

VEEAM
IT JUST WORKS!

Veeam Availability Suite v8 – Data Protection as a Service

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Hechos y tendencias

Investment

300K\$ **COST OF A Downtime**
PER HOUR

Data Lost

9 OUT OF 10
SMB have
Closed business



GO TO MARKET



ORGANISATION BUY
CLOUD BACKUP SERVICE
EXPERT CLOUD PROVIDER

BENEFITS ABOUT CLOUD STORAGE

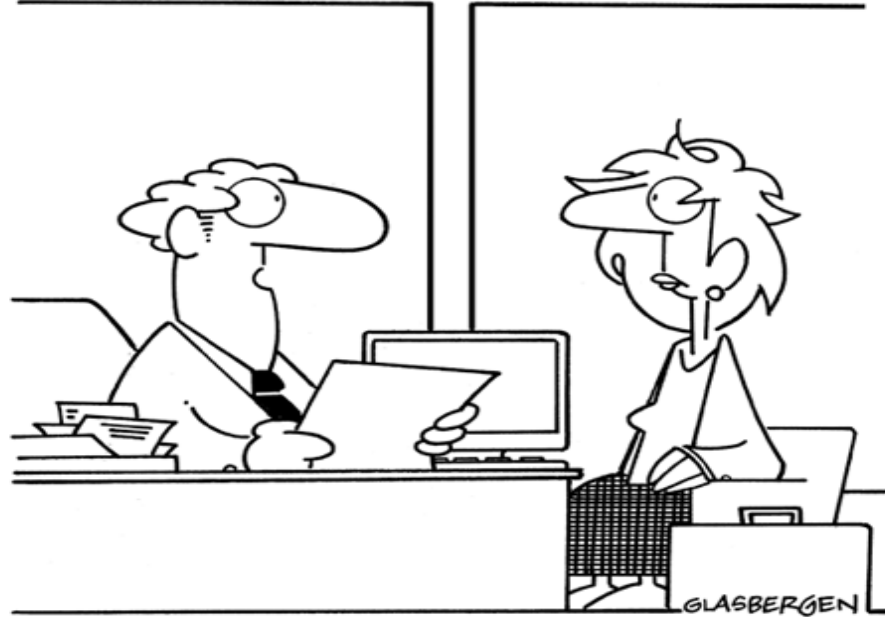
OVER
40%
BENEFITS
BY IMPROVING SECURITY AND COSTS



ESG Report – www.veeam.com/service-providers

La regla “3-2-1”: Go Cloud!

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“Right now we’re only hiring twins. One for the office and a back-up copy for the cloud.”

Roles



Qué se necesita realmente?

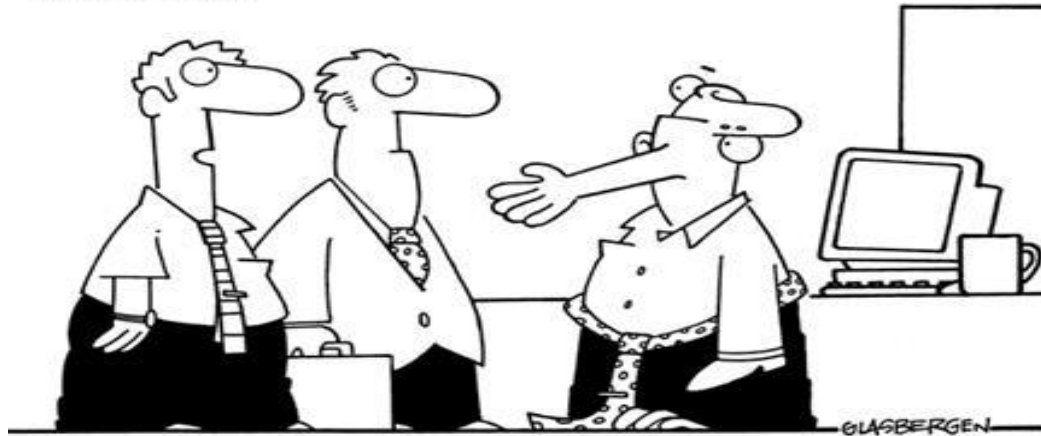
#1: Datos Seguros



Seguridad

Encryption

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“That’s our CIO. He’s encrypted for security purposes.”

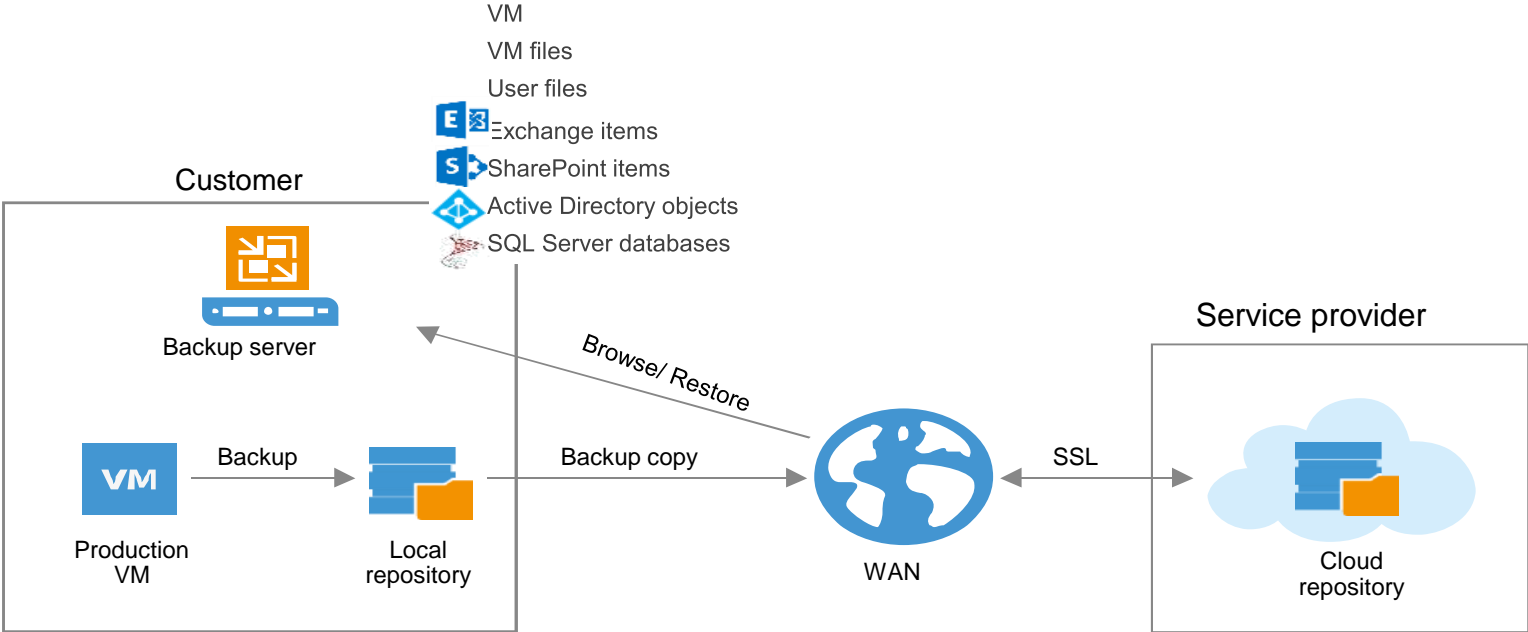
#2: Enviar datos hacia Cloud



#3: Recuperar desde Cloud

El backup existe para hacer Recovery
(incluso en Cloud)

Flexible





Veeam Backup & Replication

Backup Tools

Home

Backup

 Properties Remove from

 Backup

Backup & Replication

Type in an object name to search for

- Jobs
- Backups
 - Disk
 - Cloud
 - Last 24 hours

Job name	Creation time	Restore points	Repository	Platform
AD Backup	4/22/2015 12:56 AM		Cloud Repository Vol2	VMware
Exchange Backup	4/22/2015 2:13 AM		Cloud Repository Vol3	Hyper-V
SharePoint Backup	4/22/2015 2:13 AM		Cloud Repository Vol3	Hyper-V
SQL Backup	4/22/2015 2:12 AM		Cloud Repository Vol1	VMware

- Backup & Replication
- Backup Infrastructure
- Virtual Machines
- Storage Infrastructure
- Tape Infrastructure
- Files

1 backup selected

Enterprise Plus Edition

Evaluation: 112 days remaining



Veeam Backup & Replication

Home Backup

Instant VM Recovery vPower

Entire VM Restore

VM Files

Guest Files

Application Items

Remove from Disk Actions

Backup & Replication

Type in an object name to search for

Job name	Creation time	Restore points	Repository	Platform
AD Backup	4/22/2015 12:56 AM		Cloud Repository Vol2	VMware
Exchange Backup	4/22/2015 2:13 AM		Cloud Repository Vol3	Hyper-V
exch01	4/22/2015 4:20 AM	14		
SharePoint Backup	4/22/2015 2:13 AM			Hyper-V
SQL Backup	4/22/2015 2:12 AM			VMware

- Instant VM recovery...
- Restore entire VM...
- Restore VM files...
- Restore guest files
- Restore application items
 - Microsoft Exchange items...
- Remove from disk

1 backup selected

Enterprise Plus Edition

Evaluation: 112 days remaining

VEEAM

Add Store
 Remove Store
 Save Items
 Send Items
 Export Folder
 Export Items
 Restore Folder
 Restore Items
 Advanced Find

Mailbox Stores Export to MSG Export to PST Restore Tools

All Stores

- Mailbox Database 1307805076.edb
 - Alexander Rowland
 - Ann Raley
 - 001
 - Calendar
 - Contacts
 - Deleted Items
 - Drafts
 - Inbox
 - Journal
 - Junk Email
 - Note_rest
 - Notes
 - Outbox
 - Permanently Deleted Items
 - Restored-bad_EID
 - RSS Feeds
 - Sent Items
 - Sync Issues

Find items that match these criteria:

From starts with Mike Lloyd

Define search criteria

Category: All Fields Field: Assistant's name

Condition: is exactly Value:

!	🏠	📄	👤	From	To	Cc	Bcc	Subject	Received	Folder
			📧	Mike Lloy				Open	20/4/2015..	Mailbox D...
			📧	Mike Lloy				Open item location	2013 20/4/2015..	Mailbox D...
			📧	Mike Lloy				14... 18/4/2015..		Mailbox D...
			📧	Mike Lloy				Save to Desktop	g 6/4/2015...	Mailbox D...
			📧	Mike Lloy				Save to .msg file...	ind... 31/3/2015..	Mailbox D...
			📧	Mike Lloy				Send to...	1/2/2015...	Mailbox D...
								Export to Desktop\Inbox.pst		
								Export to .pst file...		
								Restore to...		

Found 6 items

#4: Restaurar desde Cloud



#5: Recuperar en cloud



Fuego
Inundaciones
Tornados
Ventiscas
Huracanes
Falta corriente
Derrames químicos...

#6: Sencillo



#7: Económico

Storage Pricing

Region:

	Standard Storage	Reduced Redundancy Storage	Glacier Storage
First 1 TB / month	\$0.0300 per GB	\$0.0240 per GB	\$0.0100 per GB
Next 49 TB / month	\$0.0295 per GB	\$0.0236 per GB	\$0.0100 per GB
Next 450 TB / month	\$0.0290 per GB	\$0.0232 per GB	\$0.0100 per GB
Next 500 TB / month	\$0.0285 per GB	\$0.0228 per GB	\$0.0100 per GB
Next 4000 TB / month	\$0.0280 per GB	\$0.0224 per GB	\$0.0100 per GB
Over 5000 TB / month	\$0.0275 per GB	\$0.0220 per GB	\$0.0100 per GB

Veeam Cloud Connect

Cloud Connect



Extending Veeam backup infrastructure to the cloud



**Data Loss
Avoidance**

No mas cubo de Rubik!

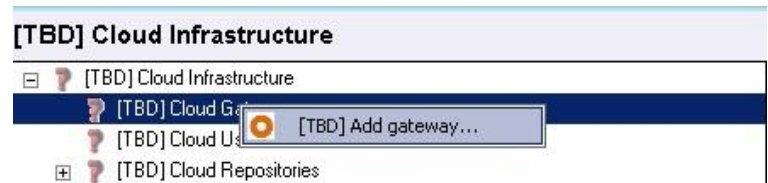


Visibilidad desde la consola de Backup para Cloud Providers

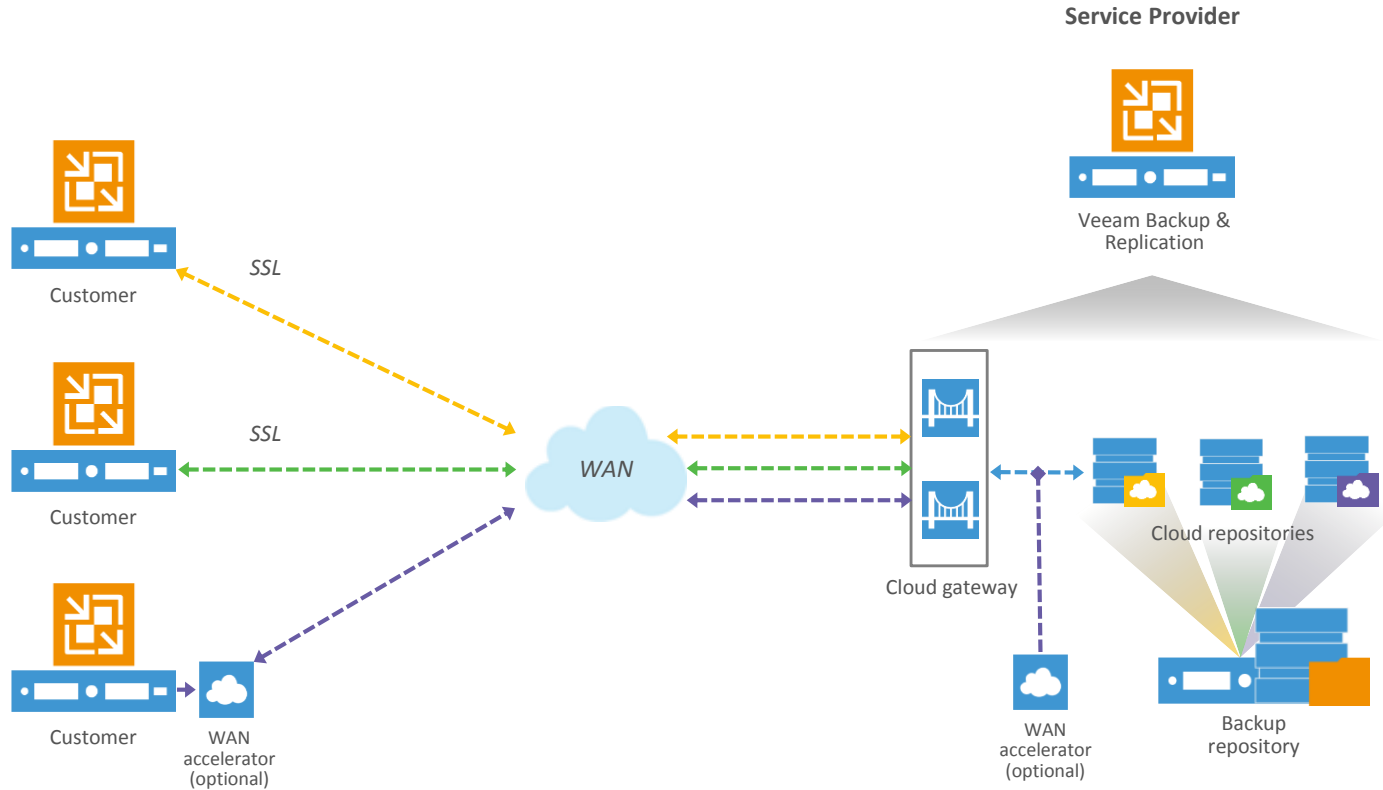
Acceso directo desde la consola de Backup para Clientes Veeam

Infraestructura Cloud

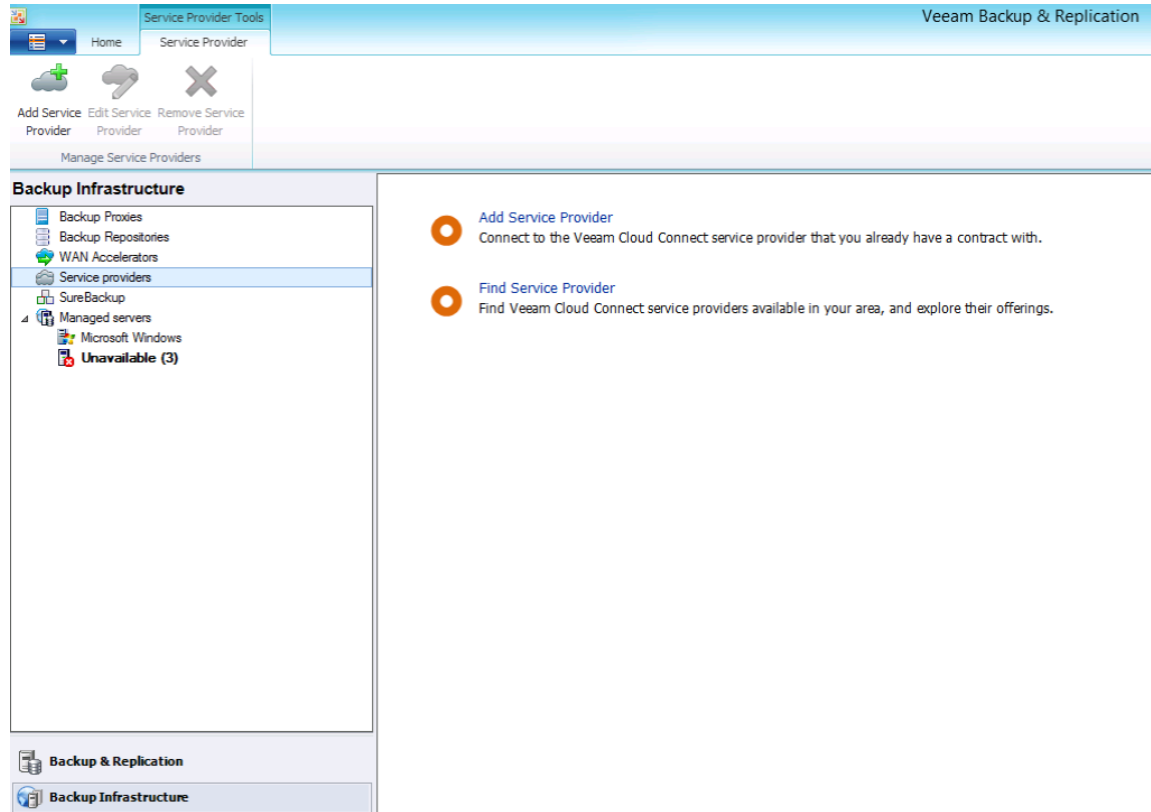
- Cloud gateway: conecta sobre SSL – no mas VPN!
- Multi-tenant support
- Automatización
- Gestión de Recursos
- Arquitectura Escalable



Welcome Cloud Connect



Paso 1: Inicio



The screenshot displays the Veeam Backup & Replication console interface. At the top, the title bar reads "Veeam Backup & Replication". Below it, a navigation pane shows "Home" and "Service Provider" tabs. The "Service Provider" tab is active, showing three icons: "Add Service Provider" (a plus sign), "Edit Service Provider" (a cloud with a pencil), and "Remove Service Provider" (an X). Below these icons is a "Manage Service Providers" link.

The main content area is titled "Backup Infrastructure" and contains a tree view on the left and a list of actions on the right. The tree view includes the following items:

- Backup Proxies
- Backup Repositories
- WAN Accelerators
- Service providers (highlighted)
- SureBackup
- Managed servers
 - Microsoft Windows
 - Unavailable (3)

The right-hand side of the main content area contains two action items, each with an orange circular icon:

- Add Service Provider**
Connect to the Veeam Cloud Connect service provider that you already have a contract with.
- Find Service Provider**
Find Veeam Cloud Connect service providers available in your area, and explore their offerings.

At the bottom of the console, there are two tabs: "Backup & Replication" and "Backup Infrastructure".

Paso 2: Selección de VCP



English ▾ Sign In

VEEAM AVAILABILITY™
IT JUST WORKS!™ for the Modern Data Center

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Sales Hotline: +33805080476 | CET 8am – 6pm
In English & Deutsch

PRODUCTS SOLUTIONS HOW TO BUY CUSTOMERS RESOURCES PARTNERS ABOUT US SUPPORT

Service Provider Lookup *Beta*

Get your backups offsite fast!

Find a service provider in your area that offers cloud repositories using Veeam Cloud Connect.

Search by*

- Data center location
- Service area

United States ▾

Search results

Random | A-Z | Z-A



Initech
Special offer, Online sign-up



Cherevin
Free trial, WAN Acceleration



Gray Matter Technologies
Special offer, WAN Acceleration



Rekall
Free trial, Special offer, Online sign-up, WAN Acceleration

Paso 3: El Cloud Provider

New Service Provider

Service Provider
Type in DNS name or IP address and a port number received from the service provider. If you are using more than one service provider, add a custom description to more easily distinguish between them.

Service Provider

Credentials

Resources

Summary

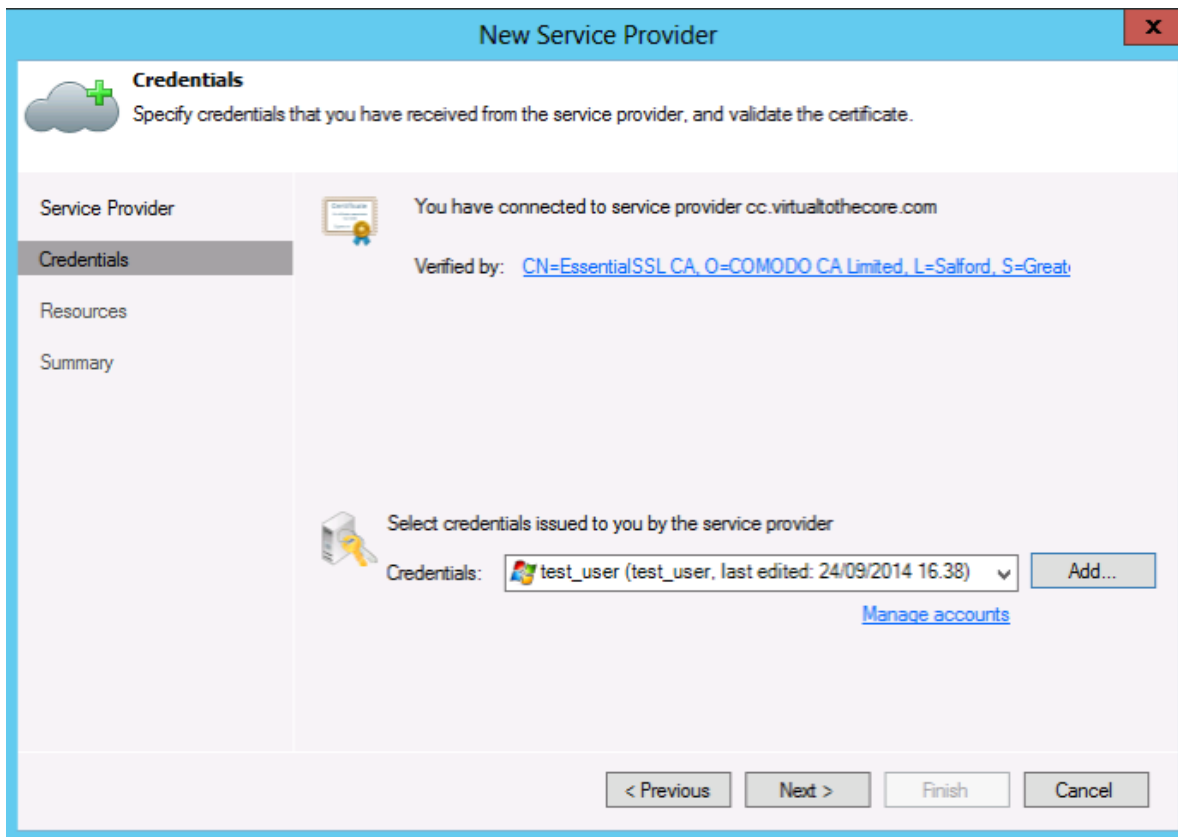
DNS name or IP address:

Description:

Port:


< Previous Next > Finish Cancel

Paso 4: La Seguridad



Paso 5: Repositorio Cloud

New Service Provider

 **Resources**
The following are cloud backup repositories your service provider has assigned to you.

Service Provider
Credentials
Resources
Summary

Available cloud repositories:

Repository	Capacity	WAN Acceleration
test_user_repository	20,0 GB	Enabled

< Previous Next > Finish Cancel

Paso 6: Inicia Cloud Backup



The screenshot shows the Veeam Backup & Replication console interface. At the top, there is a "Service Provider Tools" section with a "Home" button and three icons: a green plus sign for "Add Service Provider", a pencil for "Edit Service Provider", and a grey X for "Remove Service Provider". Below these is a "Manage Service Providers" button. The main area is divided into two panes. The left pane, titled "Backup Infrastructure", contains a tree view with the following items: Backup Proxies, Backup Repositories, WAN Accelerators, Service providers (selected), SureBackup (expanded to show Application Groups and Virtual Labs), Managed servers (expanded to show VMware vSphere), Backup & Replication, and Backup Infrastructure. The right pane has a search bar with the placeholder text "Type in an object name to search f" and a search result for "cc.virtualtothecore.com" under the "Name" column.

Como desplegar el servicio



1. En su propio DataCenter
2. En Distributors/Cloud Providers
3. Azure / vCloud Air – plataformas



Licenciamiento y Coste

Para clientes Veeam : no requiere licencia Veeam Adicional

Para Veeam Cloud Providers:

- Licencia VCP Dedicada
- Rental only
- Licencia por VM



La Respuesta !!



Cloud Backup:

Lo que necesitan
realmente los
Clientes

1. Seguridad
2. Enviar datos a Cloud
3. Recuperar desde Cloud
4. Restaurar desde Cloud
5. Recuperar en Cloud
6. Fácil de utilizar
7. Asequible

Ofertas de Cloud Providers



IaaS	IaaS protected by Veeam: Gestión backups de VMs disponibles en hosting
BUaaS	Backup as a Service: Gestión backups de VMs desde Cliente a Cloud provider
DRaaS	Disaster Recovery as a Service: Gestión replicación de VMs desde Cliente / Cloud provider a Cloud provider
MaaS	Migration as a Service: Facilita migración de VMs' desde Data Centers a site Service Provider
MOaaS	Monitoring as a Service: Informes completos sobre situación del entorno virtualizado

Datos de Cloud Connect!



Clientes (+80k): Permite backup rápido, eficiente y seguro a entorno de Cloud

Cloud Providers (+3k): Consigue Veeam backup offsite en un Veeam Cloud Provider

Partners (+17k): Vende Veeam y despliega servicios adicionales a Cloud Services

Alliances: Conjugan Cloud Providers y Veeam para una única solución

Veeam: Extiende la infraestructura Veeam a Cloud

Veeam les desea un buen día!

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“My boyfriend and I aren't ready to move in together, but we've started keeping our data on the same Cloud”

Preguntas ?

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