

Veeam Software: the leader in cloud data management industry

卫盟软件 Veeam——云数据管理行业领头羊

Interview with Mr. Jimmy Shi, VP of Veeam Software China

——访卫盟软件 Veeam 中国区总裁施勤先生

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厂商，卫盟软件紧跟中国经济发展脚步，成为在大数据时代脱颖而出的佼佼者。在刚刚过去的2018年，卫盟软件业绩表现极为抢眼，12年的高速增长让卫盟软件位居云数据管理市场前列，并成为全球最大的私有软件公司之一。

谈到两年来卫盟软件中国的发展，施勤先生娓娓道来：“卫盟软件是2006年在瑞士成立的高科技企业，为数据中心备份和恢复软件的主要供应商，目前是面向公共和私有云环境提供数据管理服务。我们主要服务于企业级市场、商业市场和中小市场，目前，经营状况、现金流都非常好。在中国市场上，我们不断服务于不同阶层的客户，为中国区的合作伙伴和客户赋能，助力他们加速实施数据管理战略，实现跨多云环境的高效数据管理。可以说，在数据保护领域，我们在欧洲市场是无可挑剔的第一位，在北美市场已经位列前三。中国市场在去年实现了超过100%增长。”

在施勤先生的带领下，卫盟软件在中国一步一个脚印，稳扎稳打，施勤先生对本刊记者说：“卫盟软件的产品完全符合优秀软件产品的两大要素，一是软件要做的轻，也就是易使用、易操作、体验非常好，简单说，就是软件的使用要多简单就多简单，10个有过客户体验的项目，基本上9个就会形成购买。二是软件对核心应用和生产系统的恢复的速度要多快就有多快，比同等国内国际的产品要快很多，好的软件不是卖出来的，是用出来的，体验感觉越好，买的就越多。这一点我们非常有信心。”

这份信心正是来源于卫盟软件产品的过硬，产品是一个企业的生命线，做好产品才能独步天下。在采访中，施勤先生还非常荣耀地告诉记者，2019年年初，卫盟软件还获得了 Insight Venture Partners 5亿美元投资，同时吸引战略投资商加拿大养老基金投资公司 (CPPIB) 强势加盟，这项投资将加快卫盟软件在下一阶段的发展，巩固公司面向公有云和私有云环境提供数据管理解决方案的龙头地位。

谈到人才管理时，施勤先生说：“我们希望员工不断创新，用不断更新的知识层面来带动员工发展，带动他们学习新的思维，只有让大家不断提升，才能更好地鼓励人才的发展。我希望我的职业生涯能够带出10个或者20个或更多的总经理，能够培养出中国本土出生的管理者，‘授之以鱼不如授之以渔’，我喜欢提拔年轻人，喜欢提拔年轻的团队。”

走马上任短短两年，施勤先生就率领着他的中国团队给总部交出了一份满意的答卷，在谈到未来发展计划时，施勤先生为记者描绘了他心中的宏伟蓝图，施勤先生说：“我们处在最好的时代，在中国的发展我们充满信心，我们希望凭借在数据保护和业务连续性上继续在业务层面助力企业级、商业级、以及中小市场客户，立足商业级客户，逐步进行企业级客户市场实施，赋能给中国本土合作伙伴，助力中国本土企业提升竞争力，我希望大家做到共赢！”

改 革开放40多年以来，中国经济取得了长足发展，随之而来的科技进步正以日新月异的速度改变着我们的生活方式。如今中国也随着世界发展的脚步进入了一个电子信息时代。与此同时，作为电子信息时代的最新科技成果——云数据管理领域也正在创造新一轮的投资热点和经济增长点。

作为一家总部位于瑞士的云数据管理行业领导

For over 40 years since reform and opening-up, China's economy has witnessed significant growth and the consequent progress of science and technology is changing our lifestyle at a dramatic speed. Nowadays, China has, following the pace of the world development, stepped into the era of electronic information. Meanwhile, the cloud data management, as the latest technological achievements in the era of electronic information, is creating a new round of investment hotspot and economic growth point.

As a leader in cloud data management industry with its headquarters located in Switzerland, Veeam Software follows the pace of China's economic development and becomes a rear outstanding enterprise in the big data era. In the past year of 2018, Veeam Software's performance was extremely eye-catching. The 12-year high-speed growth made Veeam ranked among the top in cloud data management market and become one of the world's largest private software companies.

Talking about the development of Veeam Software in China in the past two years, Mr. Jimmy Shi said, "Veeam is a high-tech enterprise established in Switzerland in 2006, and a major supplier of data center backup and recovery software. At present, Veeam provides data management services for the public and private cloud environments. We mainly serve the enterprise-level market, the commercial market and the small & medium markets. We are enjoying sound operating status and cash flow. In the Chinese market, we continuously serve clients at different levels, empowering our partners and



clients in China to accelerate their implementation of data management strategies and achieve efficient data management in the multi-cloud environment. It can be said that in the field of data protection, we are ranked the first in the European market and among the top three in the North American market. We have achieved a growth of over 100% in the Chinese market last year."

Under the leadership of Jimmy, Veeam develops step by step and work steadily in China. Jimmy said, "The products of Veeam are featured by the two major factors of excellent software products. First is that the software is light, that is, easy to use and operate, and providing users with good



experience. Simply put, it is designed to be the simplest software to use, and for an article providing user experience, nine out of ten will purchase it. Second, it is designed to be the fastest software in recovering the core application and production system, with much better performance than any other products in China and the world. Good software is not judged by the sales volume, but by utilization. The better experience the product provides, the greater the sales volume. We are confident about this.

This confidence comes from the excellent products of Veeam. Product is the lifeline of an enterprise. During the interview, Jimmy also told the journalist that at the beginning of 2019, Veeam also got a \$500 million investment from Insight Venture Partners and attracted the franchise of the strategic investor Canada Pension Plan Investment Board (CPPIB), which will accelerate the development of Veeam in the next phase and strengthen its leading position in providing data management solutions for public and private cloud environments.

Speaking of talent management, Jimmy said, "We hope that employees will continue to innovate, and grow and learn new ways of thinking along with constantly updated knowledge level. Only unceasing improvement, can encourage the growth of talents. I hope that during my career I can foster 10 or 20 or more general managers and Chinese-born managers. 'Give a man a fish, and you feed him for a day; teach a man to fish, and you feed him for a lifetime.' I'd like to promote young people and young teams."

For just two years after taking office, Jimmy has led his Chinese team to hand over a satisfactory report to the headquarters. When talking about the future development plan, Jimmy described his grand blueprint, "We are in the best of times. We are full of confidence in our development in China. We hope to continue to serve clients in the enterprise market, commercial market, and small and medium markets in terms of business on data protection and business continuity, and, by basing upon commercial market clients, we will gradually expand in the enterprise market, empowering local partners in China to enhance the competitiveness of local Chinese companies. I hope it is a win-win game!"