. • Veeam can only dedupe data within the same job which mean more storage to protect the same amount of data. • Unitrends offers true global deduplication across the entire environment requiring much less space to store backups
Advanced Ransomware Protection	✓	X	• Veeam's own forums cite repeated examples of ransomware encrypting Veeam backups. • Unitrends contains AI software that searches for ransomware activity during each and every backup. Veeam makes you integrate all the security. Unitrends is secure out of the box.
Easier to Use	✓	X	• Unitrends user interface is intuitive, easy to use and requires no special training or bundled software. Unitrends operations can be completed with 60% fewer clicks than required by Veeam. • Veeam has 10 interfaces and many different Windows components to manage. • When you call Veeam Support you are talking to someone overseas. Unitrends Support is based in Columbia, SC.

The Details: Why Unitrends Beats Veeam

Superior Virtualization Protection
We hear a common complaint from Veeam users as they struggle to achieve short RPOs and complete their backups in their required time windows. Veeam relies exclusively on performing backups via VM snapshots. They are unable to do application or OS aware backups that would shrink the size of each backup and reduce the time it takes it to complete. As a result, Veeam users complain of performance impacts when performing backups of large workloads such as high-performance databases and Exchange mail systems. Unitrends can utilize a context aware agent to make ensure backups complete in the provided window and maintain application performance

Deep Cloud Integration
The cloud is an ideal way to ensure geographic resilience, especially those without a secondary location that need to protect copies of their data. Unitrends can easily manage protection for your VM workloads in hyperscale clouds such as Google or AWS. However anyone that has worked with hyperscale clouds knows it can be complex and very expensive. Unitrends has its own purpose-built continuity cloud designed for long-term retention and DRaaS, as well as great integration with AWS and Google. Offloading cloud backup and recovery to experts gives you 100% confidence you will recovery when you need to and let's you focus on those tasks only you can do - work with your business partners to improve company performance.

Advanced Ransomware Protection
New ransomware variants are emerging every day and your ransomware protection needs to evolve to keep up. Veeam has not kept up with new ransomware variants. (See https://forums.veeam.com/veeam-backup-replication-f2/yes-ransomware-can-delete-your-veeam-backups-t41500.html) Since Veeam is delivered as a Windows application, new ransomware variants actually target Veeam backups to ensure you will have to pay their ransom.

Veeam does not offer any automated ransomware detection and certainly nothing based on artificial intelligence (AI). They claim right on their website "Systematic patching, regular backups, maintaining the 3-2-1-0 Rule and constantly monitoring for potential threats are the only ways to protect your data and recover your critical IT systems from a ransomware attack." This is not true!

Unitrends appliances come with artificial intelligence (AI) that runs during every backup, analyses the randomness of file changes (not just change rates) and identifies backups infected by ransomware. Upon detection email and dashboard alerts are immediately sent to administrators, and all suspected backups are flagged with icons to prevent attempted recoveries using infected files. And to top it off, Unitrends appliances are delivered in hardened Linux, not ransomware's #1 target - Windows.

All-in-One Solution
Unitrends provides a disruptive approach to backup – with complete vertical integration (including the cloud), fast time to value and an all-in-one solution provided by a single vendor with industry-leading customer service. Unitrends appliances include all the software and features you would find in a large-enterprise data protection and recovery solution. Unitrends appliances include operating system, security, backup software, WAN acceleration, replication, cloud integration, and archiving.

Veeam's solution is more limited. For example Veeam Backup Essentials only offers data compression to optimize WAN performance. Unitrends optimizes WAN backups by combining deduplication, deduplication acceleration, compression, and encryption for secure byte-level data transmission.

Easy to Use Interface
Lost file recovery is one of the most common tasks performed by IT on an emergency basis and can chew up many hours of your time. Unitrends ensures easy file recovery. It takes less than five minutes to recover a lost file with Unitrends, from login to full restoration. The UI is easy and intuitive enough that any member of IT can recover a lost file without having to consult a manual or receive special training.

Easily set all aspects of protection using an advanced, intelligent feature called SLA policy automation. Unitrend's SLA Policy automation intelligently sets your backup schedule based on your RTO and RPO goals. Built-in one-glance, one-click dashboards and reports keep you fully up-to-date on the health and status of your backup and continuity strategy.