vBE vs. Veeam Backup Essentials
Superior Backup and Continuity for VMware Administrators

Top 5 Reasons vBE Beats Veeam

1. Very aggressively priced
2. Easier offsite backups
3. Advanced ransomware protection
4. All-in-one solution
5. Easy to use interface

Veeam has Moved On!
While Veeam made itself successful selling to VM Admins they have now set their sights on bigger prey, large enterprises. Today they are treating this market as a cash cow - decreasing engineering investment and increasing the annual renewal costs. Their products are still way too complex. VM Administrators don't have time to deal with Veeam's lack of features, complexity in integrating with the cloud and the rapidly rising prices.

vBE (VM Backup Essentials) Shines
vBE is purpose-built for organizations that need the power of a fully-featured backup and recovery solution for VMware deployments. vBE includes everything you would find in an enterprise solution including operating system, security, backup software, offsite WAN acceleration, deep cloud integration, and archiving. And the best feature, annual subscriptions are at last 30% less than comparable Veeam Backup Essentials.

Key Feature or Benefit	vBE	Veeam	Why vBE Wins
Aggressively Priced	✓	X	• Annual vBE licenses are priced at least 30% less than Veeam Backup Essentials but requires less time to manage, provides higher security, includes more features and twice the retention.
Easier Offsite Backups	✓	X	• vBE has its own purpose-built continuity 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.
Uses Less Storage	✓	X	• Veeam deduplication works primarily within a backup job, and more recently within a VM, providing little impact reducing storage volumes. Buying an additional 3rd party deduplication product kills your backup budget and creates interoperability challenges. • vBE integrates enterprise-class global inline deduplication that greatly reduces the amount of storage required.
More Secure Backups	✓	X	• Veeam solutions are built on ransomware's number one target - Windows. Veeam's own forums cite repeated examples of ransomware encrypting Veeam backups. • vBE contains AI software that searches for ransomware activity during each and every backup. vBE is delivered in hardened Linux. vBE is far simpler to secure than Veeam. Veeam makes you do all the security. vBE is secure out of the box.
Easier to Use	✓	X	• The vBE user interface is intuitive, easy to use and requires no special training or bundled software. vBE operations can be completed with 60% fewer clicks than required by Veeam. vBE is a virtual appliance so download, deploy and start backing up quickly and easily. • Veeam has 10 interfaces and many different Windows components to manage..

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The Details: Why vBE Beats Veeam

Very Aggressive Pricing
Veeam is not used to having a strong competitor when it comes to offering 6 socket protection to VMware Administrators. That has now changed. vBE annual subscriptions are priced at least 30% lower than those from Veeam, with renewal charges comparably less expensive as well.

vBE is also a more complete solution as it includes advanced deduplication technology, advanced features such as SLA policy management and automated ransomware detection with better integration with all types of clouds. vBE has no additional charges to get functionality missing from the solution.

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. vBE easily manages protection for your VMware 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. vBE 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-rep-lication-f2/yes-ransomware-can-de-lete-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!

vBE comes with artificial intelligence (AI) that runs during every backup, analyzes 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, vBE is delivered in hardened Linux, not ransomware's #1 target - Windows.

All-in-One Solution
vBE 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. vBE includes all the software and features you would find in an enterprise-level data protection and recovery solution. vBE includes 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. vBE 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. vBE ensures easy file recovery. It takes less than five minutes to recover a lost file with vBE, 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. vBE'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.