Oracle customers are realizing significant value by leveraging Oracle’s Zero Data Loss Recovery Appliance to help their entire IT and Database team be more productive and responsive to business needs. This is worth an annual average of $9.50 million, which would result in a five-year ROI of 342%.

**CUSTOMER QUOTE**

“Backup speed has exponentially improved. To give some perspective, we had a 33TB DB that took 35–46 hours for the weekly full backup that now is done behind the scenes as a daily incremental that takes 54 minutes. No weekly update is required. The restore speed is greatly improved. We used to cringe when we had to do a restore not knowing if the resources would be available or recovery successful.”

**Database Backup Time and Recovery Time Reduction** (% reduction)

- Recovery time: 79%
- Backup time: 76%

**Cost and Staff Efficiencies**

- 56% reduction in database administrators’ time spent
- 81% reduction in lost productivity due to downtime
- 53% reduction in IT infrastructure costs

**CUSTOMER QUOTE**

“If I need to have reliable backup and I do not have it, then I am paying too much. With Recovery Appliance, when I need backup or to restore, I have it. That is a savings. Also, having backup as part of the overall solution—the Exadata solution—is a savings. If I need to add separate resources for only backup, I am paying too much. Recovery Appliance is providing a lower cost, integrated solution for this resource.”

**Operations Improvements**

- 122% more recoveries completed within the recovery time objective
- 64% reduction in recovery time objectives