

McGrath Estate Agents saves \$100,000 annually in data protection costs with Veeam

McGrath

Company

As one of Australia's most successful residential real estate groups, [McGrath Estate Agents](#) has a robust and growing market presence across the eastern seaboard with 130 offices and counting. Founded in 1988, McGrath employs 2,000 experts who specialize in property sales and management, mortgage brokering and auction services.

Solution

Veeam Data Cloud
for Microsoft 365

Veeam Data Cloud
for Microsoft Azure

Industry

Real Estate and Construction

Region

Australia & New Zealand

“Veeam are a great fit for us because they deliver fully automated, secure, scalable and cost-effective backup and recovery to support and sustain our business growth.”

Darren Warner

Head of Technology, McGrath Estate Agents

Challenge

Before migrating 99% of on-premises data to Microsoft 365 and Microsoft Azure, McGrath reviewed its cloud backup capabilities. Commvault was the incumbent solution for backup of on-premises data but backing up data in Microsoft 365 and Azure was not easy. Plus, Commvault lacked the scalability needed to support the company's massive business growth trajectory. McGrath replaced Commvault with Veeam Data Cloud which offers the most user-friendly and scalable SaaS data protection and data recovery delivered by the backup market leader.

Results

- Saves \$100,000 in data protection costs annually
- Offers service level immutability to protect data in any disaster scenario, including ransomware
- Sustains continuing business growth with secure and scalable backup and recovery



“Protecting our fast-growing data is so easy and straightforward with Veeam. It’s also affordable and predictable, enabling us to forecast IT costs as McGrath grows. Our data protection expenses also decreased by 50%, saving \$100,000 in backup and storage costs annually.”

Darren Warner

Head of Technology, McGrath Estate Agents

The Business Challenges

Real estate isn’t an industry known for early IT adoption. However, McGrath Estate Agents bucked that trend in the 1990s when they acquired innovative tools to support agents and boost productivity. McGrath was spot on about IT; productivity multiplied, sales soared and McGrath became a leading residential real estate group.

Still a powerhouse today, McGrath is experiencing another business growth challenge. New agents are joining in droves and competing real estate groups are queueing to join the McGrath brand. With each new entity comes an immense amount of data.

“We often don’t know how much data they’re bringing until they’re officially onboard, so our challenge was finding automated, scalable backup,” said Darren Warner, Head of Technology

at McGrath Estate Agents. “We also wanted a solution that would grow with us, since we’re on a roadmap to double our office footprint in the next few years.”

McGrath had been using Commvault to protect their on-premises data, but the IT team was unsure of Commvault’s ability to protect their data in the cloud. The goal was to migrate 99% of on-premises data to cloud-based Microsoft 365 and Azure.

“We discovered that protecting data in the cloud was complex with Commvault, so we looked for a simple solution that would support our rapid business growth,” Warner said. “We partnered with Veeam as I’m familiar with the simplicity of it because I’ve used it successfully in other jobs. Veeam Data Cloud is simple to use too.”

The Veeam Solution

A home is so much more than four walls and a roof. It's where people make memories, raise a family and entertain friends. No one knows this better than McGrath Estate Agents — it's the reason they provide clients with an unparalleled real estate experience. To ensure this superior experience, Veeam must provide unparalleled data protection.

“Veeam are a great fit for us because they deliver fully automated, secure, scalable and cost-effective backup and recovery that support and sustain our business growth. They also offer service level immutability to protect us from ransomware attacks and data loss. One of our competitors didn't pay a ransom following an attack, and a lot of their finance and HR data went out the door and onto the dark web. They were in a world of pain — they struggled to operate and pay employees.”

Darren Warner

Head of Technology, McGrath Estate Agents

Veeam Data Cloud ensures data can be restored whenever and wherever. For McGrath, this might include another Azure region, AWS or on-premises locations. In addition, Veeam support legal and regulatory compliance so McGrath isn't at risk of violating data protection and retention regulations. Violations lead to fines, and in even worse, realtors could lose their licenses and face criminal charges.

Veeam Data Cloud also encrypts the rapidly growing data behind McGrath's 2,000+ Microsoft 365 users and fast-growing property management and research data in Azure. This includes Microsoft Exchange emails among agents, buyers and sellers, property documents in SharePoint and financial information in OneDrive for Business.





Another important part of McGrath is research. The McGrath Report is unlike any other report in the real estate market. Based on years of research, The McGrath Report delves deeply into market performance and trends so clients can make informed decisions as they buy, sell or lease a home. For instance, the 2023 report explored why the real estate market in Australia performed so strongly, even in the midst of the COVID-19 pandemic and the resulting challenging economy. Based on McGrath's research, the report offered insightful predictions to support their clients.

“We truly care about our clients — they’re the reason we become experts in our field and compile these reports. Most estate agents tell you what has happened, but our estate agents tell you what’s going to happen as well. Research data is sacred at McGrath, so we’re grateful Veeam Data Cloud is protecting it.”

Darren Warner

Head of Technology
McGrath Estate Agents

The Results

Saves \$100,000 in data protection costs annually

“Data protection costs don’t have to increase as data increases,” Warner said. “Veeam Data Cloud for Microsoft 365 offers unlimited storage, so our costs decreased by half, saving \$100,000 annually in backup and storage. Veeam Data Cloud for Microsoft Azure is storage-neutral, which means we can choose storage based on our business needs.”

Offers service level immutability to protect data in any disaster scenario, including ransomware

“For us, secure data protection means immutability,” Warner said. “We’re prepared for any situation because backups are encrypted, secured and easily recoverable.”

Sustains continuing business growth with secure, scalable backup and recovery

“We never worry about provisioning backup and storage because it’s automated,” Warner said. “We never worry about recovery either because Veeam provides secure, granular role-based access and control. We restore data at least once a week, and with Veeam’s flexible restore capabilities, this couldn’t be easier. We have complete confidence we can restore exactly what we need exactly where it needs to be.”

About Veeam Software

Veeam®, the #1 global market leader in data protection and ransomware recovery, is on a mission to help every organization not just bounce back from a data outage or loss but bounce forward. With Veeam, organizations achieve radical resilience through data security, data recovery, and data freedom for their hybrid cloud. The Veeam Data Platform delivers a single solution for cloud, virtual, physical, SaaS, and Kubernetes environments that gives IT and security leaders peace of mind that their apps and data are protected and always available. Headquartered in Seattle with offices in more than 30 countries, Veeam protects over 450,000 customers worldwide, including 74% of the Global 2000, who trust Veeam to keep their businesses running. Radical Resilience starts with Veeam. Learn more at www.veeam.com or follow Veeam on LinkedIn [@veeam-software](https://www.linkedin.com/company/veeam-software) and X [@veeam](https://twitter.com/veeam).

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