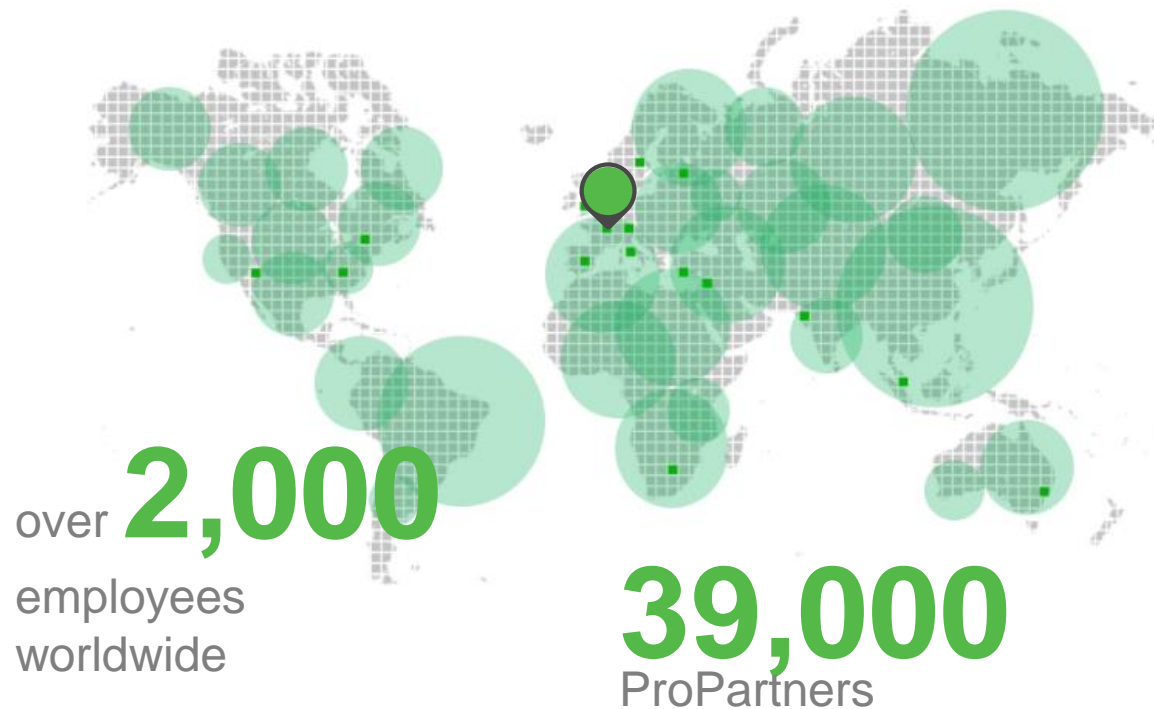


Modern Data Protection for Today and Tomorrow

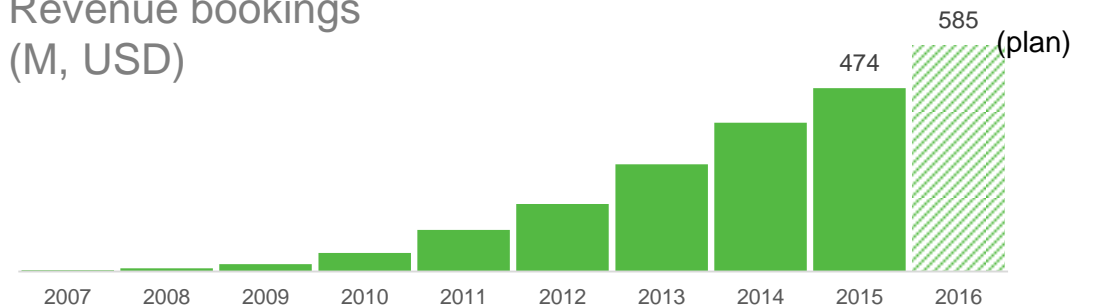
Cornel Popescu
Systems Engineer - Veeam Software

Welcome to Veeam

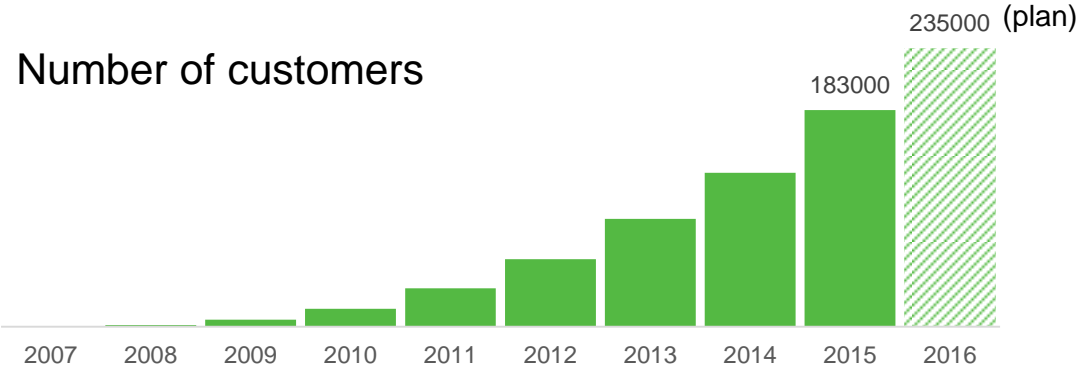
Veeam is a global company with headquarters in Baar, Switzerland
Veeam was founded in 2006



Revenue bookings
(M, USD)



Welcome to Veeam



193,000

Customers worldwide

200 + countries

3500 + new per month

11,1M

VMs

protected

48%

of **Global 2000**

70%

of **Fortune 500**

are Veeam customers

+62

Veeam's Net Promoter Score (NPS)

Industry Leading Customer Satisfaction Score

3x the industry average

Veeam Customers Voted:

Satisfaction level – **8.5\10**

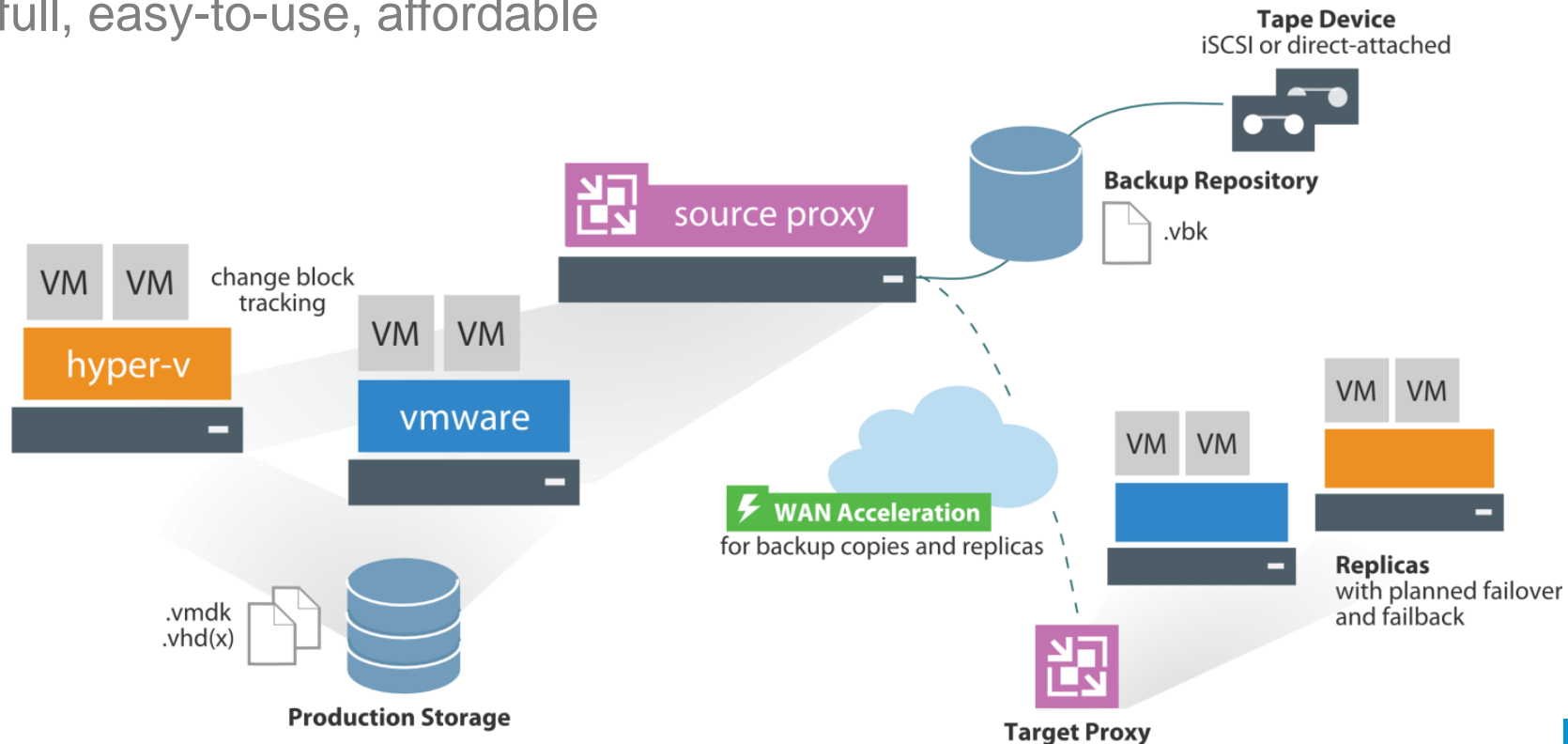
Likelihood to renew – **8.8\10**

Products features – **8.4\10**

Sales effectiveness – **8.8\10**

Veeam Backup & Replication

- Agentless backup & replication for VMware & Hyper-V
- Powerfull, easy-to-use, affordable



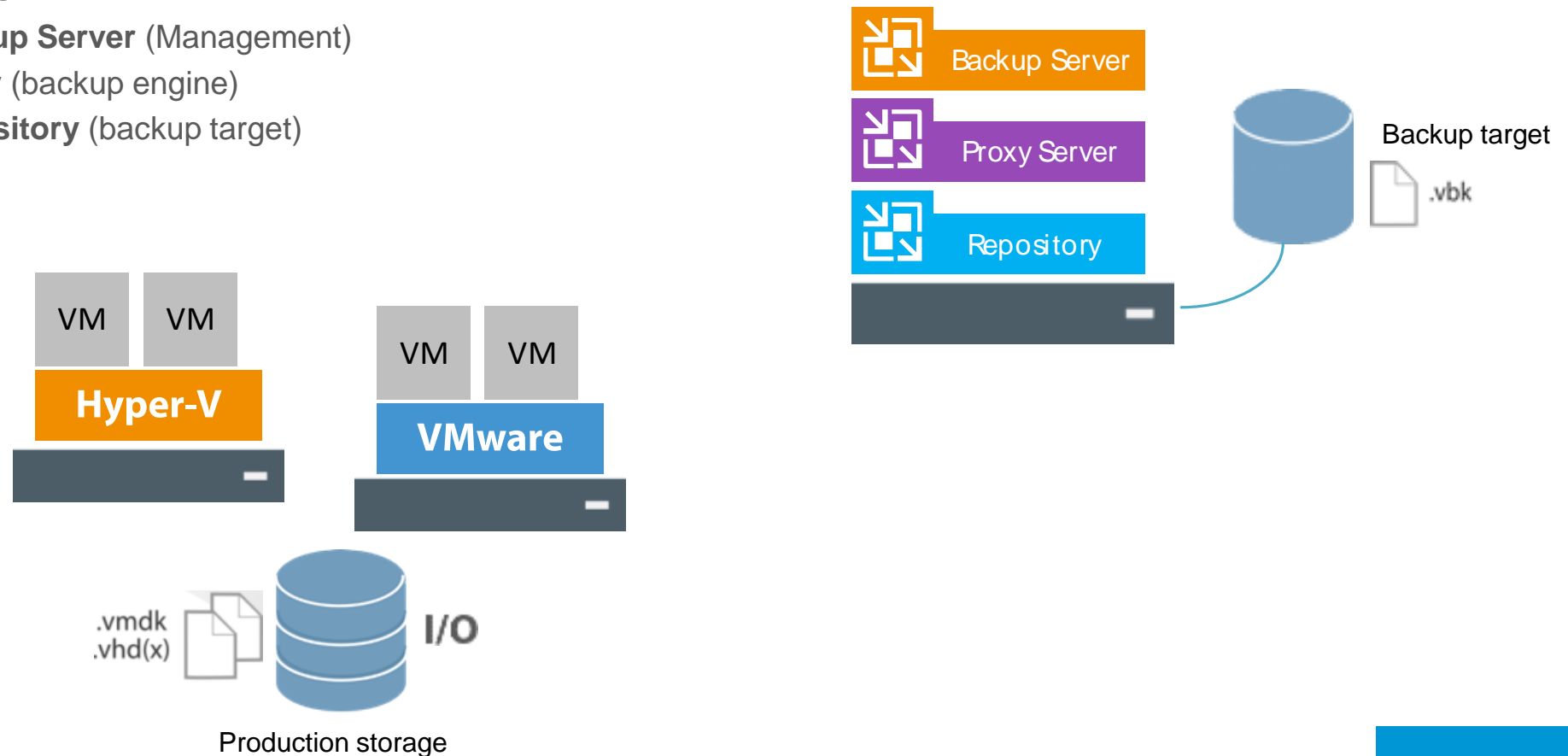
Veeam Backup & Replication

Image based protection

- **VM objects images** : OS, applications, data , VMs configuration
- **Self-sufficient backup files**: all the data needed for restores are in the backup file, not in a catalog
- **No complex backup plan**: no specific jobs for specific restores
- **Agentless granular restore**: all restore options are available for all backups

Veeam Backup & Replication Flexible Architecture

- 3 main roles :
 - **Backup Server** (Management)
 - **Proxy** (backup engine)
 - **Repository** (backup target)



24/7 operations



No patience for downtime
and data loss



Growing amount
of data



Enable the Always-On Business™

Veeam® Availability Suite™ v9



**High-Speed
Recovery**



**Data Loss
Avoidance**



**Verified
Recoverability**



**Leveraged
Data**



**Complete
Visibility**

Modern Data Center

Virtualization



Modern
storage



Cloud



Cisco and Veeam Better Together

Global Alliance since 2014

Active relationship in EMEAR, APAC and Americas

Veeam Solutions are certified Cisco Compatible

Veeam solutions are featured in the Cisco Marketplace

Solutions Catalog



Available in the
Cisco
Marketplace



Cisco and Veeam – Proven Partnerships

A modern, high-performance solution for next generation data centers



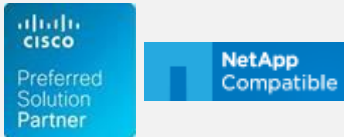
Veeam and VMware

Consolidate resources, virtualize business-critical applications and respond faster to business needs



Veeam and Microsoft

Fast, flexible, and reliable data recovery on Hyper-V



Veeam and Cisco

Modern data protection for data centers built on Converged Infrastructure



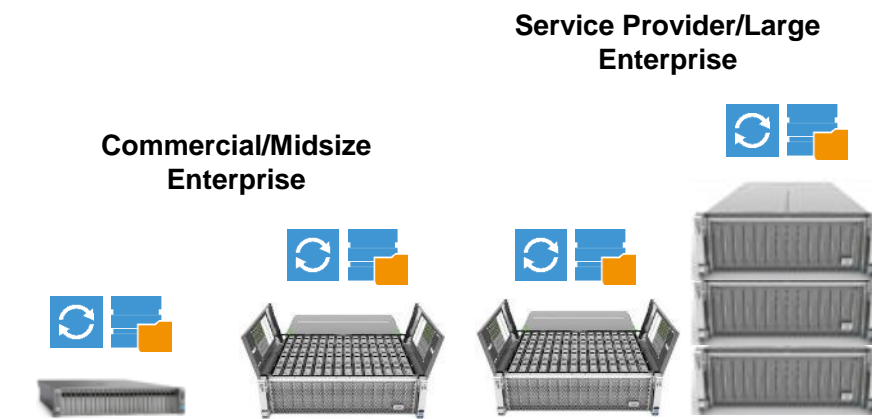
Veeam and NetApp (FlexPod)

Veeam enables application-consistent snapshots leveraging NetApp snapshots to meet the stringent RTPOs of Tier-1 applications

Cisco Appliances for Veeam

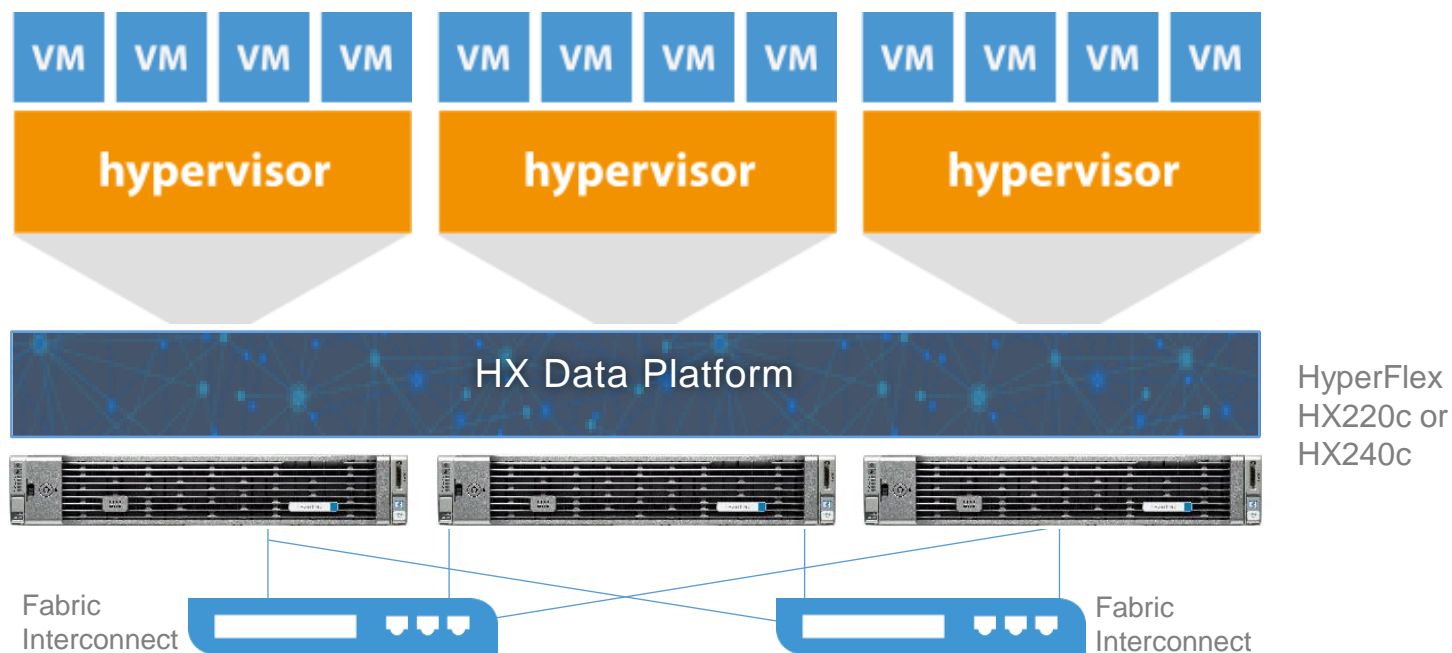
Veeam Availability Suite *Enterprise Plus* or Veeam Backup & Replication

- Instant VM Recovery, Advanced Replication
- Verified Protection, Complete visibility
- FlexPod storage snapshots
- WAN Acceleration



	Starter C240	Small C3260	Mid C3260	Large C3260
Size	2U	4U	4U	12U
Usable Capacity	72 TB	184 TB	368 TB	1104 TB

Cisco HyperFlex



Flexible and modular Cisco Hyper-converged solution based on Cisco UCS technology

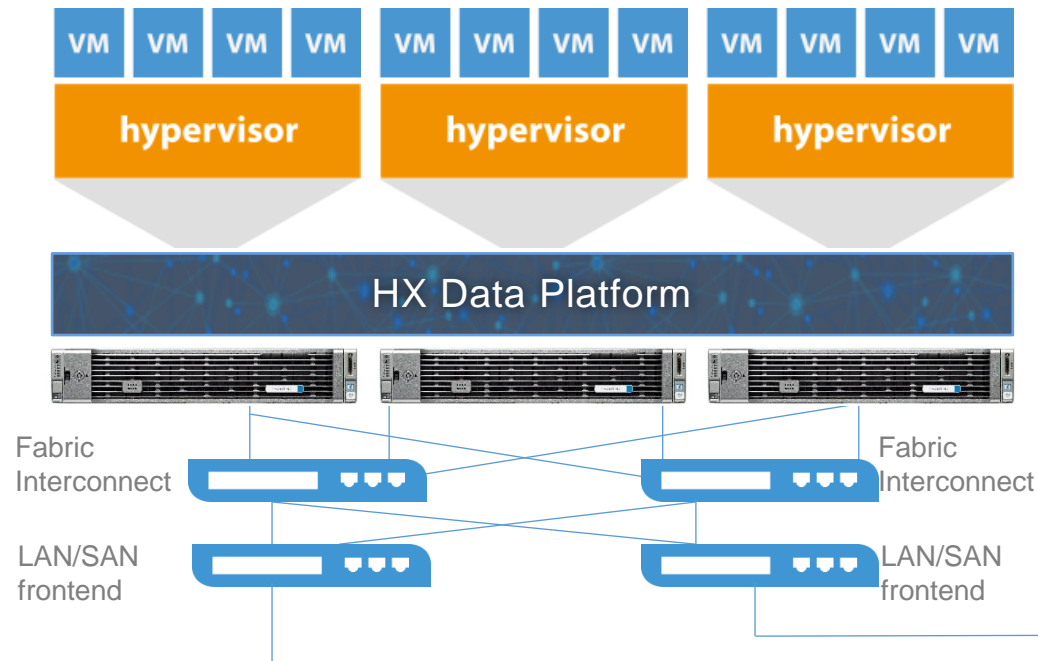
Mix of compute performance nodes and hyper-converged storage

Easy to deploy and manage, leverage UCS service profiles



Veeam Availability for HyperFlex

Backup for HyperFlex environments



HyperFlex
HX220c or
HX240c

VEEAM



Backup &
Replication



Cisco Appliance for
backup repository
Cisco UCS C240 or
Cisco UCS 3260



Leverage all **Veeam backup** features for VMware environments

- CBT aware VMware backup
- Veeam Explorers and Instant Recovery
- SureBackup and Virtual Lab

Lower the RTPO of < 15 mins for Cisco HyperFlex environments



VEEAM

CISCO

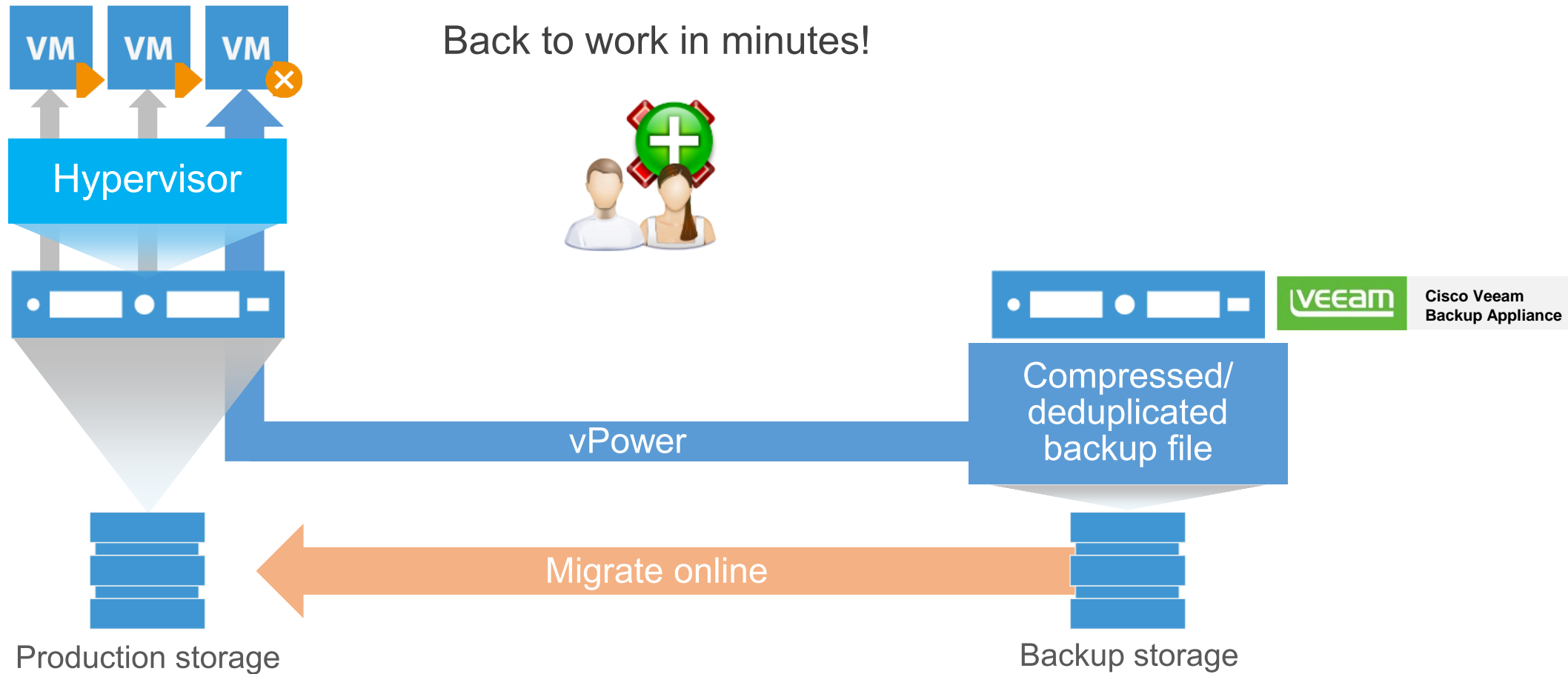
Veeam Availability for HyperFlex

Backup for Hyperflex environments

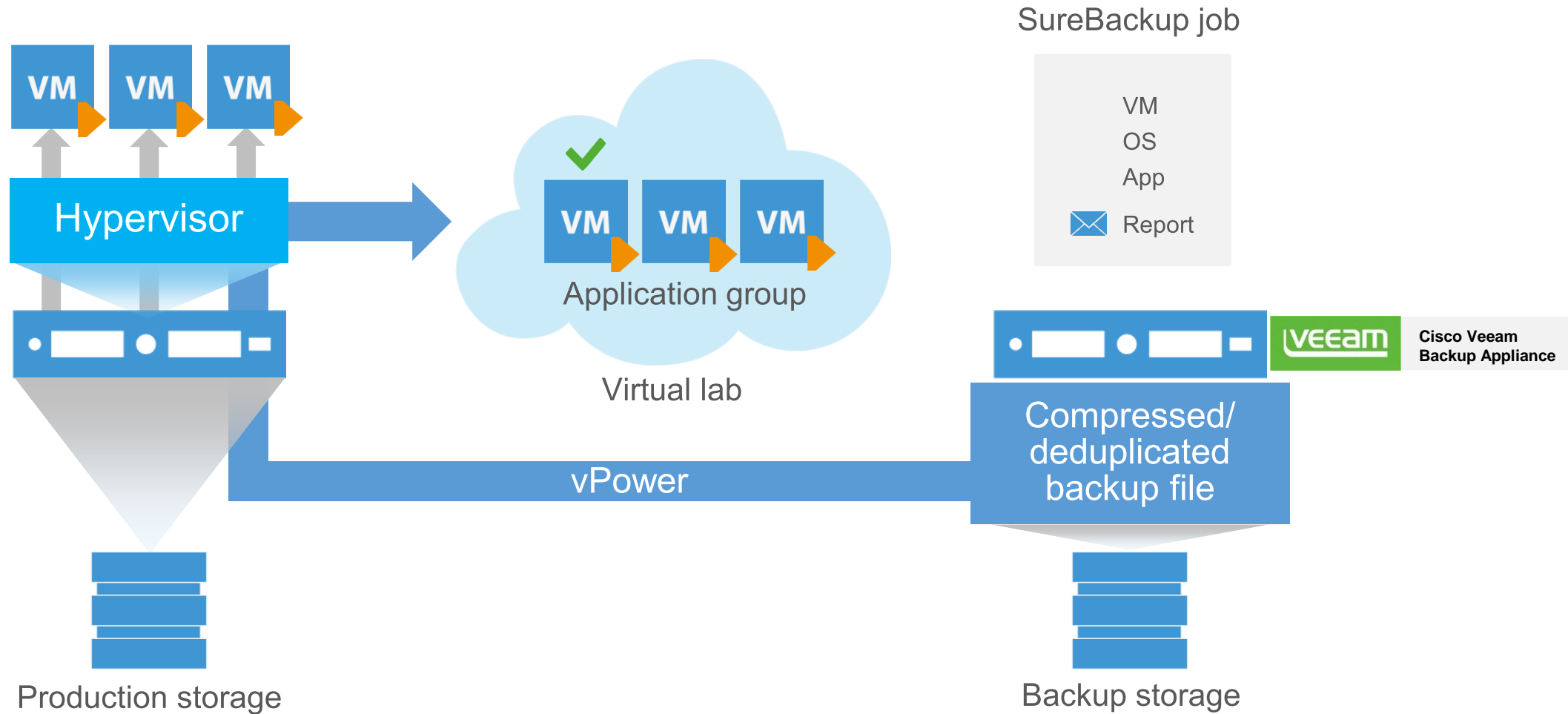
- **VMware** CBT aware incremental forever backup to minimize the backup window and optimize the RPO
- **Instant Recovery** for restores to lower the RTO
- **SureBackup** to verify the recoverability of every backup
- **Veeam Explorer** for Instant Single-Item recovery of Exchange, SQL, Oracle, AD, Sharepoint, Windows and Linux files
- **vPower technology** to run the VM directly from the backup file
- **Self-service recovery** is empowering business owners and improves speed and efficiency for restores
- **Virtual Lab** and **On-Demand Sandbox** for testing and verifying critical updates by booting an isolated environment directly from the backup
-many more



Instant VM Recovery - How it works



SureBackup - How it works



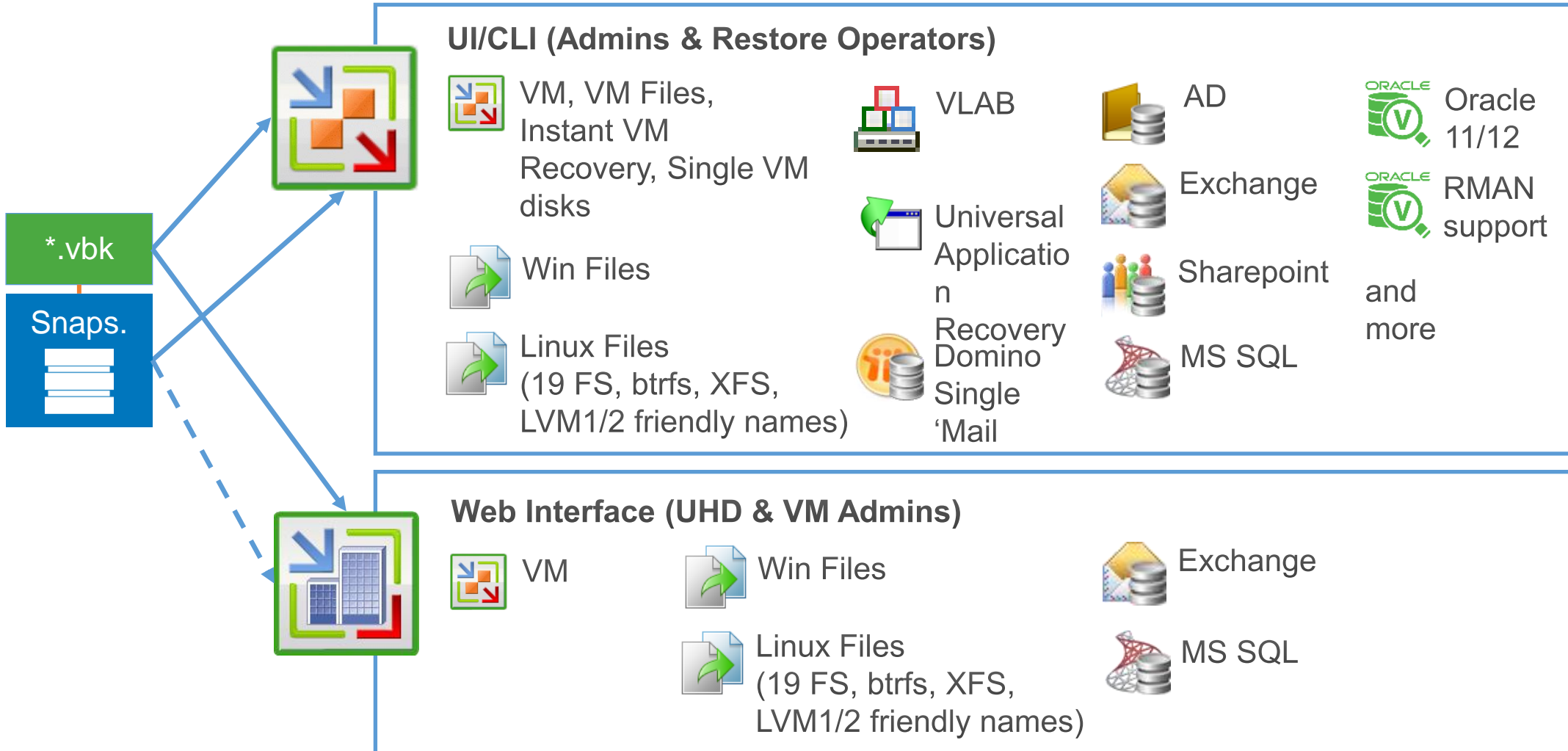
On-Demand Sandbox

- Instantly start a group of VMs in a Virtual Lab
- Start from any restore point (full or incremental)
- Or from any replica point
- Run directly from the backup file, without changing the backup file
- Put your backups to work!
 - Troubleshooting
 - Testing workarounds and patches
 - Training

“We’re building roughly 8 to 10 test environments at any given time. **With Veeam, it’s not only possible, but easy and automated.**”

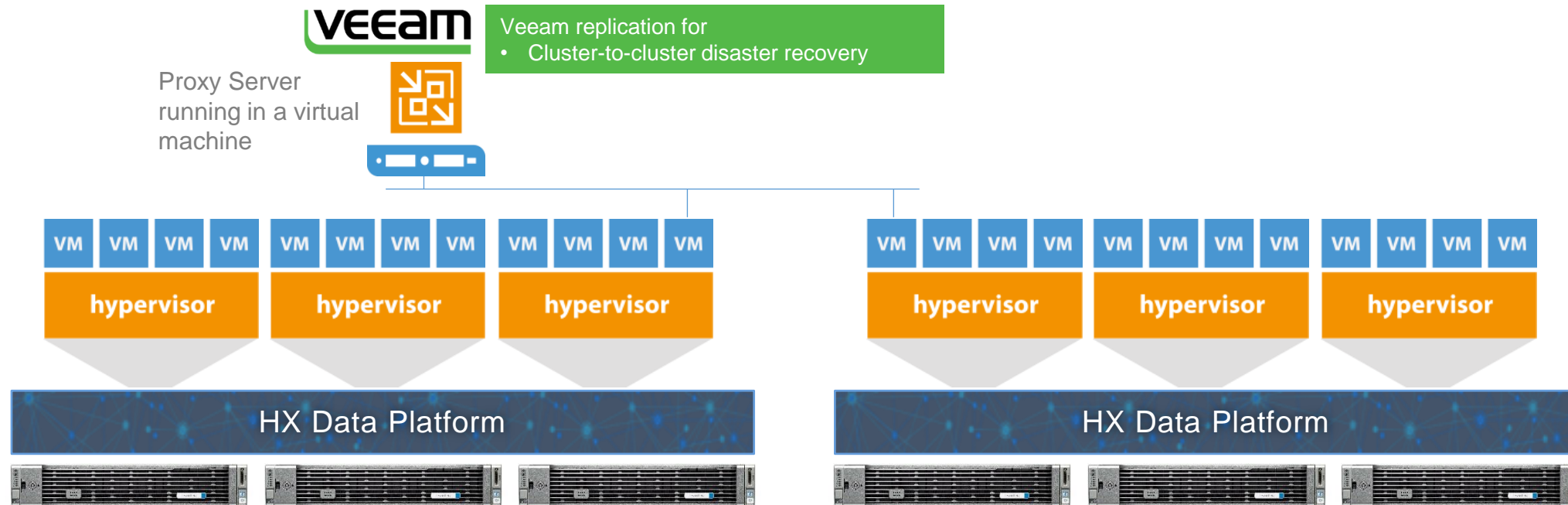
– **Theresa Brownfield**
Lead Principal IS Operations Engineer
John I. Haas, Inc.

VM, File, Object and DB Restore



Veeam Availability for HyperFlex

Replication for HyperFlex environments



Leverage **Veeam VM-level replication** between different HyperFlex or other VMware environments for **disaster recovery**

Lower the RTPO for Cisco HyperFlex in case of disaster

Veeam Explorer, SureReplica and Virtual Lab features

Virtual Lab for replicas (VMware)

Reduce risk and put replicas to work

SureReplica: automatically verify every restore point in every replica

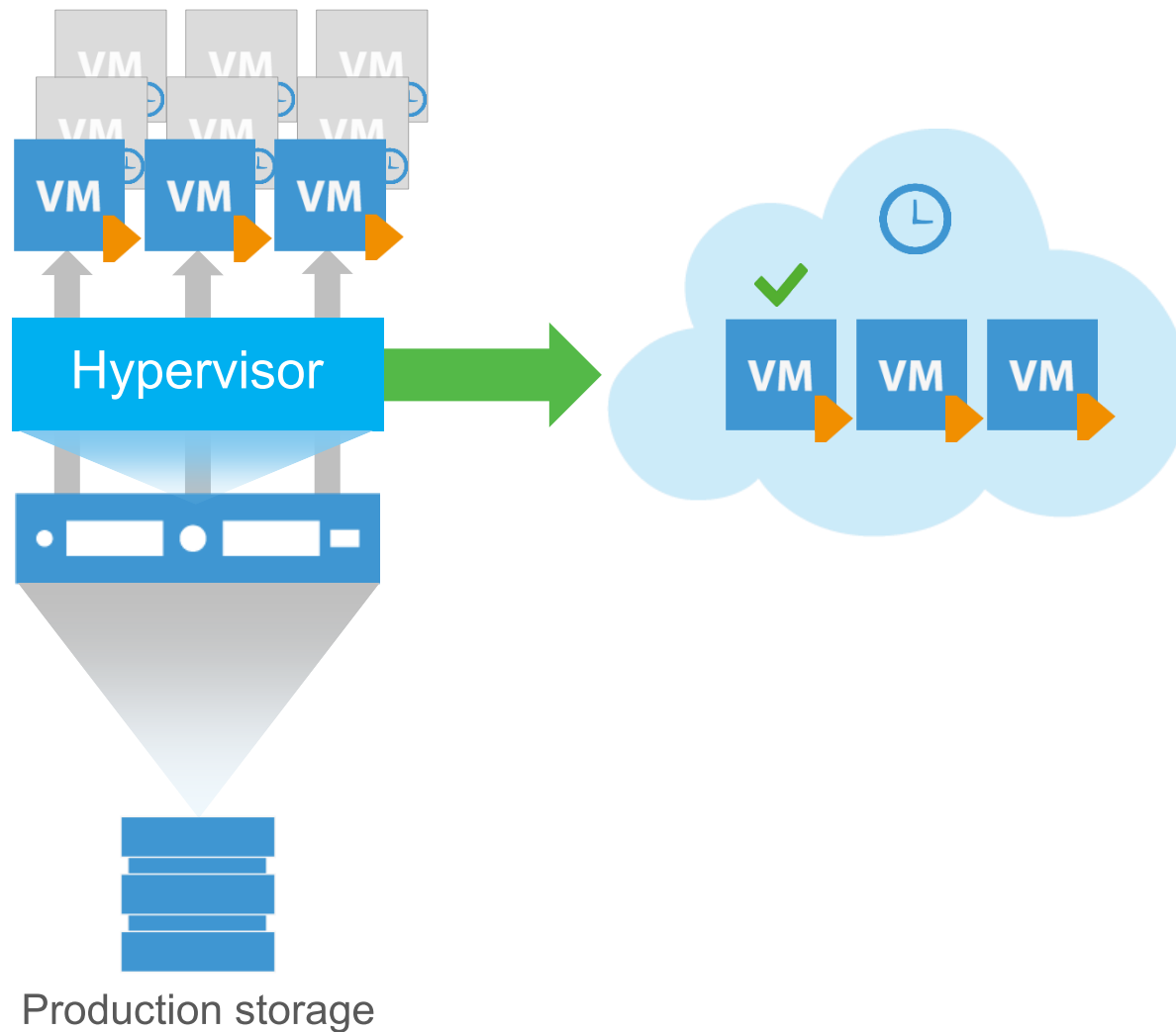
Turn standby replicas and resources into powerful tools for:

- U-AIR: fastest recovery of items from any virtualized application
- On-Demand Sandbox: utilize disaster recovery environments for testing, training and troubleshooting

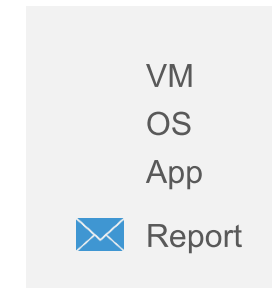
"Virtualization along with Veeam Backup & Replication got us through three worst-case scenarios: an earthquake, a tsunami and a fire."

– Dave Clark
Senior Infrastructure Services Engineer
Catalent Pharma Solutions

How it works: SureReplica



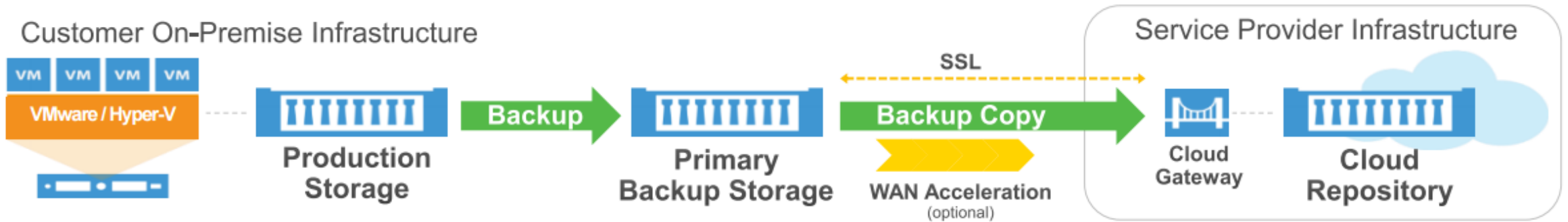
Verification job



A unique cloud story

BaaS and DRaaS in a different way

Veeam Cloud Connect Backup

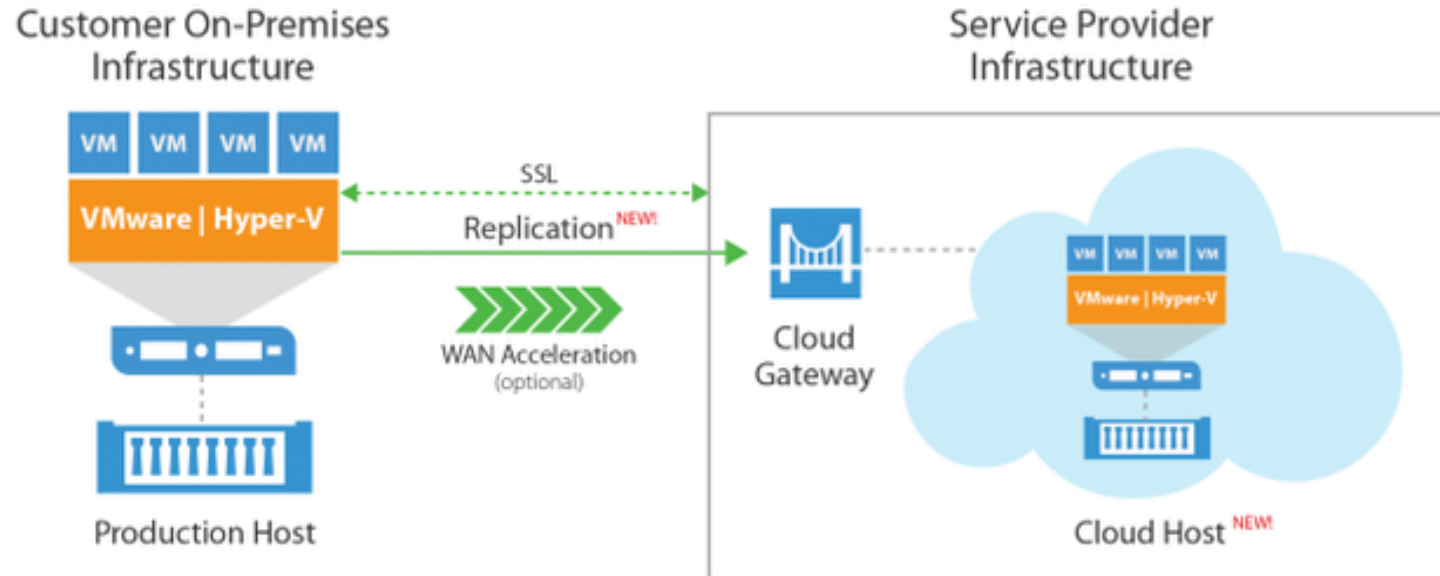


The fast, easy, secure and efficient way to get backups offsite to a service provider

BaaS for customers:

- ...without a secondary data center
- ...with the demand of an offsite copy of their data to meet their requirements
- ...that are not able to meet the 3-2-1 rule
- ...thinking about leveraging the cloud to minimize the on-premise costs

Veeam Cloud Connect Replication

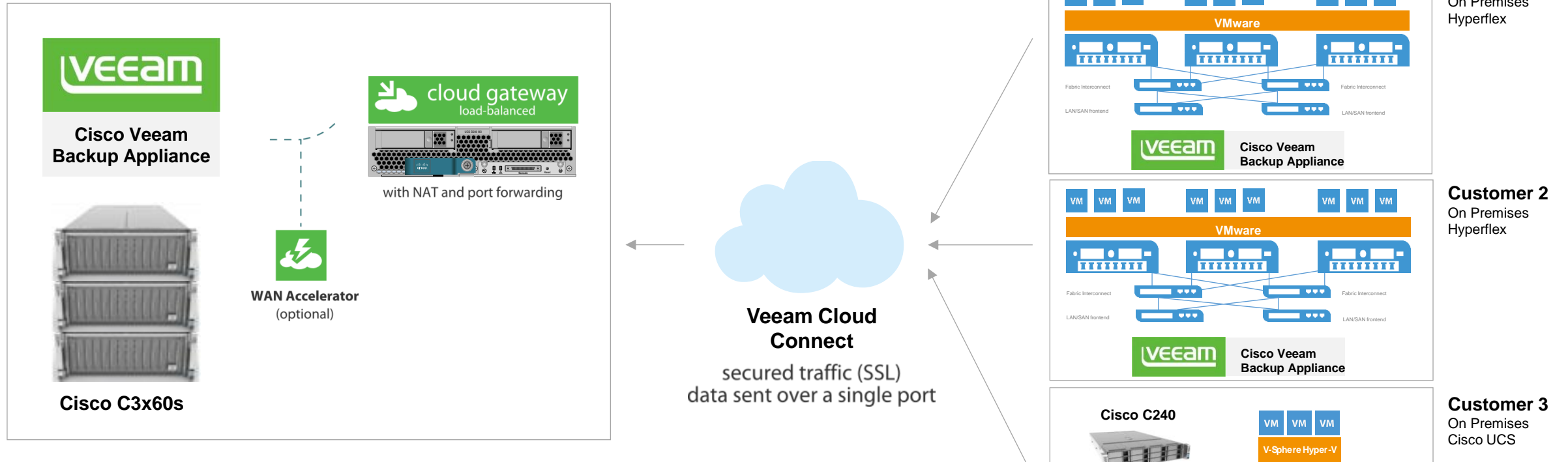


DRaaS for customers:

- ...without a secondary data center for disaster recovery
- ...with the demand of a replication solution for the Tier1 VMs
- ...who want an easy way to perform failover and failbacks in case of a disaster

Veeam Availability for HyperFlex

Cloud Connect with Cisco



BaaS and DRaaS build on Cisco UCS, Hyperflex and Veeam

Easy-to-deploy and easy-to-manage for service providers and customer

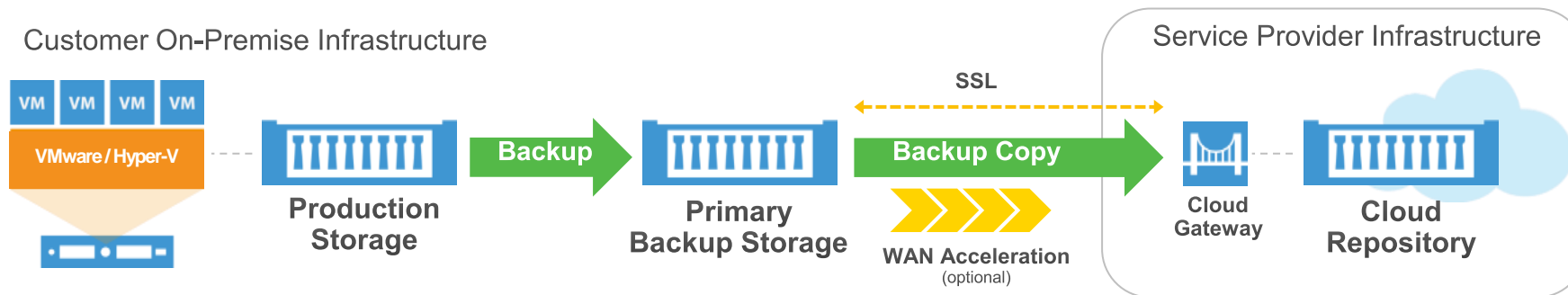
Full multi-tenancy and secure data transport into the cloud

Veeam Availability for HyperFlex

Cloud Connect with Cisco

The easy, efficient way to get backups and replicas offsite to a service provider

- **No need to invest in a second site** for your backups, rent a dedicated cloud repository from a service provider
- **Encrypt and send data** through a secure SSL connection (No VPN needed)
- **Maintain complete visibility and control:** Recover data quickly from hosted backup repositories; access backup data directly from within the backup console
- **It's fully integrated!** Leveraging Backup Copy jobs, Built-in WAN Acceleration, forever incremental backups and more!
- **Failover to the cloud** and run VMs in case of a disaster



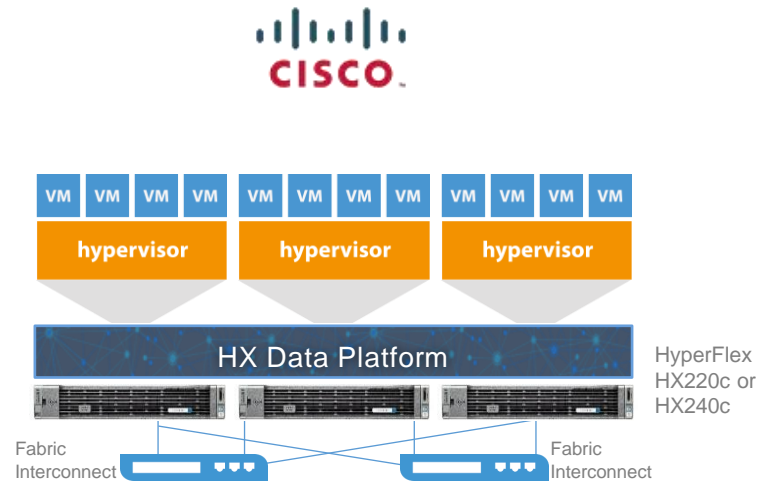
Veeam and Cisco for Service Provider

Veeam Cloud Connect with Cisco for BaaS and DRaaS

SP



Cisco C3260 for Veeam CC BaaS



Cisco HyperFlex for Veeam CC DRaaS



Veeam Cloud Connect
Backup and
Veeam Cloud Connect
Replication

- Backup as a Service
- DR as a Service
- Failover to the Cloud
- No VPN required
- Transparent Networking
- Multi-Tenant

Real customer value

Veeam Cloud Connect and Cisco Backup Appliance

50-75% **Faster**
Restore

2.2x **Backed up**
More data
At same cost

5 **Minute** **Deploy**
Times



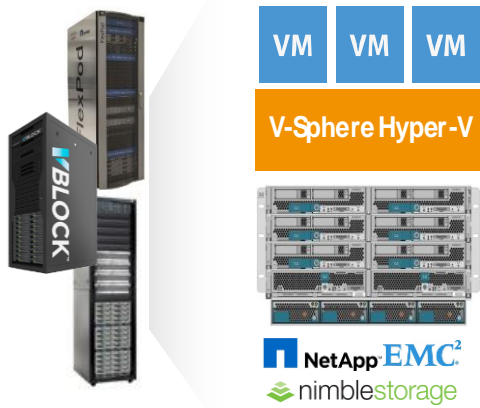
“The UCS C3x60 is good for business because we can restore virtual machines **twice as fast**, at a competitive price.”

Justin Giardina, iland CTO

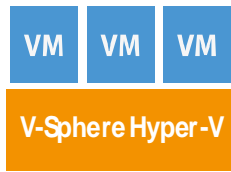


See the full picture

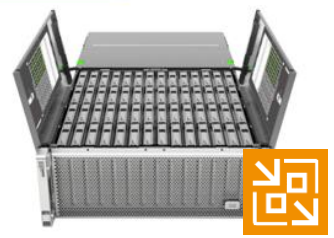
Veeam & Cisco and the datacenter demand



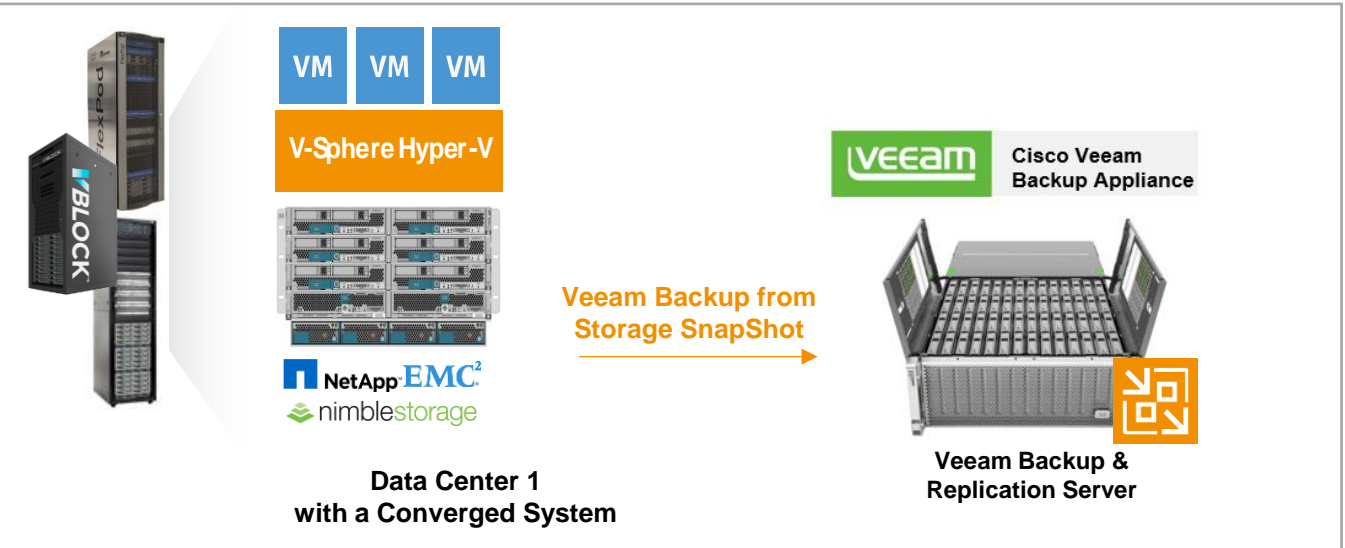
**Data Center 1
with a Converged System**

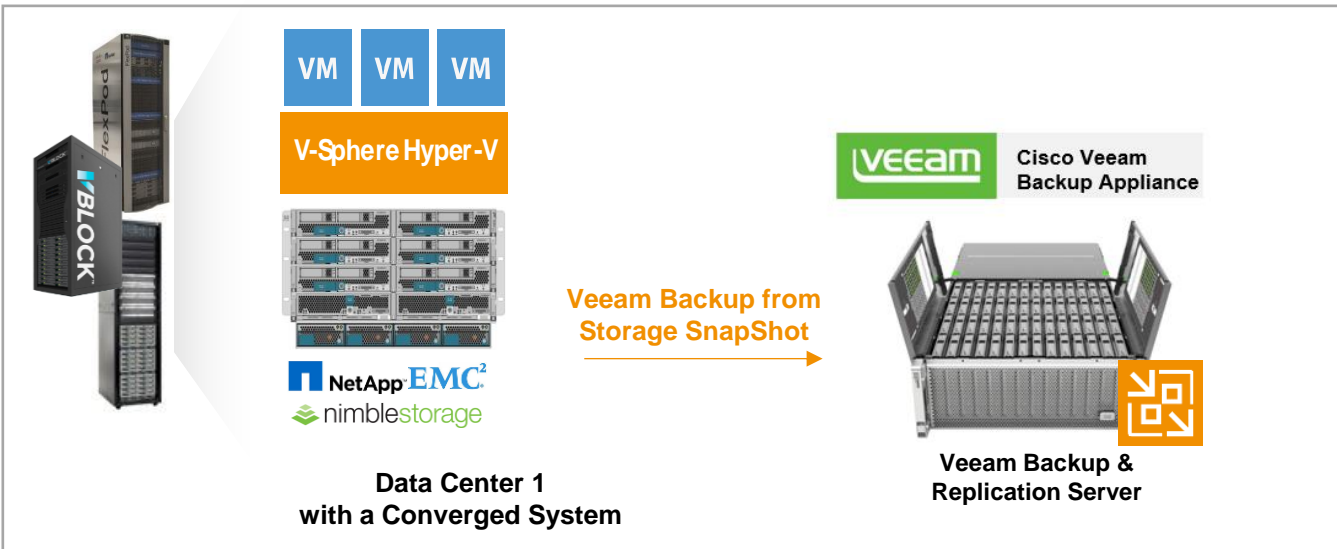
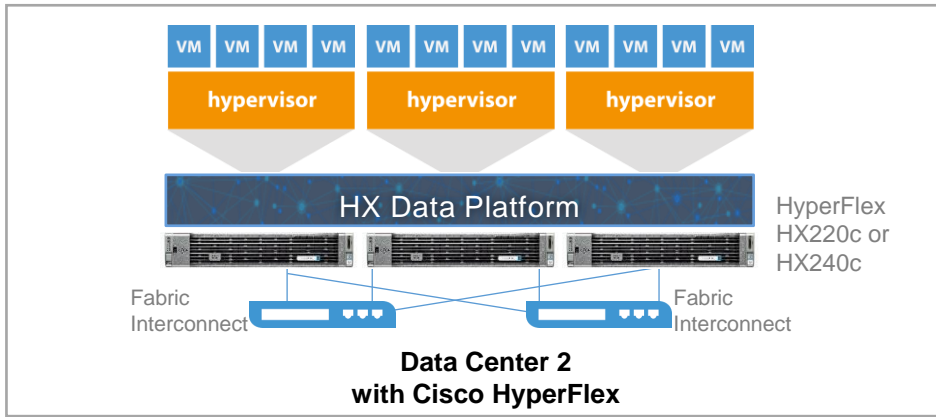


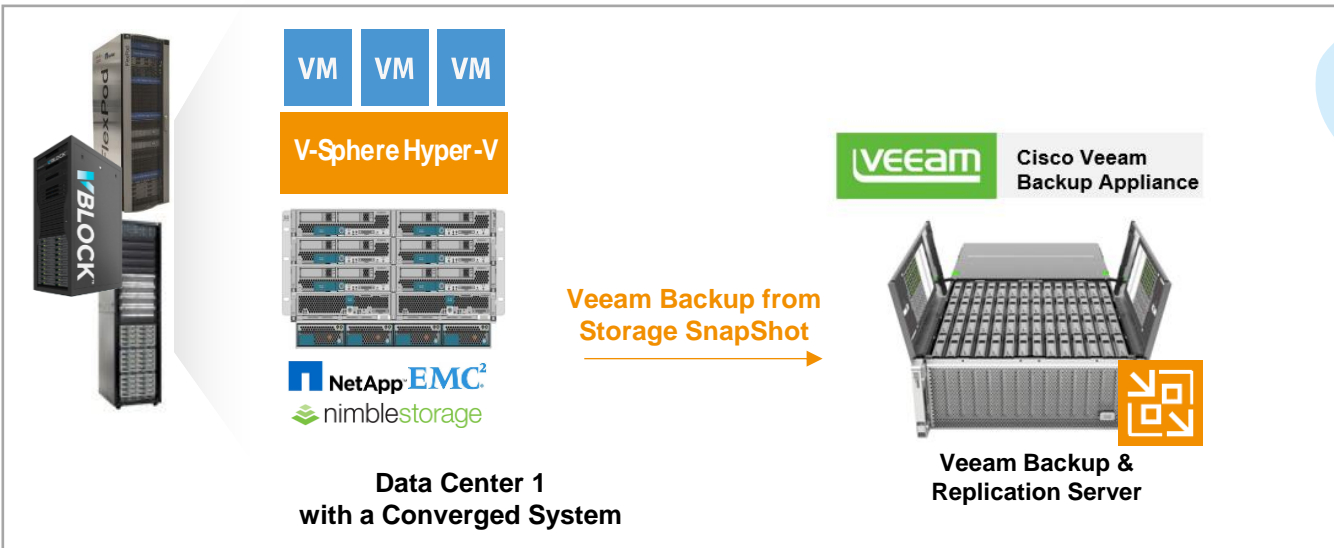
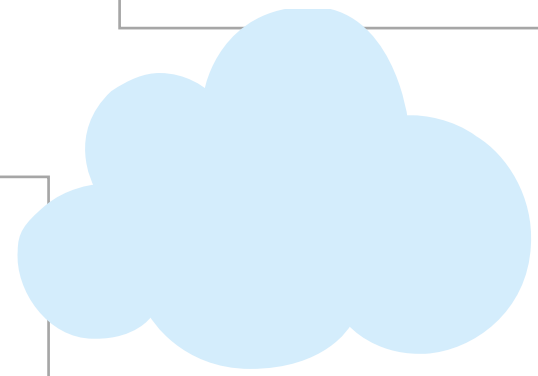
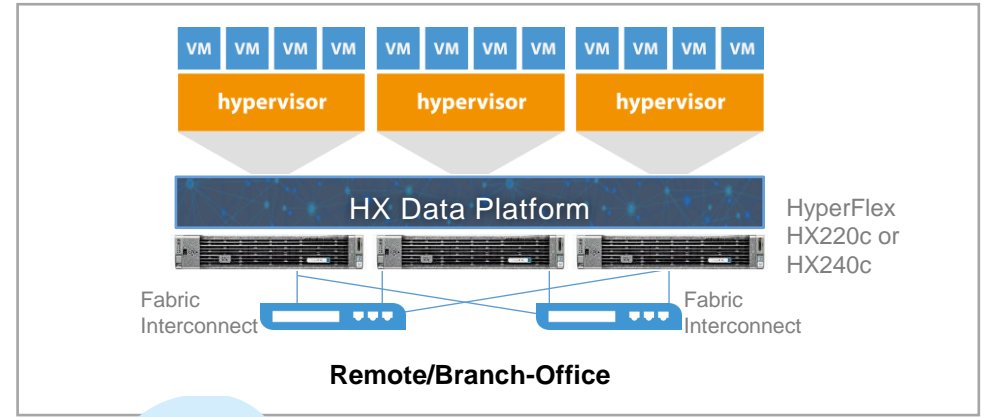
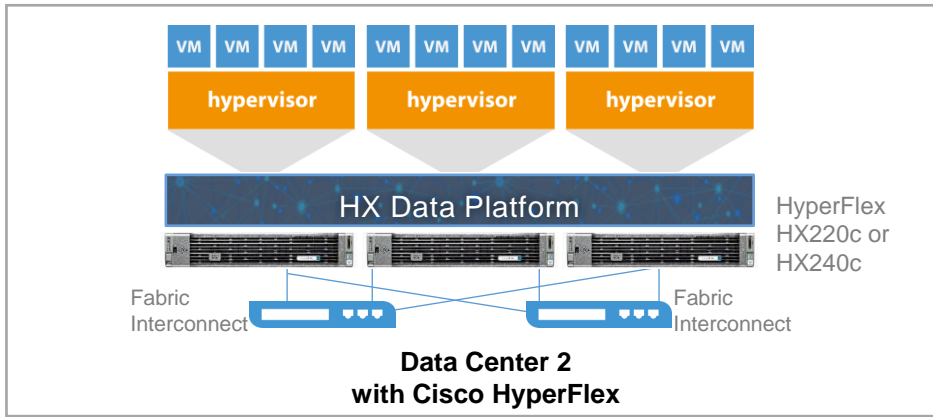
**Data Center 1
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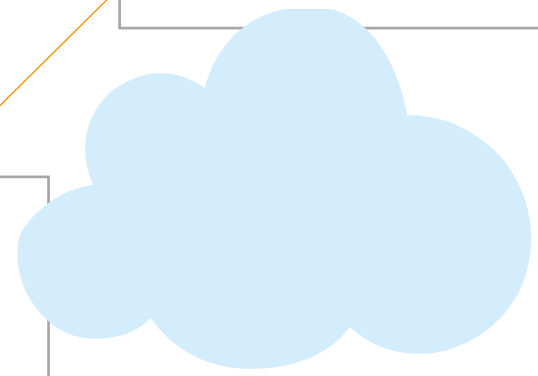
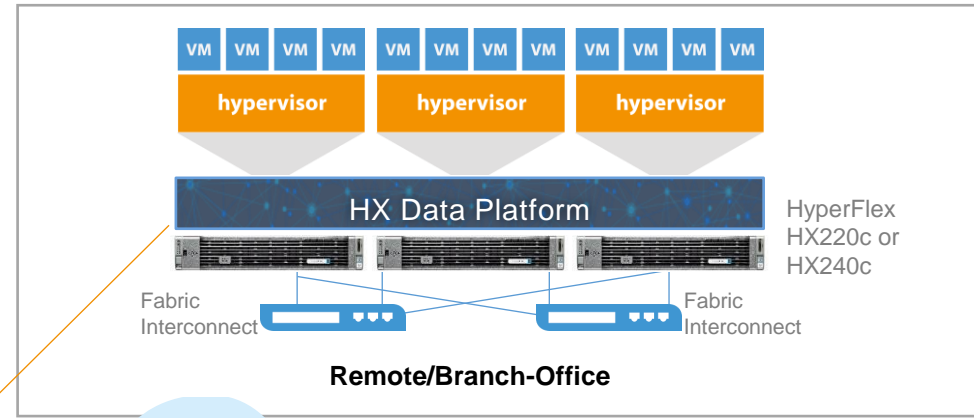
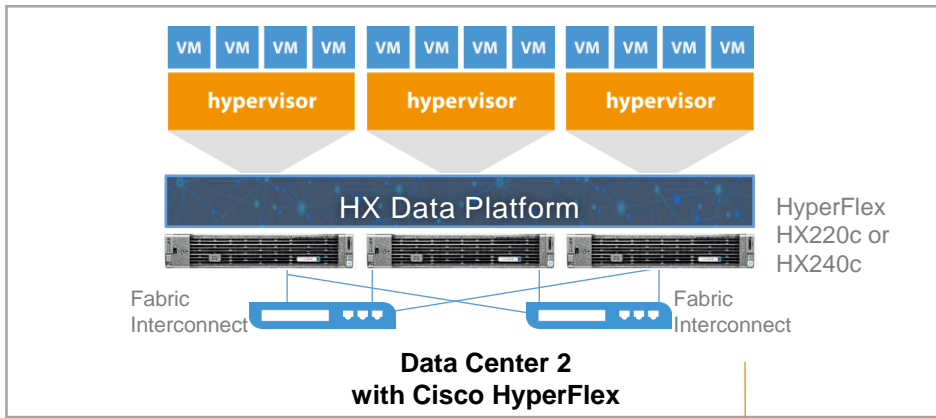


**Veeam Backup &
Replication Server**

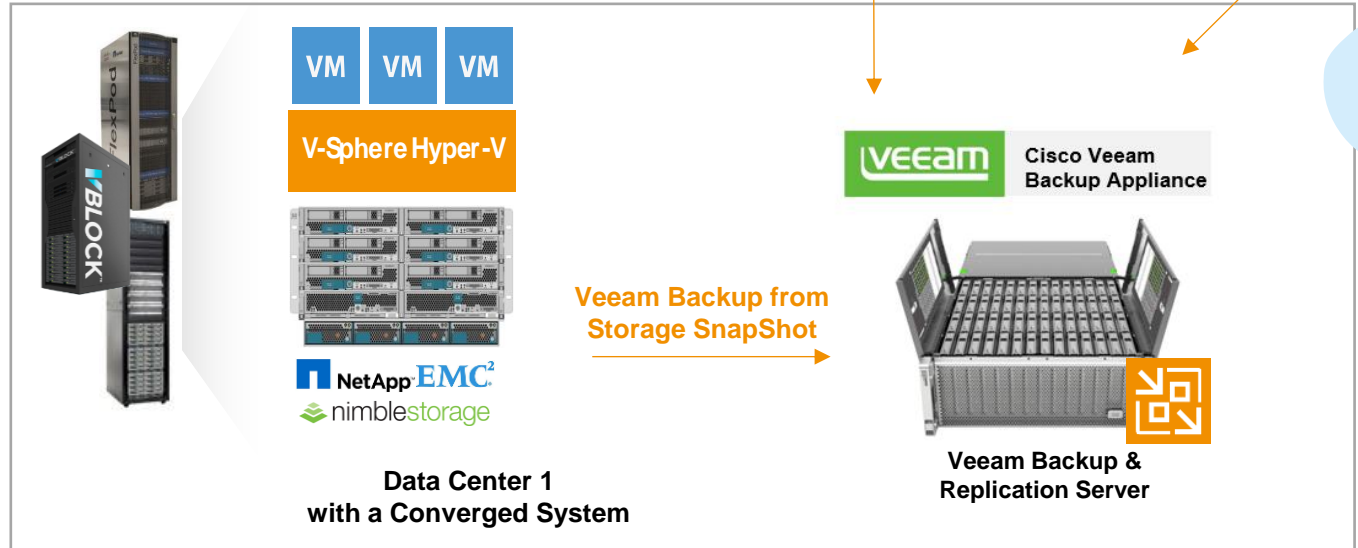


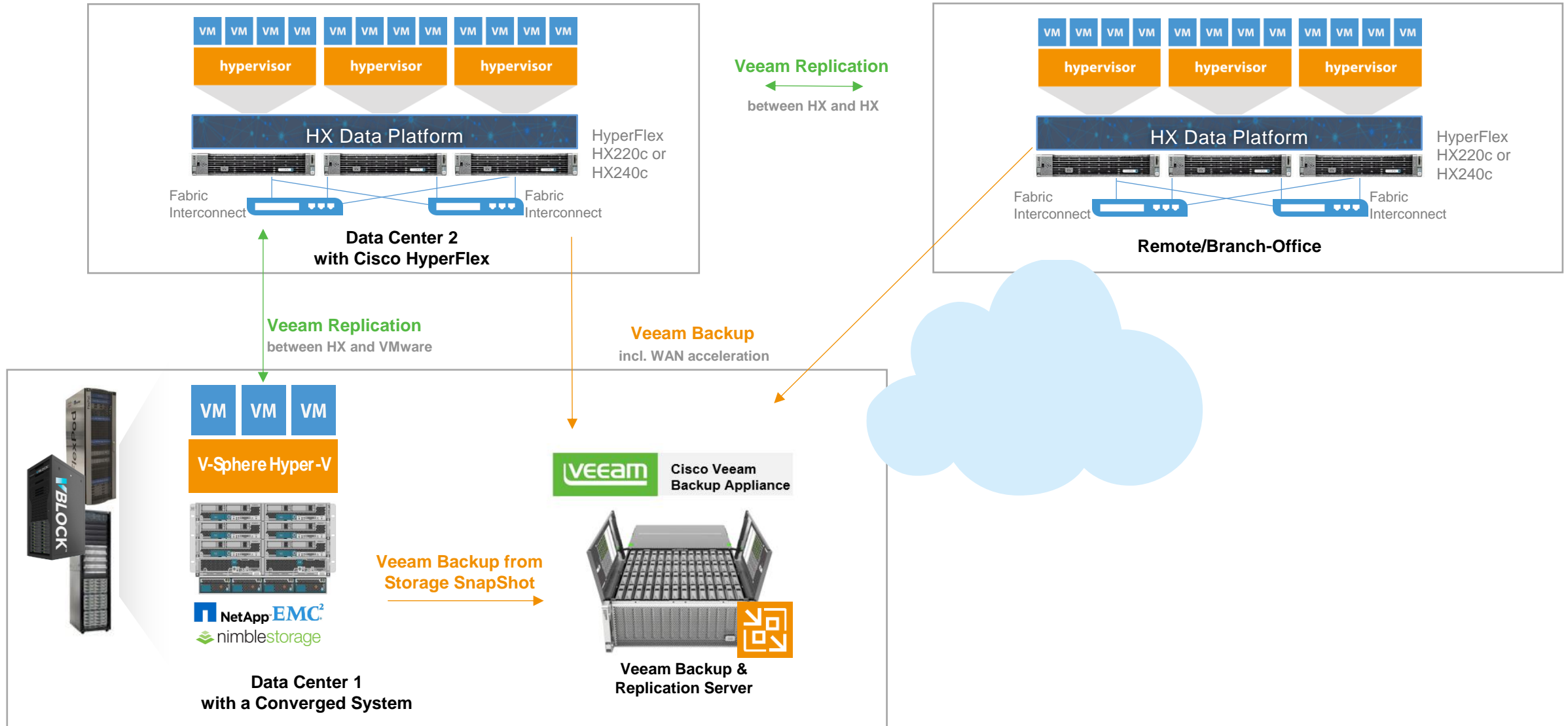


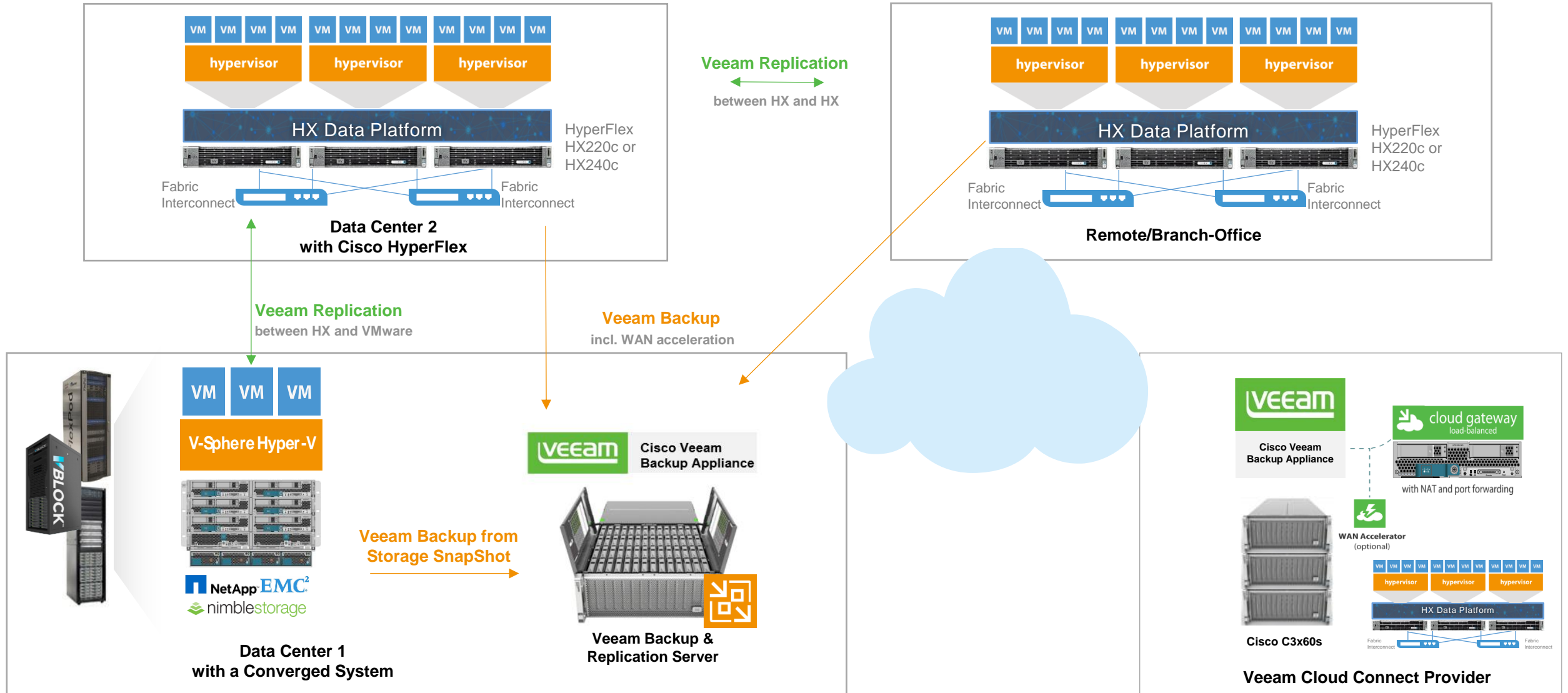


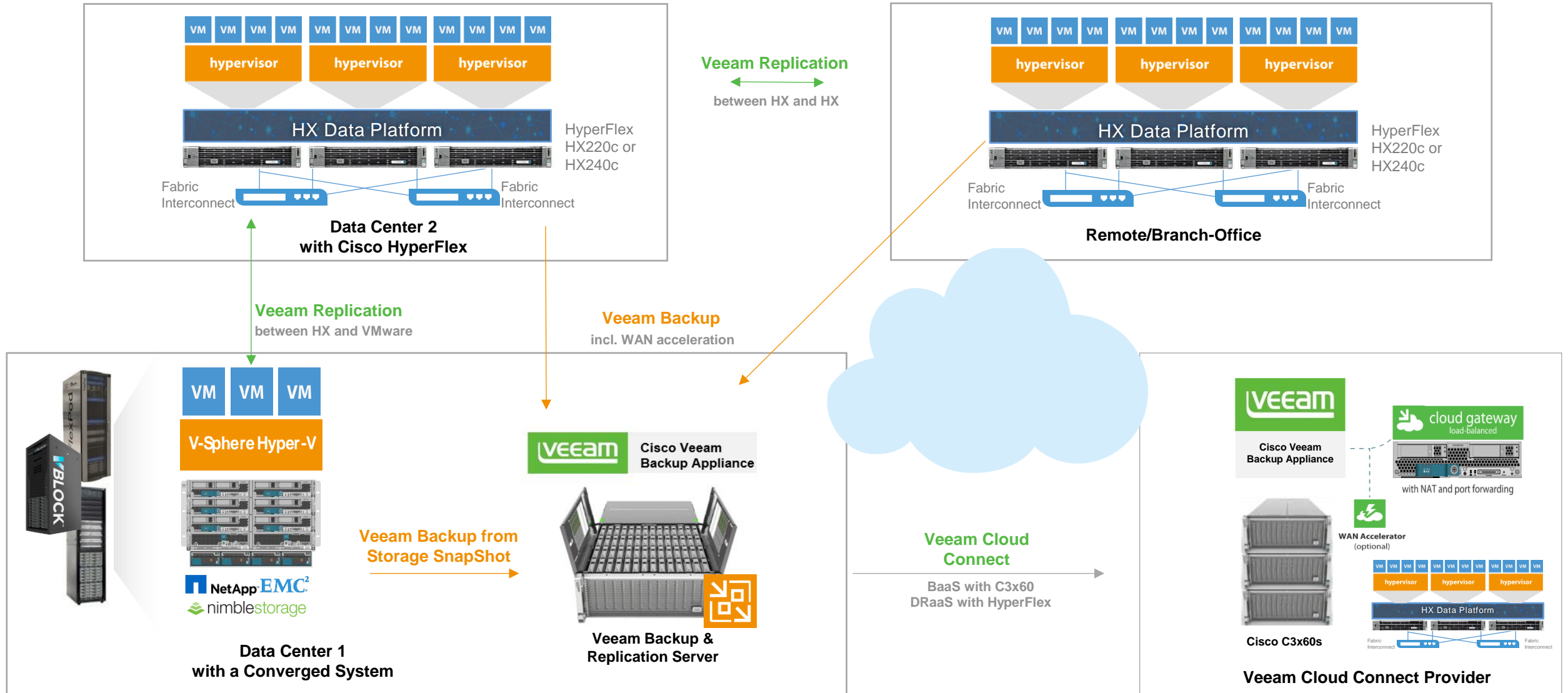


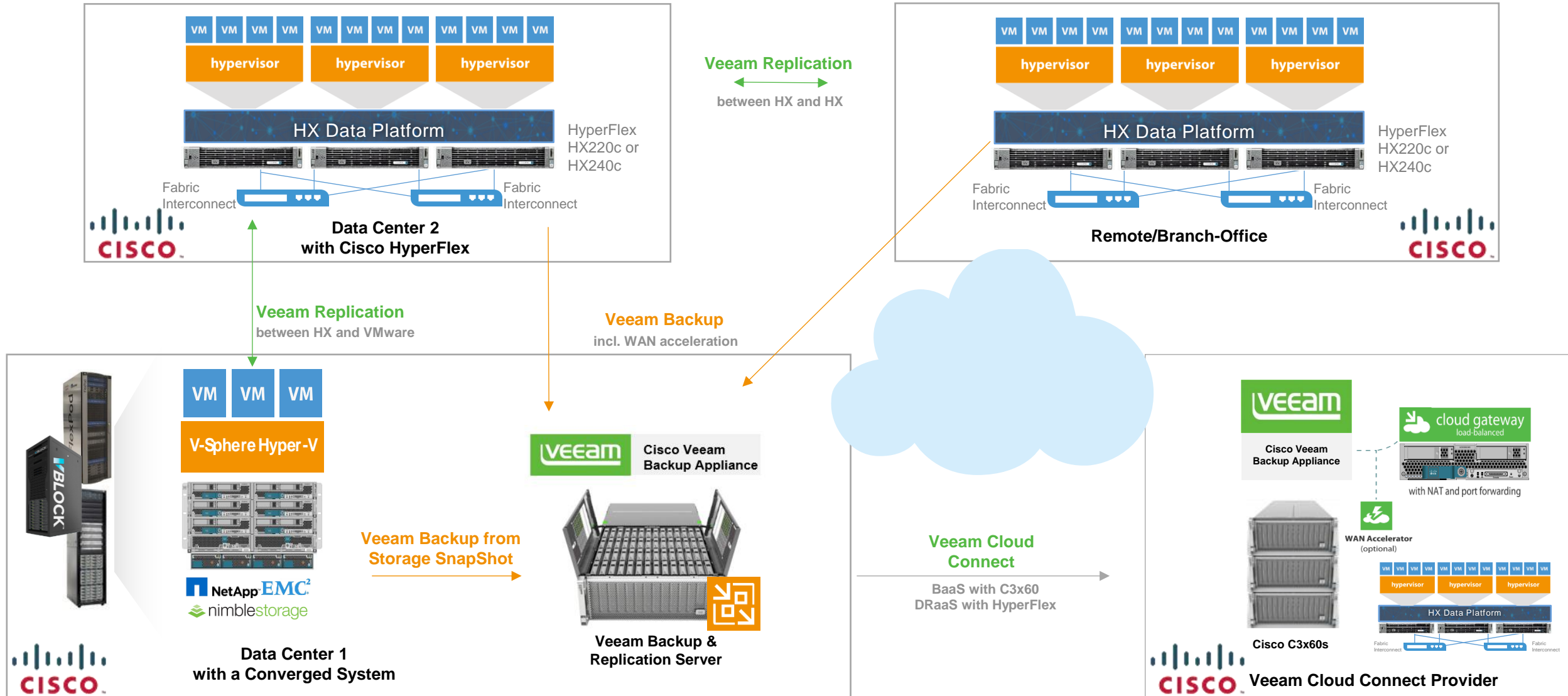
Veeam Backup
incl. WAN acceleration











Questions?



Thank You !