Veritas NetBackup™ Appliances

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Veritas NetBackup™ Appliance Savings over Build-Your-Own Media Server

Overview

Veritas NetBackup™ Appliances provide significant benefits over traditional build-your-own (BYO) media servers. Organizations are able to implement faster deployments, reduce risk, minimize planned and unplanned downtime, improve staff efficiencies, and enhance service levels. These benefits can be quantified and translated into financial savings; either operating expenditures (OpEx) and/or capital expenditures (CapEx) savings. Veritas provides the industry's only integrated and purpose-built backup and recovery appliance to address the financial challenges organizations face. By replacing seven (7) master or media servers with NetBackup appliances, a typical organization could save over $120,000 in three (3) years, as demonstrated in this example.

Five Areas of OpEx Savings

For many organizations, using an all-in-one appliance for backup and recovery is a better solution for simplifying IT tasks, increasing productivity, and providing significant cost savings. NetBackup appliances deliver OpEx savings in five (5) key areas:

- **Acquisition**—Eliminate ordering, approvals, scheduling, and delivery of separate media server components.

- **Installation and integration**—Eliminate the hassle of installation, integration, testing, and performance tuning.

- **Administration**—Tired of doing multiple tasks on different management consoles? Streamline administration with a single management console to control all functions of your media server.

- **Patching and firmware Updates**—Reduce compatibility issues by having to manage all the components for revision level, firmware, etc.

- **Support**—Eliminate finger pointing among the different products and component OEMs.

Acquisition

A sometimes overlooked element of a financial analysis is the acquisition costs. Too often these costs are not considered as they may go undetected, or may be discounted as it is perceived as not having much impact. Instead, it requires a substantial amount of time to properly evaluate and select a solution. Acquisition involves tasks for evaluating, creating the bill of materials, and ordering the components from multiple vendors. Veritas addresses:

- **Evaluation:** Selecting and identifying components to build the media server.

- **Bill of Materials:** Creating the list of materials and ensuring all the components are compatible with one another. Also, many organizations have corporate standards or require internal approvals for purchasing servers and/or operating system (OS).

- **Ordering:** Having to place Purchase Orders and track the components separately through multiple vendors.

There are definite advantages with a NetBackup appliance as it reduces the number of vendors involved and significantly reduces the amount of time spent managing and coordinating the different vendors.

Acquisition Savings: $8,077

Installation/Integration

The area with the greatest upfront savings is installation and integration. Installation is the initial receipt of the system through physically racking the system with power and network connections; often referred to as "rack and stack." Integration is the configuration, customization, and optimization of the appliance into the specific environment.

The installation and integration savings are from having a single appliance and not having to build it yourself. With a pre-configured, fully integrated, and performance-optimized NetBackup appliance, it greatly reduces the amount of work for some tasks or activities, and completely eliminates others. Veritas benchmarking information shows on average a 45 percent reduction in the following activities:

- **Hardware installation:** Reduction in time needed to install and test server, storage, internal components, including NICs and HBAs.

- **Software installation:** Reduction in time required to install and test an OS and NetBackup software.

- **Configuration:** Reduction in time required to configure hardware, software, and components.

In addition, an appliance greatly reduces risk to a project in the installation/integration phase. Risk comes from the amount of variability due to numerous components, issues of compatibility, and working with multiple vendors. NetBackup appliances provide significant benefits as they are a single, fully configured device which can be unboxed, racked, and running in less than an hour and have proven performance out-of-the box.

Installation/integration Savings: $9,928

System Administration

System administration of a build-your-own solution is often the most expensive operating expense. This is directly tied to supporting multiple and different components independently; server, OS, backup software, and storage. System administration is the daily or weekly operation of the master or media servers in the data protection environment.

NetBackup appliances provide significant administration savings by providing a single and easy-to-use interface for all backup, deduplication, and replication functions:

- **Interface administration:** Reduction in time required to make simple changes to multiple interfaces affecting OS, NetBackup software, server, and storage.

- **Storage pool scalability:** Time required to manage multiple RAID arrays (vendor dependent).

- **Software licensing:** Reduction in time to manage licensing requirement for each component (OS, NetBackup software, server, and storage).

Administration Savings: $63,606

Upgrade and Refresh

With any point solution, there are multiple components that will require firmware or software updates and patches. Compounding this is the fact that updates are not issued at the same time by the various OEMs or vendors, and verifying compatibility is often a management nightmare. Since the entire NetBackup appliance components are "inside the box" and supported by Veritas, firmware, and software updates are fully tested and validated, interoperability issues eliminated, and performance optimized. NetBackup appliances provide value through:

- **Patching and updates:** Reduction in time to maintain and verify compatibility with separate NetBackup and media server operating systems and hardware firmware.

- **Compatibility management:** Reduction in time required to track and maintain component revision levels.

Upgrade and Patch Saving: $52,500

Support/Maintenance

A great benefit of an appliance is having a single vendor to call for any and all issues. In other words, one hand to shake. In general, most OEMs provide adequate technical support. However, in those instances where it is not a "vanilla" problem, the challenges of coordinating multiple vendors for problem determination, escalations, and resolution can be very time-consuming and often frustrating.

With Veritas appliances, it is one number to call for all your support questions and concerns. NetBackup appliances address:

- **Troubleshooting:** BYO customers often find themselves having to diagnose hardware and software errors in order to contact the appropriate vendor.

- **Vendor support:** Reduction in time to manage multiple vendors (OS, NetBackup software, server, and storage).

- **Call home:** Reduction in time since there is no centralized Call Home feature for the media server (in BYO, there may be a separate call home for each hardware and software component.

Support/Maintenance Savings: $7,194

Capital Expenditures

Some organizations may spend less capital on a BYO media server than a NetBackup appliance. This may be possible by leveraging existing volume purchase agreements across the organization, utilizing "good enough" components, or not including all the functionality of the NetBackup appliance. Whatever the case, the organization must look at the total picture and conduct their evaluation based on both OpEx and CapEx.

An area the NetBackup appliance addresses CapEx is consolidating multiple components (server, storage, OS, and backup software) into a single appliance which saves valuable floor space and reduces power and cooling expenses.

Hardware and Software Costs: ($19,143)

Summary

NetBackup appliances provide significant financial savings over traditional build-your-own media servers. As demonstrated, the three years savings is $122,162 by replacing seven (7) master or media servers with NetBackup appliances.

Key Areas	Three (3) Year Savings
Acquisition	$8,077
Installation and integration	$9,928
System Administration	$63,606
Upgrades: software and hardware	$52,500
Support/maintenance	$7,194
Capital Expenditures	($19,143)
Total:	**$122,162**

Realize these savings today with NetBackup appliances!

The NetBackup Appliance Financial Analysis is based on the following assumptions:

Business Case Assumptions	
1. Annual Administration cost	$85,000
2. Depreciation cycle	3 years
3. Server cost	$6,500
4. Operating System cost	$1,250
5. Storage cost per TB	$1,500
6. Storage capacity per Media Server (TB)	40
7. Savings time horizon	3 years
8. Number of master and/or media servers	7

Additional Information

The information contained in this financial analysis is an illustration of how an organization can save on OpEx and/or CapEx. To learn more how NetBackup appliances may save your organization time and money while reducing complexity, contact your authorized Veritas Channel Partner or Account Manager for a custom report.

More Information

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Veritas Technologies Corporation enables organizations to harness the power of their information, with solutions designed to serve the world's largest and most complex heterogeneous environments. Veritas works with 86 percent of Fortune 500 companies today, improving data availability and revealing insights to drive competitive advantage.

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