

Enhance Microsoft 365 data protection with third-party backup

A collection of success stories from our
innovative customers

Prevent data loss with a **secure and scalable solution**

Microsoft 365 is a foundational product for many organizations, but there is often a misunderstanding when it comes to its inherent backup limitations. That's why it's critical for your IT teams to ensure you have the right tools and solutions in place to prevent Microsoft 365 data loss — especially in the event of a natural disaster, security breach, accidental erasure, or challenging compliance and eDiscovery scenarios.

With Druva, you'll get a comprehensive backup and protection solution for Microsoft 365, including Microsoft OneDrive, Exchange Online, SharePoint, and Microsoft Teams, as well as endpoints, data centers, SaaS applications, and cloud-native workloads. Get ready to resolve any data protection challenges without dedicated hardware, software, or resources.

In the following sections, discover how your peers enhanced Microsoft 365 data protection with Druva — and how you can do the same.

How Druva does it

- Unique cloud architecture and expertise in leading SaaS apps
- Backup and recovery — ensure a clean copy of data is always available
- Air-gapped environment — guaranteed data availability, durability
- Management via a unified interface — empower admins to manage data
- Transparent business model — predictable, controllable costs
- On-demand data protection — scale up, scale down

Worldwide manufacturer **secures** servers and Microsoft 365



Founded in 1883, Hope Global has become a worldwide manufacturer employing more than 1,750+ team members.

The challenge

To backup business-critical data on VMs, Windows and Linux servers at several locations, and in Microsoft 365, Hope Global used Veritas NetBackup and LTO tape drives for offsite storage. Slow recovery of data from offsite tape storage location presented the biggest challenge for the company. Managing multiple backup solutions for servers and endpoints was also time consuming and did not meet business SLAs for recovery times.

The solution

Druva provides a single pane of glass through which IT can manage backups and restores of physical servers (Windows, Linux), VMs, and Microsoft 365 (300+ users). Using Druva to protect Microsoft OneDrive helps Hope Global reduce the risk of data loss and non-compliance penalties that may result from gaps in Microsoft's data retention policies and data recoverability.

Highlights

- 90% faster time to recover deleted or lost files utilizing the Druva Cloud Platform
- 75% reduction in administrative overhead
- One IT person can manage backups of SaaS and data center workloads

[Read the full customer story here](#)

Independent fruit processing company **protects** VMs, endpoints, and Microsoft 365



Founded in 1969, National Raisin Company (NRC) is the largest independent grower, processor, and packer of dried fruits in the U.S. serving customers in the retail, industrial, and food-service sectors.

The challenge

NRC had implemented Quest Rapid Recovery running on a physical server to protect its VMs. But, backup issues were encountered when Quest, running on old hardware, wasn't properly backing up Microsoft Dynamics ERP. It also wasn't able to backup and secure NRC's Microsoft 365 data. Unfulfilled requests to restore end user data mounted, which underscored the need for a data management solution that provided effective disaster recovery (DR).

The solution

The Druva Cloud Platform provides a single pane of glass through which NRC can manage backups for 29 VMs, endpoints, and Microsoft 365. By obtaining daily reports from the Druva dashboard on backup status, NRC has eliminated manual backup management. With Druva's cloud-native DR and one-click failover deliver DR-as-a-service (DRaaS), NRC doesn't need to manage DR infrastructure.

Highlights

- 100% visibility into backups for VMs, endpoints, and Microsoft 365
- 75% less time spent managing backups, improving workforce productivity
- Increased business resilience with reliable recovery

[Read the full customer story here](#)

Global services leader **reduces costs** for Microsoft 365 and endpoint protection



A global leader delivering alternative legal, business, and research support services for law firms, corporations, financial institutions, and professional services companies.

The challenge

Integreon struggled with Veritas Desktop and Laptop Option and lacked high-performance backup, remote wipe, and geolocation capabilities for laptops, as well as SaaS applications. They also needed to enable proactive data collection and preservation across endpoints and SaaS applications if legal holds or eDiscovery issues presented.

The solution

Druva's single pane of glass for protecting, preserving, and discovering information across endpoints made it the obvious choice to use when Integreon migrated to Microsoft 365. Integreon relies on Microsoft 365 to house business-critical corporate data, but its native data protection capabilities weren't enough. So, Integreon expanded its Druva deployment to unify Microsoft 365 backups into a single data pool that simplifies search, eDiscovery, and legal holds.

Highlights

- 25% reduction in labor costs
- 25% overall operational savings by eliminating costs for hardware, licenses, and renewals
- Fully automated, consistent backup routines for all laptop users

[Read the full customer story here](#)

Financial adviser **gains** **100% protection** for servers and Microsoft 365 data



Policy Services

A family run independent financial adviser formed in 2002 in Linlithgow, Scotland. For advisers they offer online access to client account information, helping to reduce their in-house costs and obligations. For policyholders, they provide administrative services and market advice when required.

The challenge

With 3,000 advisers, and 400,000 clients managed by those advisers, Policy Services needed to ensure 3.5 terabytes of data is safe, backed up, and recoverable should a disaster strike. They continuously endured a manual, nightly backup of physical Linux and NAS file servers to a physical server in London. And although they already shifted to Microsoft 365, email for strategic users was only being archived using Mimecast, which meant IT couldn't easily retrieve email.

The solution

“We looked at both Druva and Veeam for [Microsoft] 365, but found that Veeam would require us to have our own AWS storage, meaning the cost would be much higher than Druva. Additionally, Veeam would not have been optimal to backup our mixed operating system Linux servers.”
— Head of IT, Policy Services

Highlights

- 95% faster time to restore emails, inboxes
- Brand reputation maintained for 3,000 advisers
- GDPR compliance and ransomware protection

[Read the full customer story here](#)

Grammar school **turns** **to Druva** for Microsoft 365 backup



IPSWICH GRAMMAR SCHOOL

The oldest grammar school in Queensland, Australia and a Prep to Year 12 independent day and boarding school.

The challenge

Ipswich Grammar School was previously using Veeam on-premises for data protection of multiple enterprise workloads. But as they began to migrate Microsoft Exchange to Microsoft 365, they needed an alternative solution that was a backup solution built for the cloud without a suite of separate products — and where storage was part of the total solution — not separate.

The solution

As a 100% SaaS platform built on AWS, Druva enables Ipswich Grammar School to do cloud-to-cloud backup for Microsoft 365, as well as incremental backups for other data sources without ever needing to do a full second backup. For the school, this is delivering far more efficiencies than Veeam with faster performance.

Highlights

- **Significantly faster backups for Microsoft 365 and data center workloads**
- **Reduced TCO through long-term data storage retention**
- **Improved workforce productivity for 180 users**

[Read the full customer story here](#)

World leader SaaS personnel management **overcomes** Microsoft 365 data loss



Michigan-based WorkForce Software is a world leader in cloud-based personnel management, providing SaaS solutions to organizations.

The challenge

WorkForce Software's IT team constantly worried about critical data loss gaps in Microsoft 365. Utilizing a legacy onsite product, the team dealt with painfully complex tape management for archival purposes and were frustrated with the lack of central visibility and control. They also suffered from rising infrastructure costs and manual effort to meet demands. Additionally, the team had concerns about regional controls to address compliance issues.

The solution

Druva provides WorkForce with a single pane of glass for Microsoft 365, Google Workspace, and user device information management compliance issues. "We were looking to unify some of the ways we backed stuff up, so the ability to ... better serve our [Microsoft] 365 environment was a key driver."
— Director of IT Operations, WorkForce

Highlights

- Centralized data protection globally for SaaS apps and end-user devices, aligning with regional policies
- Eliminated engineering time previously spent supporting backup and archival
- Decreased costs with cloud-native scalability and security

[Read the full customer story here](#)

Here's what your other peers are saying



“ Druva inSync is simple, easy to manage, works well. It solves my data protection problem. We are fully protected from end to end, including our Office 365 data!

— [Manager in Customer Service, Information Technology & Services Company](#)

“ New cloud-era data backup solution!

— [General IT Manager, Semiconductors Company](#)

“ We are using inSync to protect O365's Exchange mailboxes, and OneDrive data storage. inSync was easy to configure to backup these apps, and affords great visibility into what is being backed up, and recovery of items if needed.

— [MIS Administrator, AC Controls, Inc.](#)

“ Druva inSync — complete and easy solution for Office 365 backups!

— [IT Operations Engineer, UK Broadband](#)

“ Druva inSync is a great product that just works and works well.

— [Professional in Information Technology, Sports Company](#)

Next steps

It's important to understand that Microsoft 365's built-in offerings aren't sufficient enough to fully protect your valuable data from risk and loss. Once you've altered your approach, it's critical to re-examine your backup strategy and consider partnering with a third-party cloud data protection leader like Druva. As you've witnessed from the customer success stories and quotes in previous sections, your peers look to Druva to deliver a comprehensive cloud-native data backup and protection solution for Microsoft 365. **And now, it's your turn to give Druva a try.**

druva.com/solutions/microsoft-365-backup



Find Druva in AWS Marketplace

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Druva™ delivers data protection and management for the cloud era. Druva Cloud Platform is built on AWS and offered as-a-Service; customers drive down costs by up to 50 percent by freeing themselves from the burden of unnecessary hardware, capacity planning, and software management. Druva is trusted worldwide by over 4,000 companies at the forefront of embracing cloud. Druva is a privately held company headquartered in Sunnyvale, California and is funded by Sequoia Capital, Tenaya Capital, Riverwood Capital, Viking Global Investors, and Nexus Partners. Visit [Druva](https://druva.com) and follow us [@druvainc](https://twitter.com/druvainc).