

Veeam Helps Betta Pharmaceuticals Improve ROI by Leaps and Bounds



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— WANG Chao
IT Manager
Betta Pharmaceuticals Co., Ltd.

The Business Challenge

Betta Pharmaceuticals Co., Ltd. is a national-level pharmaceutical company which focuses on innovative pharmaceutical research and development based on independently developed intellectual property rights and has integrated development, production and marketing capabilities. From its establishment in 2003, Betta Pharmaceuticals has focused on new medical research to bring relief to suffers of malignant tumors, diabetes, cardiovascular diseases and other diseases and made its debut on the capital markets in November 2016.

As Betta Pharmaceuticals' output value increased relentlessly in recent years, the traditional "piecemeal" style of data management was no longer able to satisfy the data protection and restoration requirements for large amounts of data. The pharmaceutical industry also has stringent demands for data backup and restoration. Betta Pharmaceuticals has already established a new data center and requires a flexible, reliable and scalable infrastructure. However, traditional backup solutions cannot satisfy Betta Pharmaceuticals' Recovery Point Objective (RPO). In addition, data backup solutions based on traditional virtual environments lack the performance optimizations of cloud computing and cannot handle the rapidly increasing data load. Its insufficiencies are evident in the obvious "strain" it shows when handling large amounts of data.

Industry

Pharmaceutical

Organisation



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"A series of tests and experiments must be conducted first prior to medicine production and some of the production testing and experiment related equipment must be connected to an information system for processing. If anything goes wrong in the system in terms of information security, or if experiment data cannot be uploaded, or if data is incomplete or lost, then the final experiment data will be incorrect and will lead to problems in the medicine produced which can lead to even worse consequences". Betta Pharmaceuticals' IT manager, WANG Chao, is responsible for choosing the IT solution and is familiar with the requirements of the core departments of the company. He has chosen terminal data backup, maintenance, and information security as Betta Pharmaceuticals' main focus.

The Veeam Solution

After many studies and examinations, Betta Pharmaceuticals finally selected Veeam® Backup & Replication™ Enterprise Plus out of the many options for its backup solution. WANG Chao indicated: "Betta Pharmaceuticals is currently in a phase of rapid development and the demand for various applications is increasing rapidly. Traditional fixed data backup and restoration models are non-scalable and do not meet the development requirements of our business. Veeam and Cisco's hyper-converged architecture provides a solution that has good flexibility, scalability and is easy to use. Veeam Backup from Storage Snapshot greatly improves backup speeds and as a result, reduces the effects of high workloads during backups (VM). Performance improvement and capacity expansion can be implemented by simply adding nodes which reduces costs and creates great commercial value for the company."

During the service docking with Betta Pharmaceuticals, this solution exhibited convenience, Availability and high security and has earned the praise of key staff from the IT department. In particular, they praised the virtual machine and file recovery functions which directly improved Betta Pharmaceuticals operating efficiency.

In terms of virtual machine recovery, Veeam's vPower technology was used which is capable of running virtual machines directly from compressed and deduplicated backup files from backup storage devices. In terms of storage devices in the operating environment, virtual machines can be initiated from the backup files. If a virtual machine experiences a fault, it can be restarted on any host within a few short minutes.

Currently, almost all of Betta Pharmaceuticals' services are deployed on the system in a virtualized manner, including the virtual desktop for the whole company. Veeam is responsible for all backup operations in the virtual environment for all service systems, application systems and for all virtual desktop data.

November 2016. The company has 11 sales offices around the country and has a sales team of close to 400 people and more than 800 employees.

Challenge

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The Veeam Solution

The Veeam Backup & Replication Enterprise Plus solution works with the Cisco HyperFlex platform to help Betta Pharmaceuticals implement real-time virtual machine recovery, application recovery, file recovery and automatic recovery verification without the need to deploy and maintain a proxy. It also provides single backup, full comprehensive backup, copying and Hyper-V support cost reduction and some other advantages.

Furthermore, Veeam has partnered with Cisco to integrate its solution with Cisco hyper-converged architecture to achieve efficiency, flexibility and to implement the computation power of Cisco UCS. This also ensures "24.7.365" Availability of data in many cloud environments with good flexibility and scalability that is easy to use.

The well-respected file-level recovery function is based on image backup and virtual machines can be quickly recovered on any host without the need to rebuild the system from scratch. From the outset, Veeam provides backup recovery based on images. In fact, Veeam supports 19 different file systems, significantly ahead of other backup solutions.

Furthermore, Veeam also provides virtual laboratory technology to create isolated environments, where virtual machines can run without the risks associated with running in the production environment.

The Results

- **Implements real always-on Availability**

Availability has three meanings: Timely recovery during service interruption (within half an hour to an hour); good time sensitivity and speedy problem solving; and lastly, guarantee of the integrity of mailbox, ERP and other data from various service systems.

- **Centralized management of backup for all virtual environments**

Veeam's Availability solution includes optimization functions aimed at cloud computing and implements centralized management of backup for service applications and for all virtual desktop data. Furthermore, the solution has less moving parts, therefore it is easier for the client to upgrade. Veeam clients usually upgrade to the newest version of VMware a year before others in the industry and will not experience the problem faced by other companies where old tools may not be compatible with new virtual environments.

"From the perspective of economic benefits, effective marketing data, including development data, are priceless assets. The prevention of its loss is actually a benefit". WANG Chao said. Compared to traditional backup tools, Veeam Backup & Replication is easy to use and maintain and the backup and restoration operations are easy to understand and operate and do not require deployment or maintenance of proxy. The backup infrastructure can also expand or be reconfigured according to demand without additional costs or fees. It also does not incur any fees on the central management component.

Results

- Implements real always-on Availability
- Centralized management of backup for all virtual environments

About Veeam Software

Veeam® has pioneered a new market of Availability for the Always-On Enterprise™ to help companies solve the challenges of keeping their businesses up and running at all times. Veeam enables the Always-On Business™ with solutions that provide recovery time and point objectives (RTPO™) of less than 15 minutes for virtualized applications and data.



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