Martin Plesner-Jacobsen Preben Berg

Do you want Backup or Availability?

AVAILABILITY Legacy Backup for the Legacy Data Center for the Modern Data Center RTO and RPO RTPO <15 min for ALL applications of hours/days 1. Vendor A 1. Veeam 2. Vendor B 3. Vendor C







No patience for downtime and data loss



Growing amount of data



Enable the Always-On Business™

AVAILABILITY

for the Modern Data Center

How quickly can you recover what you need?

How do you reduce the risk of data loss?

How do you verify data recoverability?

How do you mitigate deployment risks?

How do you gain visibility?

Modern Data Center

Virtualization

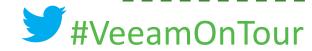


Modern storage



Cloud









Over 157,000 companies – **50,000 in the last 12 months** – ditch their legacy backup software for something fundamentally different... **Availability from Veeam**®

Ditch your **BACKUP**

Upgrade to **AVAILABILITY**







How we deliver **Availability for the Modern Data Center?**Veeam's 5 winning capabilities



HIGH-SPEED RECOVERY

Rapid recovery of what you want, the way you want it



DATA LOSS AVOIDANCE

Near-continuous data protection and streamlined disaster recovery



VERIFIED PROTECTION

Guaranteed recovery of every file, application or virtual server, every time



LEVERAGED DATA

Low-risk deployment with a production-like test environment



COMPLETE VISIBILITY

Proactive monitoring and alerting of issues before operational impact



Bottom line for Availability for the Modern Data Center? Customers confirm, Veeam beats legacy backup!

96%

of Veeam recoveries meet RTO SLAs, vs 76% for legacy backup

of customers are more confident with Veeam

83% 71%

of customers say Veeam offers better reliability

84%

of Veeam Virtual Lab users save time on deployment

ESG study: Veeam customers report customer satisfaction levels of



Seven years of innovation

thin-

disks

- Near-CDP

- Replication to ĖSXi

provisioned

support

and replication - Instant File-Level Recovery - ESXis		v5		6.1		v7	v7		
		 Instant File-Level Recovery for Linux ESXi support without VCB 		 vPower Instant VM Recovery SureBackup U-AIR On-Demand Sandbox Instant indexing 		- vPc Hyp - Vee Bac	eamZIP ower for oer-V eam ckup e Edition	Acce - Back Stora - Veea Micro	in WAN leration up directly from age Snapshots am Explorer for asoft SharePoint al Lab for Replicas al Lab for Hyper-V
Q108	Q308 Q ²	109	Q 409	Q410	Q411	Q212	Q412Q113	Q313	Q414
	v2		v4		v6		6.5		v8
	- ESXi support with VCB - Fastest VCB performance - Advanced VSS		Support for vStorage APIsSupport for CBT		Enterprise scalability Advanced replication Hyper-V support		 Veeam Explorer for Microsoft Exchange Veeam Explorer for Storage Snapshots Support for ReFS 		 Advanced storage integrations Veeam Cloud Conne Veeam Explorer for Server

- 1-Click

Restore

File

- Advanced backup

monitoring, reporting

and capacity planning





Directory

loss protection

- Backup I/O control

- Encryption with password

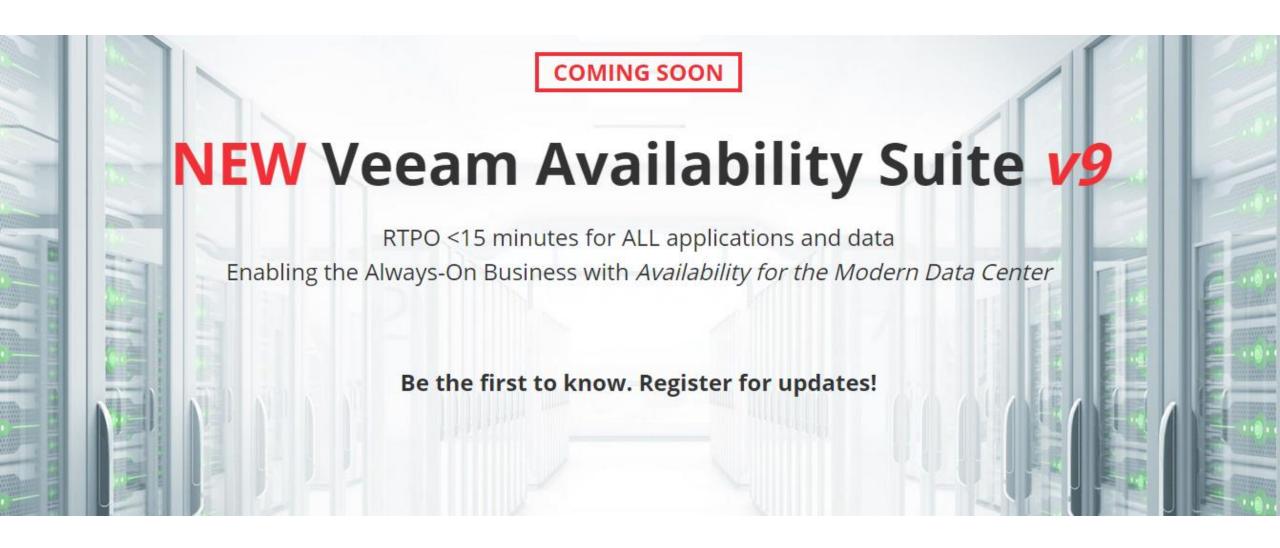
Veeam in recent years

History of last few years, our vision for availability for the modern data center

- v6 Brought Hyper-V support, first storage integration for Veeam and application explorers
- v7 Brought more storage integration, and a breakthrough for data management: The Backup Copy Job with Built-In WAN Acceleration
- v8 Brought even more storage integration, saw cloud connect arrive and continued enhancements
- v9 Is coming. What will we see next?











VEEamon Tour

Sneak Peek

Go the whole 9 yards with Veeam Availability v9

Storage

EMC VNX & VNXe hybrid storage

Combine EMC's low RPO capabilities with Veeam's low RTO enablement.

The integration of Veeam and EMC allows you to:

Minimize impact on production VMs

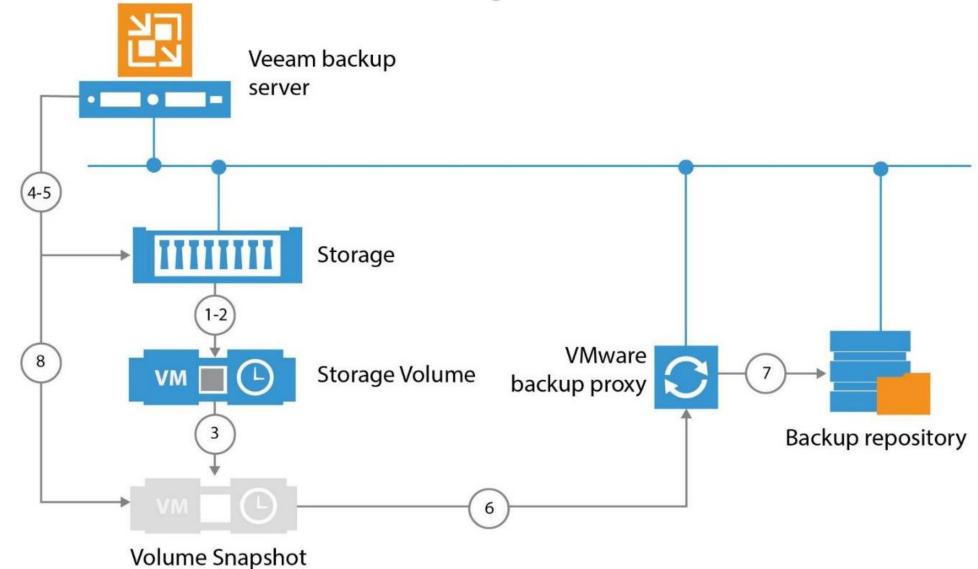
Rapidly create backups from EMC VNX or VNXe storage snapshots up to 20 times faster than the competition

Easily recover individual items in two minutes or less





Backup from Storage Snapshots







Specific supportability notes

VNX/VNXe Feature	Supportability Notes
VNX Support	VMware vSphere environments, planned for all protocols but currently confirmed for NFS & FC
VNXe Support	VMware vSphere environments, planned for all protocols
Veeam Availability Suite Editions	Enterprise <i>Plus</i> for Backup from Storage Snapshots
Veeam Explorer for Storage Snapshots	All editions (including Free)

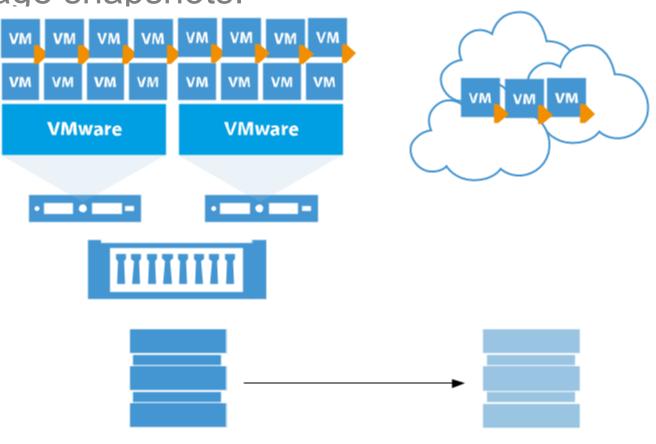




Additional Storage Integration

With v9, additional key capabilities will allow more data center availability from storage snapshots:

On-Demand Sandbox for Storage Snapshots



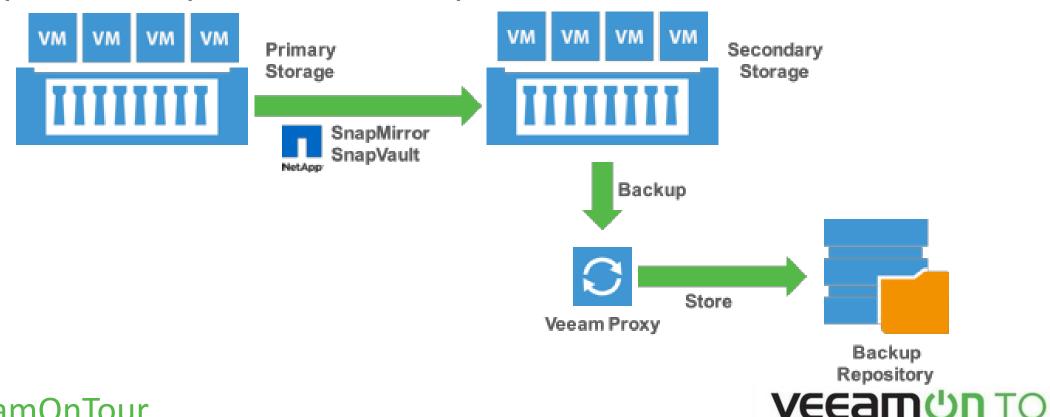




Additional NetApp Integration

With v9, additional key capabilities will allow more data center availability from Data ONTAP:

Backup from SnapMirror and SnapVault







Sneak Peek

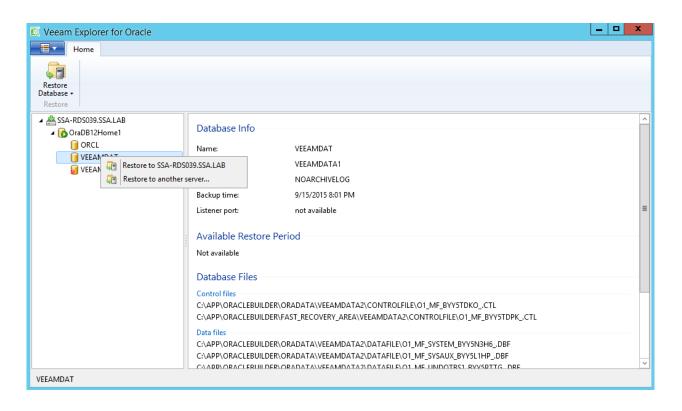
Go the whole 9 yards with Veeam Availability v9

Veeam Explorer for Oracle

Veeam Explorer for Oracle

NEW Oracle integration—plus new enterprise-level enhancements for advanced, granular VM recovery in our existing Veeam Explorers™:

Veeam Explorer for Oracle eDiscovery-focused capabilities Enterprise-level enhancements

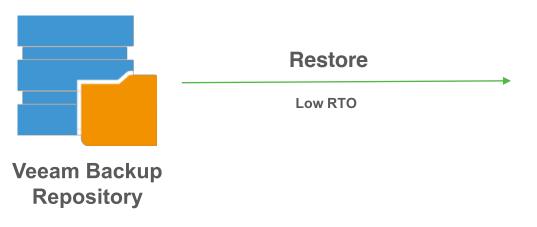


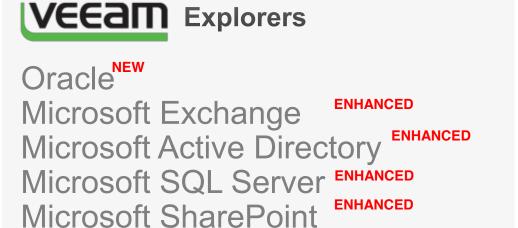




Improved Veeam Explorers in v9!

Featuring **NEW** Veeam Explorer for Oracle









Veeam Explorer for Oracle

This new Explorer provides two key capabilities:

Transaction-level recovery
Agentless transaction log backup and replay
Additionally, Oracle's Automatic Storage
Management (ASM) is supported.







Veeam Explorer for Oracle

Veeam Explorer for Oracle supports Oracle databases running on both Linux and Windows VMs.

















VEEamon Tour

Sneak Peek

Go the whole 9 yards with Veeam Availability v9

Cloud Connect Replication

Veeam has the keys to unlock the opportunity

For customers:

Make cloud-based DR easy and affordable

(leverage existing tools)

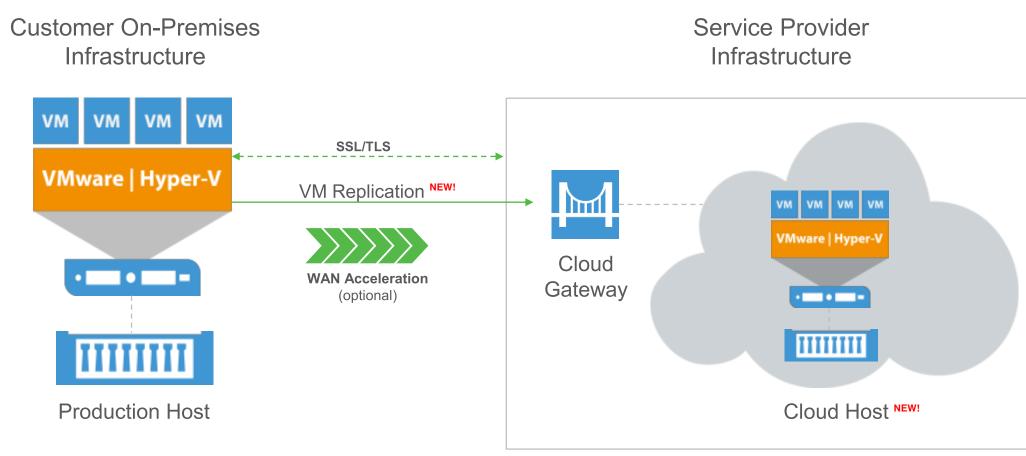
For service providers:

Remove the complexity of offering DRaaS

(networking, multi-tenancy, etc.)

Cloud Connect Overview

Customer perspective







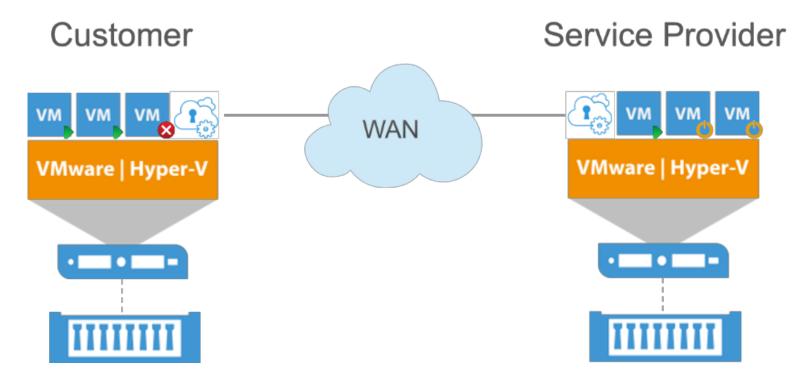
Transparent networking

Automatically deployed and configured

Managed via the Veeam Backup & Replication interface

Tunneled through the cloud gateway

Preserves communication between running VMs regardless of their physical location







How it works

At the customer...

Backup console

Backup proxy

WAN Accelerator (optional)

At the service provider...

Backup console

Backup proxy

WAN Accelerator (optional)

Cloud gateway

Tenant

Hardware plan **NEW!**





Hardware plan

CPU RAM Storage Network (dedicated VLANs)



Hardware Plan







Overview (service provider) Service Provider Veeam Backup & Replication Customer WAN Customer Hardware Plans /Mware | Hyper-VMware | Hyper-V Hosts Clusters





How it works

At the customer...

Backup console

Backup proxy

WAN Accelerator (optional)

Cloud host **NEW!**

A hardware plan assigned to a tenant shows up as a **cloud host** in the customer's backup console

At the service provider...

Backup console

Backup proxy

WAN Accelerator (optional)

Cloud gateway

Tenant

{Hardware plan ^{NEW!}





How it works

At the customer...

Backup console

Backup proxy

WAN Accelerator (optional)

Service provider

Cloud host **NEW!**

Replication job

Network extension appliance NEW!

At the service provider...

Backup console

Backup proxy

WAN Accelerator (optional)

Cloud gateway

Tenant

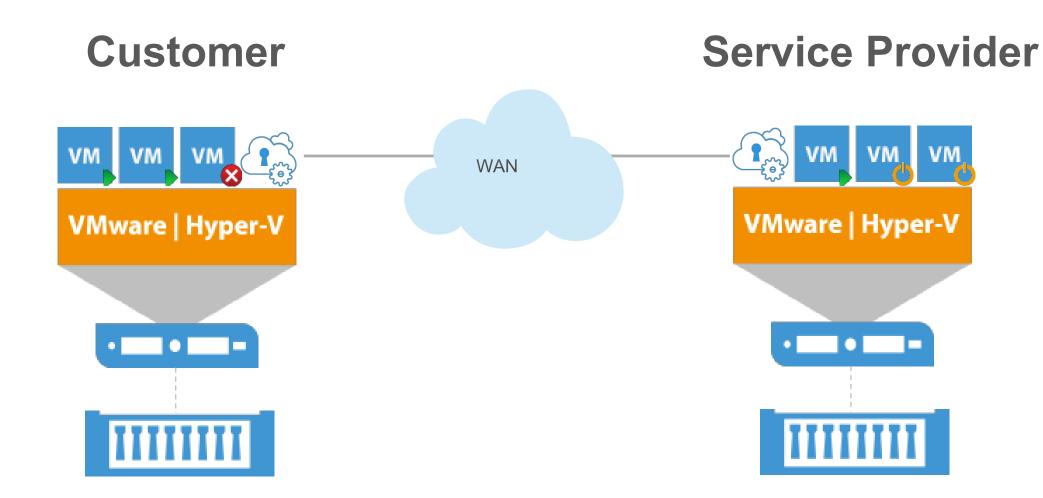
Hardware plan NEW!

Network extension appliance NEW!





Network extension appliance







How it works

At the customer...

Backup console

Backup proxy

WAN Accelerator (optional)

Service provider

Cloud host NEW!

Replication job

Network extension appliance NEW!

At the service provider...

Backup console

Backup proxy

WAN Accelerator (optional)

Cloud gateway

Tenant

Hardware plan NEW!

Network extension appliance NEW!

Web portal NEW!

Customer failover plans





VEEamon Tour

Sneak Peek

Go the whole 9 yards with Veeam Availability v9

Standalone Console

Standalone Console

Veeam Backup & Replication at your own workstation (desktop/laptop)

Elimination of RDP Sessions to a backup server

No more kicking off other users when logging on

It's now an optional component for the VBR server!





ROBO Enhancements

Faster backup and recovery

Scales performance more effectively

Reduce WAN bandwidth consumption

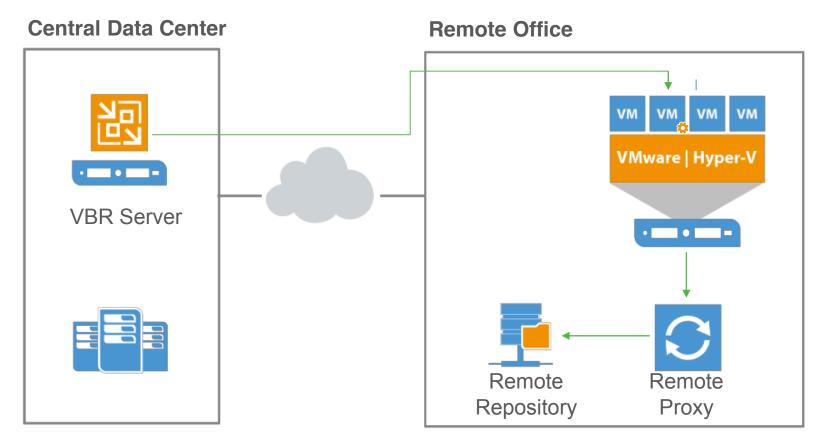
Data stays local at the remote/branch offices





Guest Interaction Pre v9

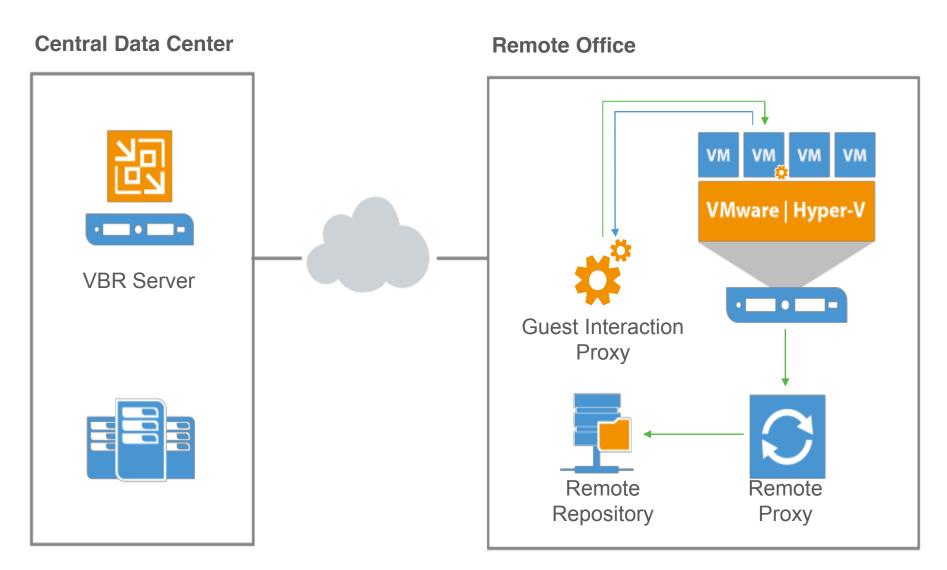
Application Aware Processing (VSS) Indexing







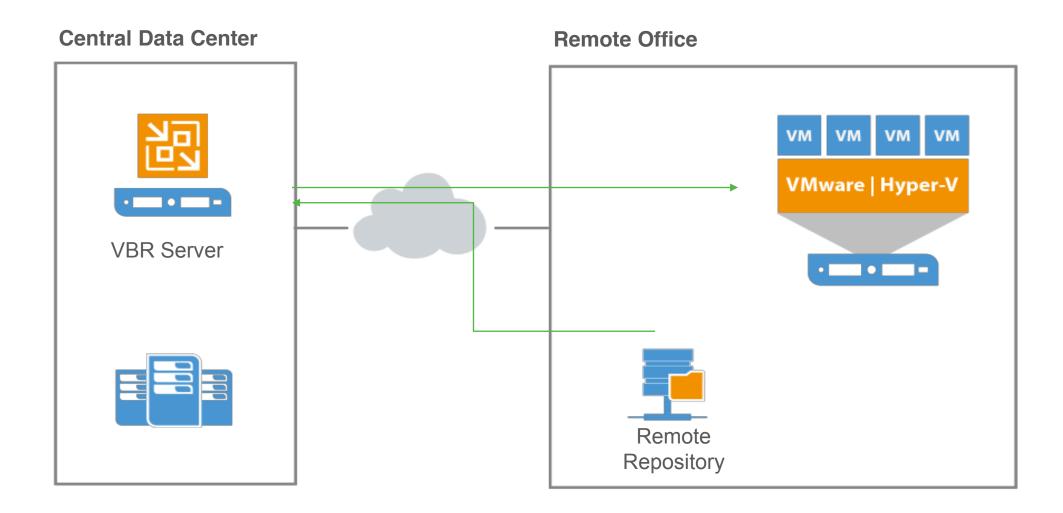
Guest Interaction Proxy NEW







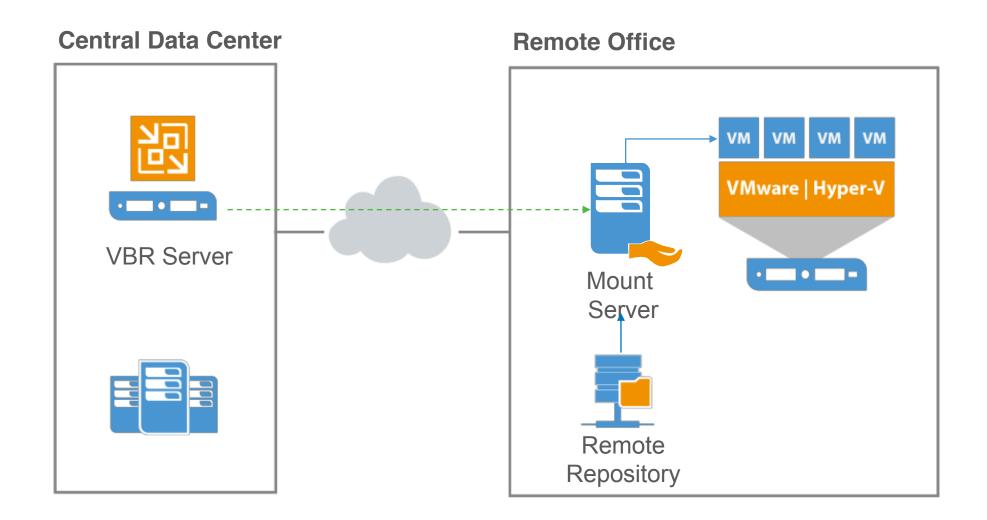
File Level Recovery Pre v9







File Level Recovery NEW









Sneak Peek

Go the whole 9 yards with Veeam Availability v9

Direct NFS and Backup Storage

Direct NFS

The Veeam proxy for VMware can now read NFS 3 and 4.1 directly, much like Direct SAN mode

This can greatly improve read times on active full backups of VMs

Consider this for all of the hyperconverged devices on the market today

NFS 4.1 in vSphere 6 and NFS 3 in older versions are supported





Backup Storage Integration

NEW announcement for broad support of backup targets!

HP StoreOnce Catalyst Integration

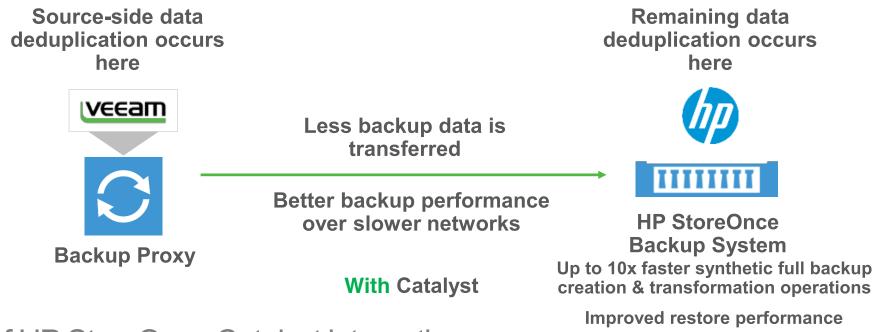
Enhanced EMC Data Domain support

Generic Deduplication Support: Per-VM Backup Chains, active full backup copy jobs and misc improvements





Veeam + HP StoreOnce Catalyst



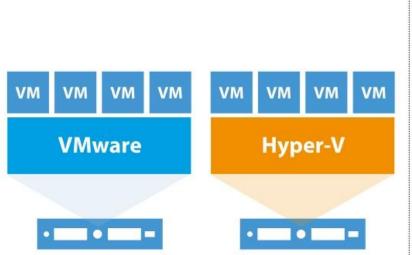
Benefits of HP StoreOnce Catalyst integration

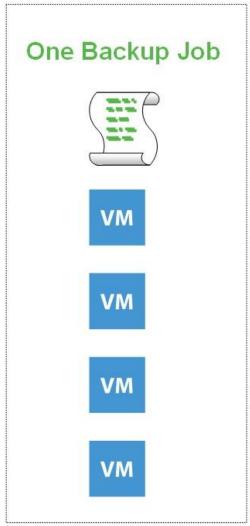
- Reduced data transferred over the network
- Increasing backup performance over slower networks
- Faster synthetic full backup creation & transformation operations
- Improved restore performance in all restore scenarios

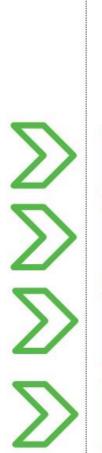


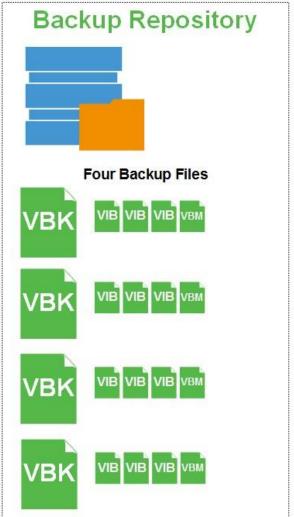


Backup Storage Integration















Sneak Peek

Go the whole 9 yards with Veeam Availability v9

Enhancements to Explorers

Enterprise-level enhancements

Granular recovery makes the difference for enterprise recovery tasks. In v9, these Veeam Explorers get new enterprise-level enhancements:

Veeam Explorer for Microsoft Active Directory

Veeam Explorer for Microsoft SQL Server

Veeam Explorer for Microsoft SharePoint







Veeam Explorer for Microsoft Active Directory

New recovery options coming to this Explorer in v9:

Group Policy Objects (GPOs)

AD-integrated DNS records

Configuration partition records



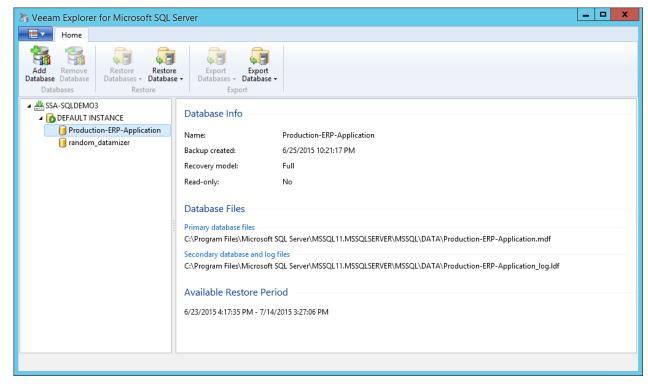


Veeam Explorer for Microsoft SQL Server

New recovery options for SQL Server databases:

Table-level recovery (and other items) of a single SQL Server database

Leverage a remote staging SQL Server for the restore





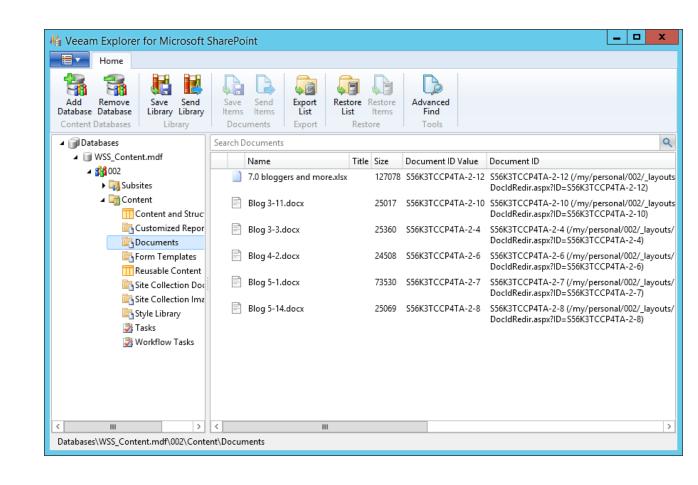


Veeam Explorer for Microsoft SharePoint

SharePoint recovery options increase in v9:

Full site, site collection, list and item restore

Leverage a remote staging SQL Server for the restore







VEEamon Tour

Sneak Peek

Go the whole 9 yards with Veeam Availability v9

Advanced Tape

Advanced Tape Support!

Global Media Pool

Parallel Processing

GFS Media Pool Retention

Support for devices without native Microsoft Windows Drivers



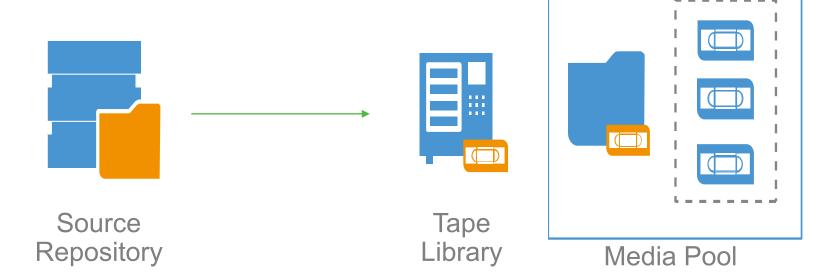


Media Pools in v8

Before: Media pools can only contain tapes from a single library

No concurrent processing within the same media

pool







Global Media Pool NEW

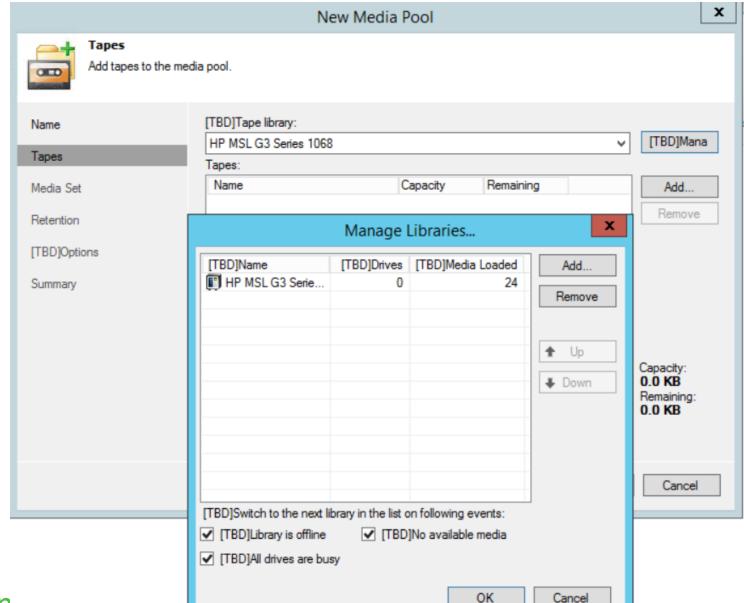
A single media pool can now span across multiple libraries

Media Pool _ibraryFailover Source Repository





Global Media Pool NEW

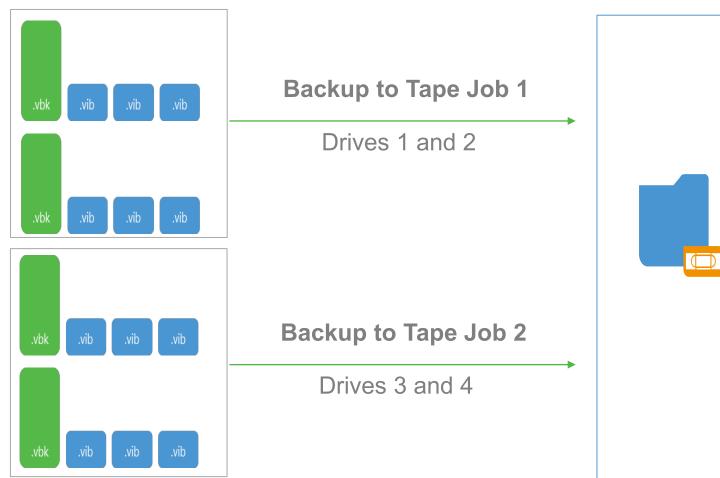


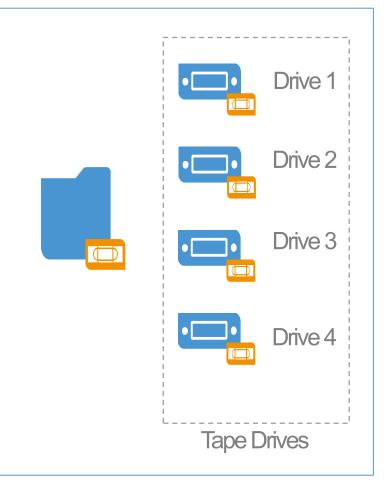


VEEAMUN TOUR

Parallel Processing NEW

4 Backup Jobs Media Pool









GFS Media Pool (Native GFS Retention)

Grandfather – Father – Son retention

Easy Data Retention

Increase retention AND save tape!

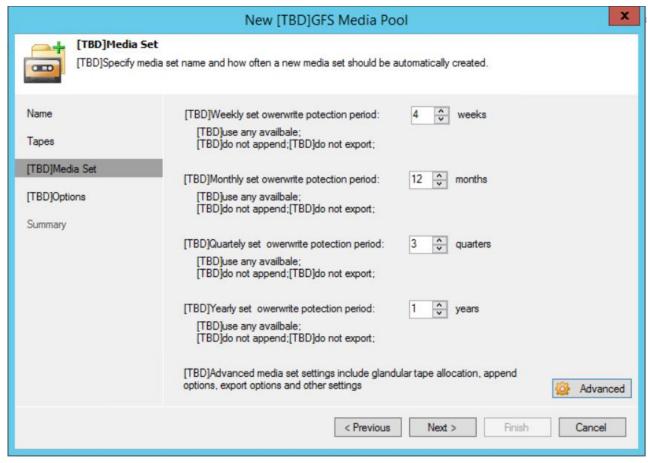
4 Media Sets

Weekly

Monthly

Quarterly

Yearly

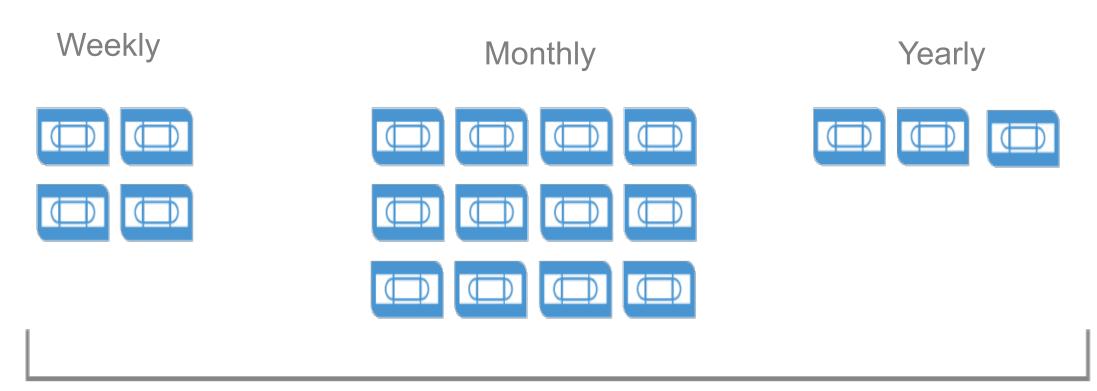






GFS Media Pools NEW

Reduced tape consumption with long retention policies







Unknown Media Changer

Support for tape devices without native Microsoft Windows Drivers

Failover to native SCSI commands



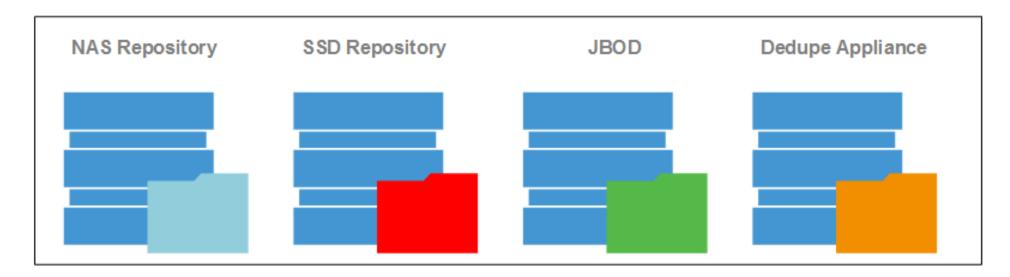


Scale-Out Backup Repository

Veeam Scale-Out Backup Repository



Rules: Locality and Performance Rules









Upgrade to Availability for the Modern Data Center!

GET FREE TRIAL

Ditch your **BACKUP**

Upgrade to **AVAILABILITY**





Veeam Endpoint Backup Update







VEEamon Tour

Sneak Peek

Go the whole 9 yards with Veeam Availability v9

THANK YOU