# 5 Reasons to Modernize Legacy Data Protection Strategies

# Introduction

Legacy solutions in the market today cause IT teams to spend too much effort on backup and recovery, which if modernized, would allow for more time and resources to be proactively spent addressing the real business challenges that have huge consequences for organizations such as cybersecurity, storage capacity, cloud mobility, costly capital expenditures and Digital Transformation.

Between September and December 2020, an independent research company asked 3,000 IT pros from 28 countries about their backup and found that **only 63% of backups completed on time without errors and 33% of all restore jobs/ tasks fail to be successful.**

Organizations are more aware of the impact of data loss than ever before and, with the explosion of remote working combined with the increasing sophistication of security attacks, data protection needs to keep up with the pace and become a business priority. Automation, ease of use and central control, as well as integration across all platforms, can deliver the efficiencies that build profitability for an organization.

This white paper will explore the reasons many organizations are choosing to modernize their legacy data protection solutions.
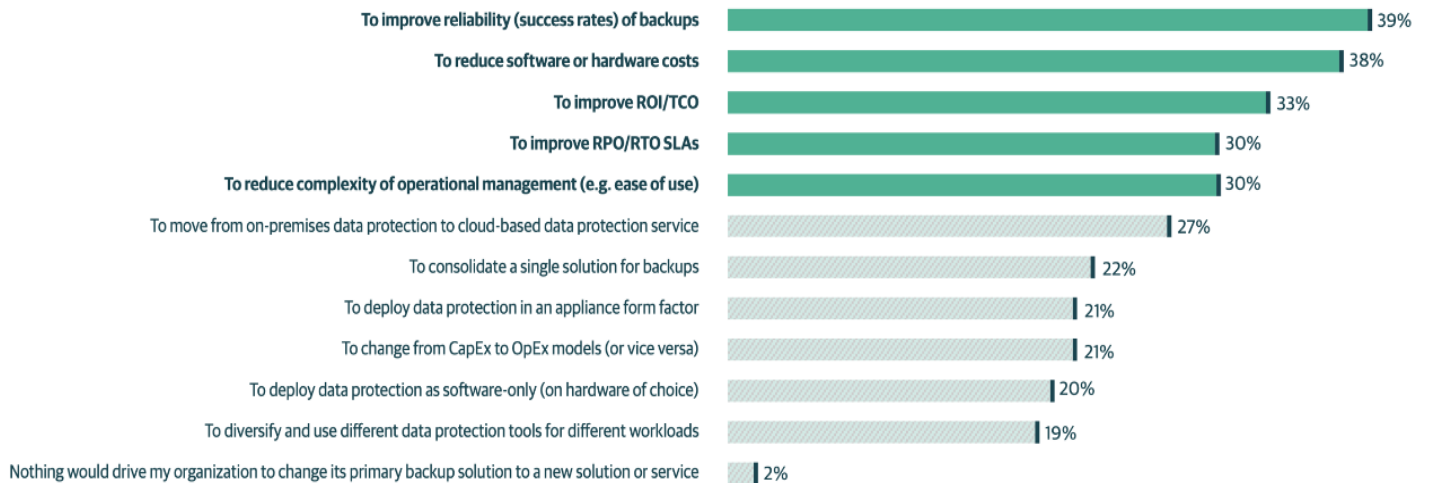
When 1,500 IT pros from around the globe were asked "What would drive your organization to change its primary backup solution to a new solution or service," most responded that **the 3Cs drive change in data protection solutions: capabilities, cost and complexity.**.   Only 2% of respondents claimed, "Nothing would drive my organization to change its primary backup solution to a new solution or service," while a whopping 98% of IT pros had a reason to switch.

**Is your organization one of these? Which of the following would drive your organization to change its primary backup solution to a new solution or service?**

Here is what 1,500 IT pros from around the globe had to say when asked this simple research question:

**Which of the following would drive your organization to change its primary backup solution to a new solution or service?**

| | |
|---|---|
| To improve reliability (success rates) of backups | 39% |
| To reduce software or hardware costs | 38% |
| To improve ROI/TCO | 33% |
| To improve RPO/RTO SLAs | 30% |
| To reduce complexity of operational management (e.g. ease of use) | 30% |
| To move from on-premises data protection to cloud-based data protection service | 27% |
| To consolidate a single solution for backups | 22% |
| To deploy data protection in an appliance form factor | 21% |
| To change from CapEx to OpEx models (or vice versa) | 21% |
| To deploy data protection as software-only (on hardware of choice) | 20% |
| To diversify and use different data protection tools for different workloads | 19% |
| Nothing would drive my organization to change its primary backup solution to a new solution or service | 2% |

Clearly, the, 3Cs (capabilities, cost and complexity) remain the top themes for switching data protection solutions.

# The 5 Reasons

## Reason #1

## Raise reliability (success rates) of backups.

IT teams need solutions that "just work" and provide immediate results. The most popular reason to modernize a legacy backup solution is reliability, or, a lack of reliability which stems from taking old code and attempting to retrofit it for the IT challenges of today.

Databases can often become prone to error and can cause complete data loss. Many solutions lack data recovery verification, or only provide this availability for limited platforms (for example, VMware only). Visibility into what is working and what's not can cause IT admins to discover there's an issue when it's too late. Sometimes this is blamed on a lack of training or skills, but if a backup solution is stable, reliable and simple, using modern technology, organizations can actually augment their current IT workforce so that they can focus on more business-critical issues.

**With FLxStore™ (powered by Veeam)**

Modernizing data protection solutions with FLxStore couldn't be easier because it is built around Veeam's tried, tested and trusted technology. Deployment as a managed service makes it hassle- free and "just works" for customers. With FLxStore customers get a single platform for modernizing backup, accelerating hybrid cloud and securing data, that also includes maintenance free local backup appliances to accelerate performance..

FLxStore provides data recovery options for businesses of any size. Customers can restore multiple types of data no matter the application or environment — virtual and physical, on premises or in the cloud — including VM recovery, recovery for NAS, recovery for databases, recovery to VMware, to Hyper-V and more.

## Reason #2
## Reduce software or hardware costs.

When considering the cost of data protection, it's easy to focus on the traditional costs — hardware, software and storage. Some hardware costs can come at a premium when you're locked-in and your software isn't flexible enough to handle alternatives. With FLxStore, the maintenance free appliance is included for the life of your subscription and there are no added costs. Customers have the freedom to use their own configuration while reliably keeping data safe and protected.

Many software solutions include add-ons, secondary components or ongoing services, hidden charges and data reduction promises that never quite come to fruition. **The challenge is finding the right balance between performance and cost-efficiency, and the recovery SLAs realized for the cost.**

Less tangible costs, those which impact the business enormously, are the cost of downtime and data loss. The impact that these can have on an organization's relationship with its customers or damage to brand integrity cannot be underestimated. Other costs include the time to get staff ramped up, trained up and running at full capacity, as well as the effort and resources to maintain a backup infrastructure, and lost productivity from reacting to data protection issues, as opposed to proactively working on important projects.

**With FLxStore (powered by Veeam)**

Veeam is a well-established provider of powerful and reliable backup and recovery solutions with a great reputation in the industry. Customers trust Veeam-powered FLxStore to eliminate their risk of data loss and downtime while scaling to meet their current business. FLxStore keeps things simple, reducing any complexity of installation and management because it "just works" and doesn't require special skills, heavy resources or technical training.

## Reason #3
## Realize ROI and lower total cost of ownership.

All data protection solutions encapsulate a great deal of data. In today's ecosystem, data is power, and the right ROI calculation isn't simply crunching the numbers of time saved versus money invested, but the value provided by putting your data to work.

### With FLxStore (powered by Veeam)

There are no added or hidden costs with FLxStore. Customers enjoy flexibility and simplicity, while reaping all the benefits of reliable data protection. This means a lower total cost of ownership and more efficient return on investment.

More organizations are making a shift from a CapEx to an OpEx financial model. FLxStore's Backup as a Service model supports this shift, and flexibility and portability are realized. An opex model that incorporates investment in cloud technology may help an organization optimize their business,

## Reason #4
## Improve RPO/RTO SLAs.

It takes years to build the required product breadth for backup configurations, architectural flexibility, snapshot integrations, replication capabilities — and more. The goal is how quickly and easily this can be done to minimize business interruption. Legacy solutions either lack the granularity for specific recoveries, or the scalability for bulk restores. If an organization cannot tolerate even a few minutes of data being lost in the shortest of backup windows then it requires Continuous Data Protection (CDP). Some vendors offer CDP as a separately priced product or require including it with another product for more regular backup needs, but most organizations would agree that it's the best when it comes built-in with an existing backup solution, operating replicas natively from the same console.

### With FLxStore (powered by Veeam):

FLxStore offers a variety of recovery options to satisfy even highly demanding SLAs, and has a proven track record of satisfied customers. For businesses that need additional data replication and failover capabilities, FLxStore connects to a companion solution FLxDR that provides partial or full failover service in the event of an extended outage. FLxStore will provision within a temporary private cloud in our data centers and FLxDR will support operations until the local environment is ready to resume primary operation..

## Reason #5
## Simplify operational management.

With backup software, ease-of-use cannot be understated, and with legacy systems teams often end up wasting valuable time "babysitting their backup" processes. Far too many backup and recovery products are difficult to use, complicated and work only through scripting or the right level of PowerShell expertise. Backup solutions should be flexible, scalable and able to evolve with the organization's needs.

**With FLxStore (powered by Veeam):**

Modern solutions like FLxStore give teams time back to work on other priorities, and attend to the organization's pressing business requirements. FLxStore is a robust, single platform for modernizing backup, accelerating hybrid cloud and securing data.

# Conclusion

Organizations are aware that data is the lifeblood of every business. It's used every minute of every day to make important decisions and crucial business choices. With data playing such a central role in day-to-day operations, it is no wonder that the protection of that data is a topic at the forefront of many C-Suite minds.

With the quantity of data that most companies store growing at alarming rates, legacy data backup and disaster recovery solutions are no longer cutting it for data protection. Applying one fail-safe solution to the entirety of a company's data is an outdated approach to Modern Data Protection and causes more harm than good.

FLxStore helps organizations modernize their backup and disaster recovery solutions with the benefit of Veeam's industry leading software. FLxStore quickly delivers a Modern Data Protection environment.

**To learn more about deploying FLxStore and FLxDR, contact your Donoma representative today for an obligation free consultation and quote.**