

Odessa Technologies boosts data resilience, reducing risk and recovery time with Veeam



Organization

Founded in 1998, Odessa Technologies is a global leader in asset, equipment, and auto finance software, making financing easy and accessible through its world-class platform.

Solution

[Veeam Data Platform — Premium](#)

[Veeam Data Cloud Vault](#)

Industry

Financial Services and High Tech

Region

Asia

“Veeam has strengthened our data resilience strategy. With centralized management, we’ve reduced administrative effort and can now focus more on proactive cyber resilience and ransomware protection.”

Raja Vellaisamy

IT Manager, Odessa Technologies

Challenge

Growing rapidly across markets, Odessa Technologies recognized the need to strengthen and streamline its data resilience strategy to ensure operational continuity and consistently deliver exceptional customer service.

Results

- Unified platform cuts data resilience complexity in a hybrid environment, protecting over 200TB of data
- Instant VM Recovery enables business continuity
- Disaster recovery orchestration unlocks automatic, non-disruptive disaster recovery (DR) testing

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Business Challenges

Odessa Technologies combines deep domain expertise with industry-leading technology to deliver streamlined asset, equipment, and auto finance solutions.

With the Odessa platform managing around \$200 billion in assets worldwide, any downtime or delay carries the risk of significant financial impact for both the company and its clients. Operating in the highly regulated financial services industry, cybersecurity is a top priority for Odessa.

“Our clients rely on continuous access to data hosted on Odessa’s software to make data-driven decisions and generate compliance reports,”

said Raja Vellaisamy, IT Manager at Odessa Technologies. “When they’re closing business deals, there’s no room for disruption.”

As data volumes have grown rapidly—reaching nearly 1 PB—the IT team recognized the need to strengthen its data resilience strategy. “As our data landscape evolved, our existing tools no longer met our growing needs,” said Vellaisamy. “We wanted a solution that offered better performance, seamless integration, and the scalability to support our expanding environment.”

The Veeam Solution

Odessa Technologies selected Veeam to enable comprehensive data resilience across its cloud and on-premises environments—supporting uninterrupted operations and continued world-class customer service.

“We chose Veeam Data Platform Premium for its strong performance in virtualized and cloud environments, built-in ransomware protection, and granular recovery options,” said Vellaisamy. “Compared to the other solutions we evaluated, Veeam also offers great usability and a much lower cost of deployment.”

Odessa deployed Veeam across its hybrid environment, covering the Odessa Core Web API, the Odessa Customer and Partner Portals, and core business applications such as ERP and CRM systems, protecting a total of 200 TB of data.

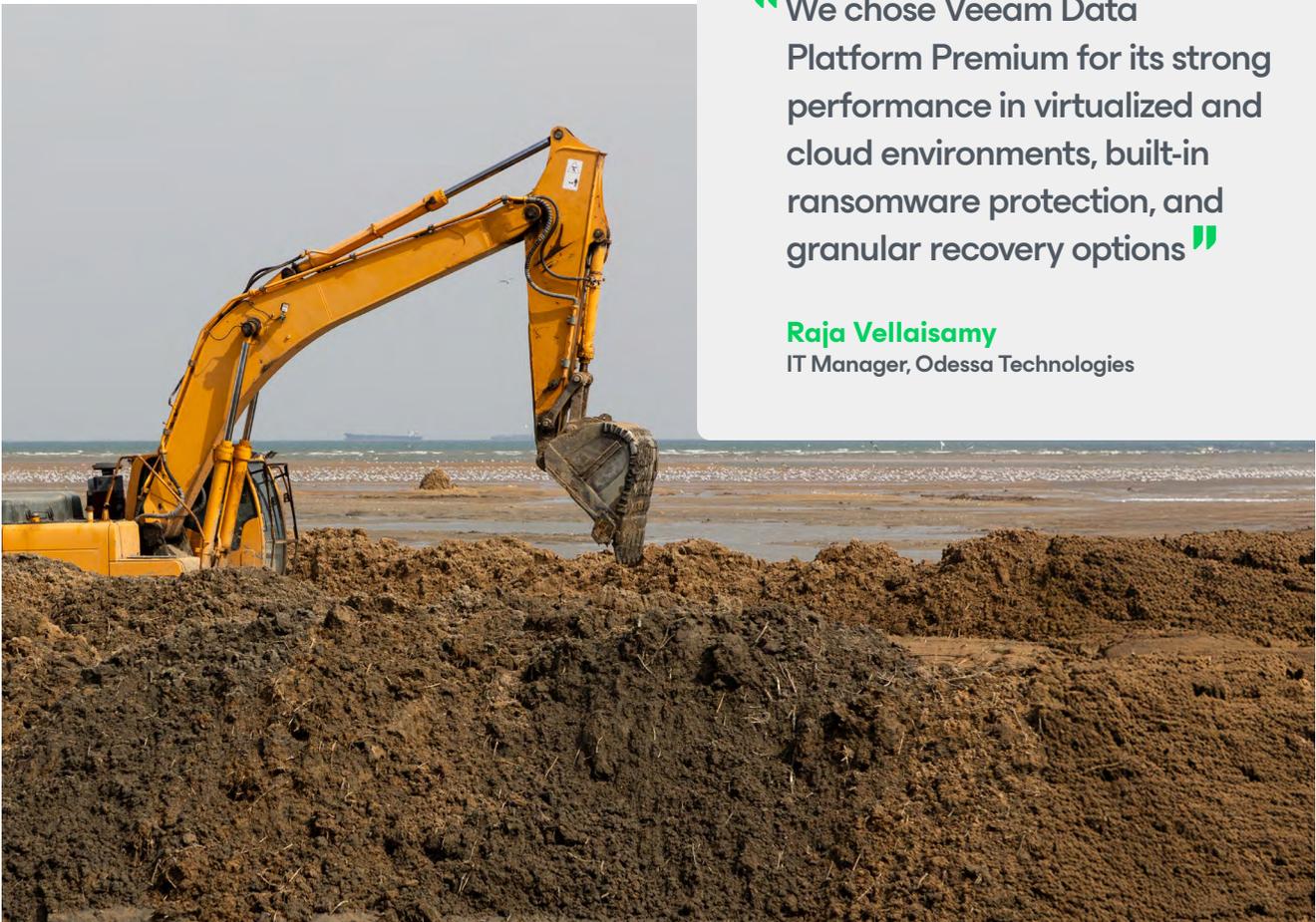
To further enhance its cyber resilience posture, Odessa implemented Veeam Data Cloud Vault as a secure, immutable, and fully managed offsite backup layer. Veeam Vault plays a critical role in helping Odessa meet the 3-2-1-1-0 rule by providing air-gapped protection without adding operational complexity. This ensures that even in the event of a ransomware attack or site-level failure, Odessa’s data remains recoverable and compliant with financial regulations.

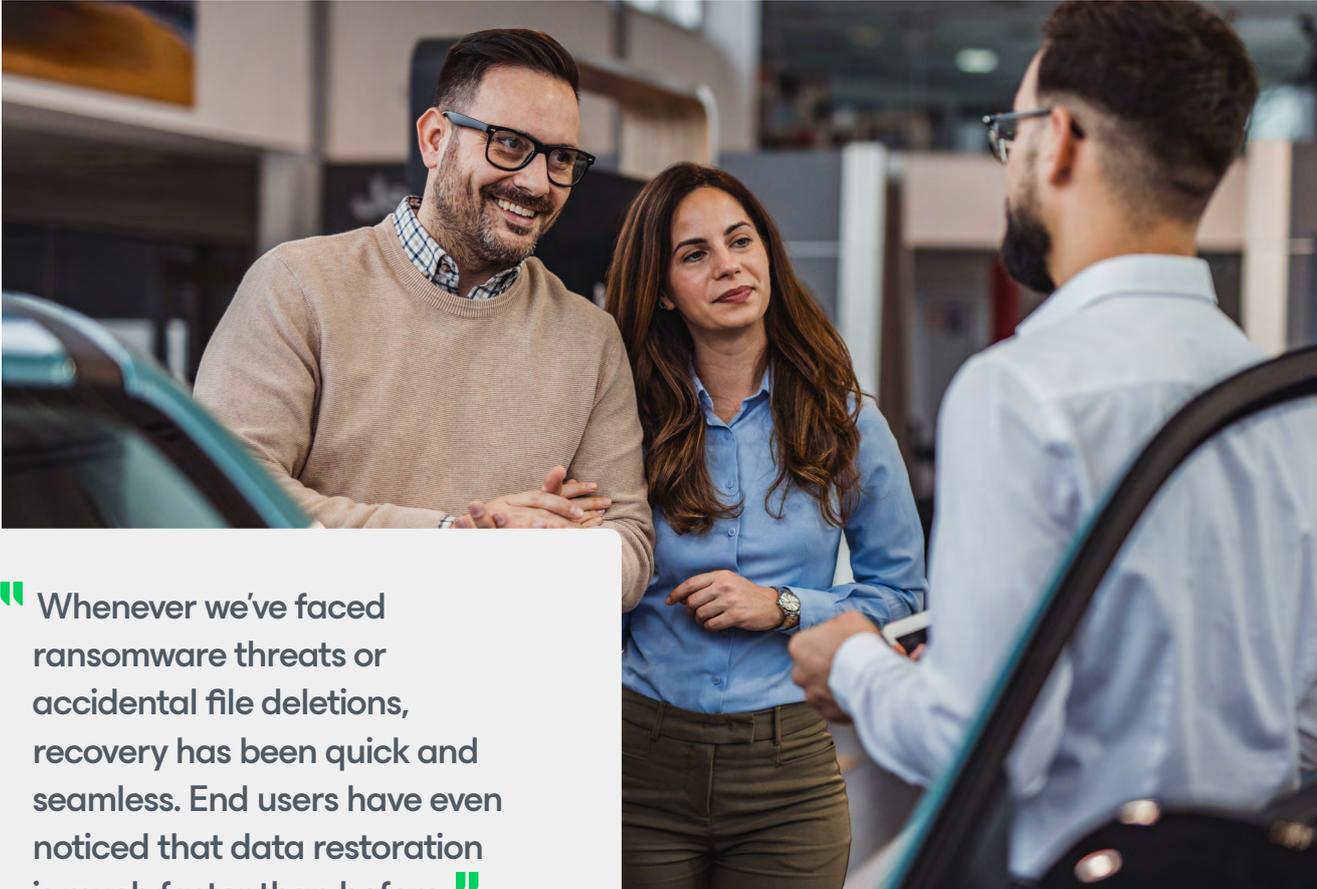
“Veeam Data Cloud Vault has given us peace of mind,” said Vellaisamy. “Knowing our backups are immutable and securely stored offsite means we’re protected against worst-case scenarios like ransomware or site outages. It’s a simple, scalable solution that fits perfectly into our hybrid strategy.”

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Integrating seamlessly with Microsoft Hyper-V and SCVMM, Veeam automatically discovers and protects new mission-critical virtualized workloads with image-based incremental backups.

“Instant VM Recovery has been a game-changer for us,” Vellaisamy added. “It allows us to instantly restore failed VMs directly from backup, minimizing downtime for critical applications and significantly improving our recovery time and recovering point objectives—helping us meet SLAs with confidence.”

Odessa also uses Veeam ONE to monitor its hybrid IT environment and proactively detect potential issues. Additionally, Veeam DR Orchestrator automates recovery processes and enables regular non-disruptive DR testing to ensure regulatory compliance.

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Additionally, regularly tested immutable backups with Veeam SureBackup further help Odessa stay ahead of the evolving cyberthreat landscape.

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Looking ahead, Odessa plans to introduce Veeam Backup for Microsoft 365 to protect business-critical productivity applications. With Veeam safeguarding more of its IT environment, the IT team can focus on enhancing customer experience and developing innovative digital offerings—further strengthening Odessa’s global leadership in asset finance solutions.

The Results

Unified platform simplifies data resilience in a hybrid environment

With a single, centralized data resilience solution protecting Odessa's hybrid IT landscape, the company has simplified backup management, reduced administrative workloads, and improved overall visibility and control.

Immutable cloud backups with Veeam Data Cloud enhance ransomware protection

Using Veeam Data Cloud Vault, Odessa has added a critical layer of protection against ransomware and insider threats. The immutable, offsite backups support rapid recovery, simplify compliance, and reduce pressure on internal IT resources.

Instant VM Recovery enables business continuity

"The team has been impressed with the speed at which we can recover virtual machines," said Vellaisamy. "Instant VM Recovery has helped us reduce downtime and consistently meet SLAs with minimal hassle."

About Veeam Software

Veeam, the #1 global market leader in data resilience, believes every business should control all their data whenever and wherever they need it. We're obsessed with creating innovative ways to help our customers achieve data resilience. We do that by offering purpose-built solutions that provide data backup, data recovery, data portability, data security, and data intelligence. Headquartered in Seattle, with offices in more than 30 countries, Veeam protects over 550,000 customers worldwide, who trust Veeam to keep their businesses running. Learn more at www.veeam.com or follow Veeam on LinkedIn [@veeam-software](https://www.linkedin.com/company/veeam) and X [@veeam](https://twitter.com/veeam).

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