



CMG Financial selects Veeam to save \$300,000 in costs and improve homebuyer experience

CMG FINANCIAL

Company

[CMG Financial](#) is a nationally recognized mortgage lender specializing in home purchase and refinance needs. Established in 1993 and based in California, CMG serves approximately 1 million homebuyers annually.

Solution

- [Veeam Data Platform Premium Edition](#)
- [Veeam Backup for Microsoft Azure](#)

Industry

Financial services

Region

North America

“Three loan servers had crashed, and I was called to restore them fast so homebuyers wouldn’t lose access to their loan documents. I restored one server after another. CMG executives were amazed by Veeam’s speed and said this was the first time they witnessed an immediate return on investment.”

Branden Keating

Senior Systems Engineer, CMG Financial

Challenge

CMG changed the way homebuyers think about mortgages by simplifying and expediting the loan process. When CMG’s backup solution could no longer restore servers supporting homeowners’ loan documents fast enough, the IT team replaced it with Veeam to sustain customer satisfaction. Thirty-six hours later, Veeam was put to the test.

Results

- Restores servers 96% faster, ensuring online loan document access for homebuyers.
- Provides immutability for cyber resiliency and flexibility to restore any data anywhere.
- Saves \$300,000 in backup, recovery and support costs over a three-year period.



“Our company generates a lot of data — about a petabyte — and the majority of it supports homebuyers. That means data recovery has to be fast and easy, but it was a nightmare with Rubrik.”

Branden Keating

Senior Systems Engineer, CMG Financial

The Business Challenges

CMG closes loans and opens doors of opportunity for home buyers. Getting a home loan shouldn't be difficult, so CMG makes it simple with online services that estimate buying power and calculate mortgage payments. A mobile app offers home searches, mortgage financing and direct connections to loan officers and realtors.

Keating said recovering a single file could take 30 minutes, and recovering a single server could take a day. He and his colleagues worried a time might come when they were asked to recover multiple servers quickly so homebuyers wouldn't lose access to their loan documents.

“That worry became a reality, but by then we had replaced Rubrik with [Veeam® Data Platform Premium Edition](#),” Keating said. “We didn't consider other solutions because I've used Veeam since it was released in 2006, and it has never let me down.”

Veeam didn't let anyone down this time either. In fact, Veeam delivered a 36-hour return on investment.

The Veeam Solution

Veeam was deployed on a Friday. Early Sunday morning, one of Keating's bosses called him at home.

"Three loan servers had crashed, and I was asked to restore them quickly so homebuyers wouldn't lose access to their loan documents," Keating said. "Several executives were on the call, so as we spoke I restored one server after another. They were amazed by Veeam's speed (it's 96% faster than Rubrik) and said this was the first time they had witnessed an immediate return on investment."

“ We couldn't restore backups anywhere we wanted with Rubrik, so having that flexibility is a big deal. On top of everything, Veeam is affordable, saving \$300,000 in three years. ”

Branden Keating

Senior Systems Engineer, CMG Financial

Veeam was put to the test two more times within the next few months, and each time the IT team recovered business-critical data fast.

"It's business as usual because of Veeam," Keating said. "That's the reason I'm obsessed with Veeam, and that's why I take Veeam with me each time I start a new job."

In addition to fast, reliable recovery, Veeam provides secure backup and replication, proactive monitoring, reporting and analytics, proven recovery orchestration and industry-leading ransomware protection. CMG backs up close to 1PB of data on premises and to Azure and Azure Archive. Three sets of immutable backups in three different locations boost cyber resiliency, and backups can be restored anywhere in the IT infrastructure.





The Results

Restores servers 96% faster, ensuring homebuyers can access their loans online

"If there's a catastrophic event, everyone knows Veeam will restore whatever it takes to keep the business running," Keating said. "That level of confidence is extraordinary."

Provides immutability for cyber resiliency and flexibility to restore data anywhere

Before restoring data, Veeam scans backups for ransomware and identifies the latest clean restore point to avoid reinfection.

Saves \$300,000 in backup, recovery and support costs over a three-year period

"The level of dedication that comes with Veeam technical support is priceless," Keating said. "They never let us down either."

About Veeam Software

Veeam®, the #1 global market leader in data protection and ransomware recovery, is on a mission to empower every organization to achieve radical resilience through data security, data recovery, and data freedom for their hybrid cloud. Headquartered in Columbus, Ohio, with offices in more than 30 countries, Veeam protects over 450,000 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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