Backup for
What’s Next
Change is the only constant in life

One’s ability to adapt to those changes will determine your success

Benjamin Franklin
Data is Everywhere

Cloud

Mobile

Edge/IoT

AI/ML
Threats to **YOUR** Data are $$$$ 

- **Growth**
  - $20M/year cost of downtime to the average business

- **Complexity**
  - 73% of organizations unable to deliver uninterrupted access to apps and data

- **Compliance**
  - 38% say downtime has damaged brand

- **Security**
  - 54% experience loss of customer confidence

Source: Veeam Cloud Data Management Report July 2019

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Legacy backup is not meeting your business needs

- Limited
- Complex
- Inflexible
- Expensive
The most trusted provider of Backup For the Cloud
Veeam in numbers

- **HQ moving from Switzerland → US**

- **76%** of Global 2000 and F500 are Veeam customers

- **160 countries** and has **4100+ employees** globally

- **370K+ Customers** and has achieved **12 consecutive years** of growth

- **$1 billion** in bookings (Q2 2019)

- **3.5 X Industry Average** for Customer Satisfaction

  - Satisfaction level: 9.1/10
  - Product features: 9.0/10
  - Sales effectiveness: 9.1/10
  - Likelihood to renew: 9.1/10

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Industry Accolades

**Gartner**

Named a leader AGAIN!

The 2019 Gartner Magic Quadrant for Data Center Backup and Recovery once again recognizes Veeam as a leader.

**Ovum**

The Clear Leader

Veeam is one of the clear market leaders among data Availability and protection solutions for the cloud era.

**IDC**

#1 in Market Share Growth

Veeam leads the data protection and recovery software market with its revenue growing by 28.7% YOY in 2H 2017.

**Forrester**

A leader of the pack

Forrester showcases Veeam as a market leader in Data resiliency solutions (Q3 2019).

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Veeam receives 4.7 out of 5 star distinction in the 2018 Gartner Peer Insights Customers’ Choice for Data Center Backup and Recovery Software.
Gartner 2019

Figure 1. Magic Quadrant for Data Center Backup and Recovery Solutions

Source: Gartner (October 2019) © Gartner, Inc.
IDC 1H19 Data Replication and Protection Growth Sequential & Year-over-Year

Source: *IDC, Semi-Annual Software Tracker, 2019H1*
Note: Worldwide Data, circle size represents market share
# IDC Semi-Annual Software Tracker: Data Replication & Protection
## Change in Growth: Top 5 by Company, 2019H1 – EMEA

<table>
<thead>
<tr>
<th>Company</th>
<th>Sequential Growth %</th>
<th>YoY Growth %</th>
<th>Vendor Revenue (US Dollar, M)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Veeam</td>
<td>+9.1%</td>
<td>+21.6%</td>
<td>227.62</td>
</tr>
<tr>
<td>Commvault</td>
<td>-0.6%</td>
<td>+5.8%</td>
<td>70.90</td>
</tr>
<tr>
<td>Dell Technologies</td>
<td>+12.8%</td>
<td>+10.9%</td>
<td>238.03</td>
</tr>
<tr>
<td>IBM</td>
<td>+1.4%</td>
<td>-5.8%</td>
<td>181.31</td>
</tr>
<tr>
<td>Veritas</td>
<td>-1.5%</td>
<td>-4.6%</td>
<td>139.90</td>
</tr>
<tr>
<td>Others</td>
<td>+8.4%</td>
<td>-1.0%</td>
<td>504.08</td>
</tr>
<tr>
<td>Market Average</td>
<td>+6.7%</td>
<td>+3.4%</td>
<td>N/A</td>
</tr>
</tbody>
</table>

Veeam has achieved the **highest YoY Growth in EMEA**
- the top 5 vendors
- other providers
- overall market average

Source: *IDC, Semi-Annual Software Tracker, 2019H1*
Note: EMEA data

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Leader – Backup & Cloud Data Mgmt

Simple

Flexible

Reliable
More than 10 years of innovation

Q1 08
- 2-in-1 backup and replication™
- Instant File-Level Recovery
- Built-in deduplication
- Synthetic full backups
- VM replication with multiple restore points

Q1 09
- Instant File-Level Recovery for Linux
- ESXi support without VCB

Q4 10
- Instant VM Recovery®
- SureBackup®
- Universal Application Item Recovery (U-AIR ®)
- On-Demand Sandbox ™
- Instant indexing

Q2 12
- VeeamZIP ™
- Instant VM Recovery for Hyper-V
- Veeam Backup Free Edition

Q3 13
- Built-in WAN Acceleration
- Backup directly from Storage Snapshots
- Veeam Explorer™ for Microsoft SharePoint
- Virtual Lab for Replicas
- Virtual Lab for Hyper-V

Q4 15
- Scale-out Backup Repository™
- BitLooker™
- Veeam Explorer for Oracle
- On-Demand Sandbox for Storage Snapshots
- Veeam Cloud Connect Replication

Q4 17
- Universal Storage API
- Insider Protection for Veeam Cloud Connect
- Data Location Tagging for GDPR compliance
- Centralized management for virtual, physical, cloud workloads

Q3 08
- Advanced VSS integration
- ESXi support

Q4 09
- vStorage APIs (VADP)
- Support for Changed Block Tracking
- Support for thin-provisioned disks
- Replication to ESXi

Q4 11
- Intelligent load balancing
- Hyper-V Changed Block Tracking
- 1-Click File Restore
- Advanced replication

Q4 12
- Veeam Explorer for Storage Snapshots
- Veeam Explorer for Microsoft Exchange
- ReFS support
- Advanced backup monitoring, reporting and capacity planning

Q4 14
- Backup I/O control
- Snapshot Hunter
- Password loss protection for encryption
- Veeam Cloud Connect
- Veeam Explorer for SQL Server
- Veeam Explorer for Active Directory

Q4 16
- Advanced ReFS integration
- Instant recovery from ANY backup
- Advanced data fetcher
- In-RAM infrastructure mirror
- Direct Restore to Microsoft Azure

Q1 19
- Veeam Cloud Tier (object storage)
- Veeam DataLabs™ Staged & Secure Restore
- Intelligent Diagnostics
- Enterprise Application Plug-ins
- Direct Restore to AWS EC2
# A Single Platform for Cloud, Virtual and Physical

<table>
<thead>
<tr>
<th>Virtual</th>
<th>Physical</th>
<th>SaaS</th>
<th>Cloud</th>
</tr>
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<tbody>
<tr>
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<td>Solaris</td>
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<tr>
<td>Nutanix AHV</td>
<td>AIX</td>
<td></td>
<td>IBM Cloud</td>
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- Monitoring and analytics
- Orchestration
- Backup and replication
  - DataLabs
- Universal Storage APIs

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A Single Platform for Cloud, Virtual and Physical

Virtual

Monitoring and analytics

Physical

Orchestration

SaaS

Backup and replication

Cloud

DataLabs

Veeam ONE

Veeam Availability Orchestrator

Veeam Backup for Microsoft Office 365

Veeam Backup & Replication

Veeam Backup & Replication + Veeam ONE = Veeam Availability Suite
Mitigate Data Loss

Continuously put your backup data to work to ensure the integrity of your data while reducing storage spend and increasing performance.

Primary Storage Integrations
Reduce the impact on your production environment with primary storage integrations.

Scale-out backup repository
Reduce storage hardware spending, and improve backup storage performance and Availability.

Object Storage and Tape Support
Archive Backup to tapes or MS Azure Blob, AWS S3 and on-premises S3 object storage with immutable backup chain lock.

Application-aware backups
Support for application-aware processing for enterprise applications including SQL Server, Oracle, SAP HANA, Active Directory, SharePoint and Exchange.

Validate and Scan backups and replicas
Verify the recoverability of every backup without increasing backup time while continuously running test environments. Scan and clean Malware before restoring to production environment.
Maintain Availability

Continuously reduce unplanned downtime and gain the ability to readily recover and restore your backup data.

- **Instant VM Recovery**
  Quickly recover service by restoring an entire VM in minutes, running it directly from the backup file.

- **Veeam Explorers**
  Easily explore, discover and restore individual application items for mission critical business applications and storage snapshots.

- **Instant-File Level Recovery**
  Effortlessly restore guest OS files and folders directly from an image-based backup without any preliminary steps.

- **Replicate VMs and Backup Files**
  Replicate VMs and VMs to DR or Cloud and take advantage of Failover plans, Failback, Replicate changes only, RE-IP.

- **Veeam Restore to Azure & Azure Stack**
  Affordable, advanced and fast recovery of Veeam backups directly into Microsoft Azure and AWS EC2 as an on-demand recovery site.
Streamline management

Reduced management complexity and increased visibility to proactively solve for operational and business outcomes

Centralized management
Easily manage virtual and agent-based backup and restore tasks regardless of location through a single console

Agent monitoring and alerting
Reduce backup management complexity and save time on managing BOTH virtual and alerting backups with proactive monitoring and reporting

Backup compliance reporting
Mitigate risk with data management and compliance reporting

Business and technical views
Gain deep insight into your entire virtual infrastructure, presented from a business or a technical perspective based on needs and priorities
Veeam Cloud Mobility

Includes:

Veeam Direct Restore to Microsoft Azure
Available since March 2016

NEW Veeam Direct Restore to Microsoft Azure Stack

Portability of ANY backup either on premises or in the cloud to Azure & Azure Stack

2 steps
to maintain Availability across all hybrid-cloud environments:
1. Register Azure Subscription with Veeam
2. Restore ANY backup directly to Azure

Recover workloads for business continuity

Unlock tests and developments for data backups to the cloud
Yes, ANY Veeam backup

VMware

Hyper-V

AHV

VMs

Veeam Repository

Workstations

Servers
Protet O365
6 Reasons WHY you need an Office 365 backup

- Accidental deletion
- Retention policy confusion / gaps
- Internal security threats
  - Malicious insiders / departing employees
- External security threats
  - Ransomware / rogue apps
- Legal and compliance requirements
- Managing hybrid deployments and migrations
Exchange Online and Exchange on-premises
- Email Exchange item as an attachment
- Save Exchange item as a .MSG
- Export folder, item or mailbox as a .PST
- Restore Exchange item to Exchange Online mailbox or calendar
- Service Provider restore of an Exchange item for a tenant
- Entire folder/mailbox compare and restore of missing/changed items
- Restore Exchange item to on-premises Exchange mailbox or calendar

SharePoint Online and SharePoint on-premises
- Email SharePoint object as an attachment
- Save SharePoint object as a file
- Save multiple SharePoint objects as a ZIP
- Restore site, library, document to SharePoint Online
- Service Provider restore of a SharePoint object for a tenant
- Restore an object to a prior version

OneDrive for Business
- Email as an attachment
- Save files or folders
- Save multiple files or folders as a ZIP
- Restore users, folders or files (including OneNote notes) to the OneDrive for Business
- Restore data located in Microsoft Teams*

25 Recovery options in Veeam Backup for Microsoft Office 365
*You can protect Microsoft Teams when the underlying storage of the Teams data is within SharePoint Online or Exchange Online. While data can be protected and restored, the Teams tabs and channels cannot. After restoring the item, it can be reattached manually.
# Best Alliance = Best of Breed

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<tr>
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<td>Backups</td>
<td>Copies of Backups</td>
<td>VM Replicas</td>
<td>Availability</td>
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<tr>
<td>3PAR StoreServ</td>
<td>StoreOnce</td>
<td>StoreOnce</td>
<td>HPE Servers</td>
<td>HPE SimpliVity</td>
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<tr>
<td>Nimble CS and AF Series</td>
<td>Nimble SFA</td>
<td>StoreEver</td>
<td></td>
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### Storage Snapshot integration
- **For the least data loss and the fastest daily restores**

### Space efficient backups
- **For onsite retention and restores**

### Offsite or hosted backup archival
- **For compliance, audit, and disaster recovery**

### VM replicas
- **For the fastest recovery during major outages**

### Add Veeam for application restores, cloud, and tape backups
NEW IN V10

1. NEW native HPE Primera integration with Veeam Backup & Replication.
   1. Snapshot orchestration
   2. Backup from Storage Snapshots
   3. Peer-persistence support

2. Expanded HPE StoreOnce catalyst support
   1. Catalyst support for virtual environments and backup copy jobs.
   2. NEW catalyst support for agents:
      1. Veeam Agents for Microsoft
      2. Veeam Agents for Linux
      3. Future agents
   3. NEW catalyst support for enterprise Plug-ins:
      1. Oracle RMAN Plug-in
      2. SAP HANA Plug-in

3. HPE StoreOnce Catalyst copy integration
   1. NEW backup copies from one StoreOnce to another StoreOnce for VMware/Hyper-V VMs and managed agents without rehydration of data in-flight.

https://www.veeam.com/hpe-storage-solutions.html
Licensing At Veeam

Perpetual License (Per Socket)
Per CPU Socket license that can be used to protect Virtual workloads On Premises

Subscription License (Per Workload)
Portable license that can be used to protect all Cloud, Virtual, Physical, Applications and File shares

Subscription License (Per User)

Veeam Backup for Microsoft Office 365
Support for...
Exchange Online and on-premises Exchange
SharePoint Online and on-premise SharePoint
OneDrive for Business
...included in one solution.

Service Provider License Options

Rental License For VCSPs
Enables cloud and managed service providers to access a pay-as you go licensing model
Thank You