# FAQ
# Lenovo TruScale Backup with Veeam®

With data growing at astounding rates, data management and security have never been more important for IT organizations. IT leaders are tasked with find solutions that provide relentless security, reduce attack surfaces and provide the ability to recover from anywhere to anywhere. However, implementing data backup infrastructure is challenging, and many organizations use cumbersome legacy systems for data protection and backup. Further complicating the situation are issues like fragmented or siloed data, the high IT costs that come from using non-automated and unintuitive solutions, incompatibility between storage platforms, and a lack of seamless data security. Data security is particularly relevant to data backups, as cyberthreats like ransomware continue to be a major threat to many organizations. Failure to maintain a secure data backup can lead to the loss or destruction of highly sensitive data that could severely impact a customer's reputation.

The following statistics illustrate the severity of the ransomware problem:

- In the space of 12 months, **85%** of organizations have had partial or complete ransomware attacks on their backup repositories, dramatically impacting their ability to recover data without paying the ransom.

- Almost all attackers attempted to destroy backup repositories to disable the victim's ability to recover without paying the ransom.

- Most (**80%**) victims paid the ransom to end an attack and recover data. Unfortunately, while **59%** paid the ransom and were able to recover data, **21%** paid the ransom but were still not able to recover data.

To help customers address these concerns, Lenovo has created TruScale Backup with Veeam, which uses the TruScale services subscription model  to provide customers with a reliable, secure, scalable, and easy-to-use  data backup solution.

**Smarter technology for all**

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### 1    What is Lenovo TruScale Backup with Veeam ?

TruScale Backup with Veeam is a data backup and recovery solution that protects all workloads, be they on-premises, in a hybrid environment, or in the public cloud. Available as a subscription, the solution orchestrates the backup and recovery process, efficiently secures backups of critical data, and allows for a safe restore of data in the event of a security breach or cyberattack. This relieves IT teams of the burden of data storage design, implementation, and maintenance and gives businesses peace of mind in knowing they are protected with one simple, scalable, pay-as-you-use solution. The solution combines Lenovo appliances with Veeam Data Platform to a deliver backup subscription service specifically designed to reduce IT complexity in today's on-premises and multi-cloud environments.

### 2    What does the solution include?

The solution is deployed on-premises, either at the customer site or at a co-location facility. It includes Lenovo ThinkSystem industry-leading storage, server, and hyperconverged infrastructure and the use of  Veeam's backup and replication software.

### 3    How do I know if the Lenovo and Veeam solution is compatible with my data source?

It's simple: TruScale Backup with Veeam is compatible with any data source. It can be a Lenovo unit, or the cloud, or hardware from another provider, whatever it is you need to back up. This dramatically simplifies backup for organizations using infrastructure from multiple vendors or comprising a mix of legacy solutions.

### 4    How do you ensure data sovereignty?

Compared to many cloud-based solutions, TruScale Backup with Veeam can offer a completely different level of data sovereignty. As an on-premises solution, Lenovo and Veeam's operating agreement doesn't grant third parties access to the data in any circumstances.

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### What is the billing structure of TruScale Backup with Veeam?

The solution is Priced based on points consumed, and the cost includes everything from the Lenovo infrastructure to the use of Veeam software, along with backup copies of the data.

The service agreement offers optimal flexibility, enabling customers to backup data from any source. This is a significant benefit, as many other service providers on the market require customers to choose what they want to back up in advance, making it challenging to adapt and scale the solution to meet changing requirements.

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### Can TruScale Backup with Veeam help me improve the return on my IT investment?

Inefficient data management, with a siloed approach to compute, storage, and networking can increase costs as well as limit agility that is needed to leverage data-driven initiatives. Moreover, poor data security opens up room for malicious activity, putting operation at risk from attacks. TruScale with Veeam can help overcome these challenges by enabling efficient workload consolidation, consistent and reliable access to business-critical data, and better control over your evolving backup requirements to help you optimize your resources. This is proven by research by IDC, which shows that Veeam users enjoy 329% three-year ROI and a 77% improvement in response time.[1]

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### How many backup copies can I make?

With TruScale Backup with Veeam, you can create copies of the backed up data at no additional cost to meet any RPOs regarding secondary, tertiary or scale-out repositories. This helps you meet the 3-2-1-1-0 rule for best practice regarding data storage, allowing you to have a minimum of three copies of the data in two different platforms in addition to one copy in offsite location, one of which is air-gapped or immutable, and zero errors. This speeds up disaster recovery, ensuring you are fully protected with multiple copies in case you need to retrieve data.

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### How do I stay up to date on the status of my backed up data sources?

Customers can monitor their backups in real time through Veeam's Self-Service Backup portal. This makes it easy to gain useful insight over the management of their data and optimize control, including VM and file restore.

For more information about how TruScale Backup with Veeam can help organizations safeguard their data, visit www.truscale.com.

1. IDC The Business Value of Veeam, July 2022 https://www.veeam.com/wp-idc-business-value-veeam-platform.html?ad=homepage-why-veeam

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