

# **NOW!** Manage **ALL** workloads — virtual, physical and cloud — from a single console!

- Veeam Availability Suite 9.5 Update 3
- Veeam Agent *for Microsoft Windows* 2.1
- Veeam Agent *for Linux* v2



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# About this webinar



**This webinar  
is being recorded**



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If you have a question, use the GoToWebinar Q&A

# Agenda

## 1 Introduction

- About Veeam
- Digital Transformation of Enterprises

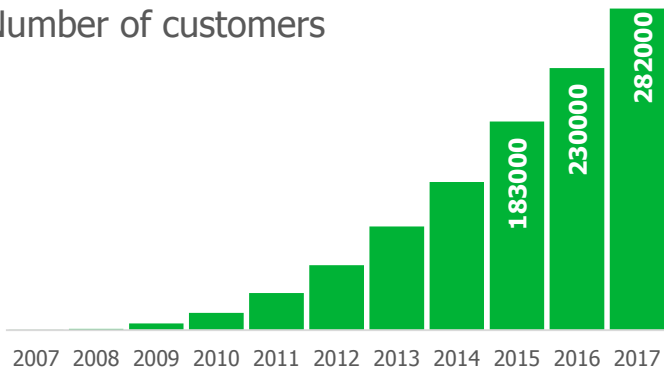
## 2 What's New? Feature Overviews and Demo

- Veeam Availability Suite 9.5 Update 3
- Veeam Agent *for Microsoft Windows* 2.1
- Veeam Agent *for Linux* v2

## 3 Questions

# Veeam by the numbers

Number of customers



282,000

Customers worldwide  
4000+ new per month

16.4M+

VMs protected  
in 180 countries

+73

**#1 in Customer Satisfaction!**  
Veeam's Net Promoter Score (NPS)

57%

of **Global 2000**

74%

of **Fortune 500**

are Veeam customers

**3x the industry average**

Satisfaction level



Likelihood to renew



Products features



Sales effectiveness



# Veeam – a clear industry Leader

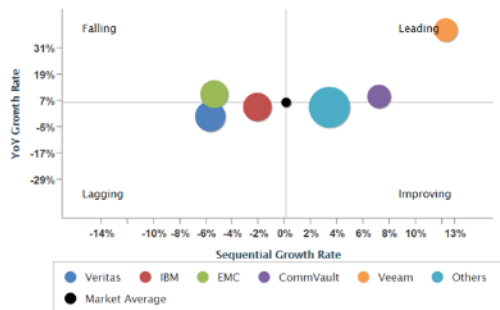
**Gartner**

## 2017 Magic Quadrant for Data Center Backup and Recovery Solutions



**IDC**  
*Analyze the Future*

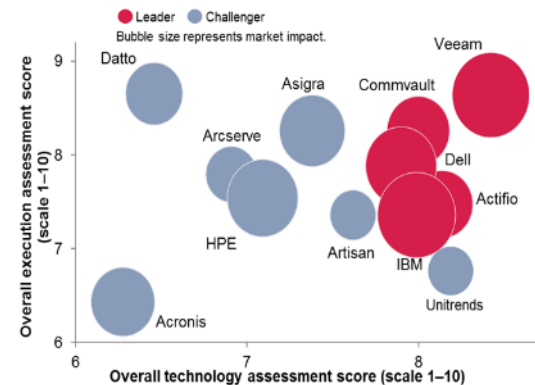
## 2016H1 Semiannual Software Tracker Report



**Ovum**

TMT intelligence | informa

## Decision Matrix: Data Availability and Protection Solutions for the Cloud Era, 2016-17



Sources: Gartner: Magic Quadrant for Data Center Backup and Recovery Solutions, Dave Russell, Pushan Rinnen, Robert Rhame, 31 July 2017; and IDC, Worldwide Data Protection and Recovery Software Market Shares, 2015: Steady On, Doc # US41573316, Jul 2016

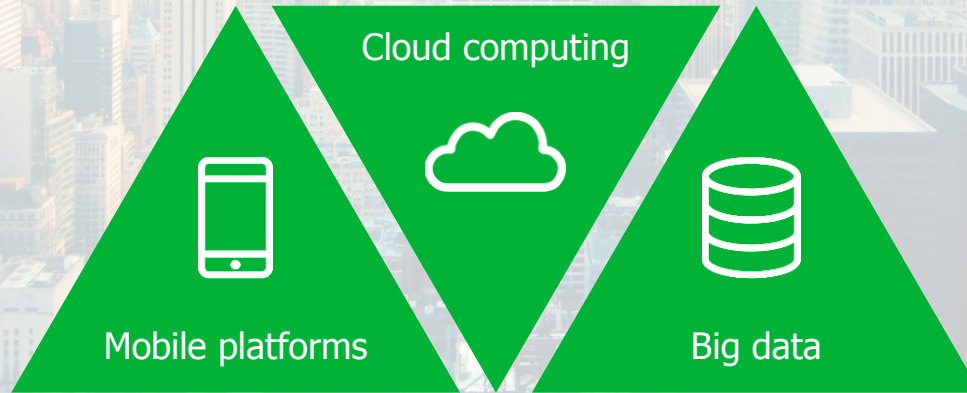


“ Today, consumers expect to  
interact with a business’  
products, solutions and services  
digitally and without interruption ”

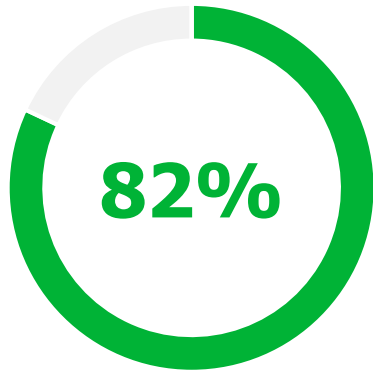


Technology advancements and customer demand are changing the face of business, making IT more integral to every facet of the organization

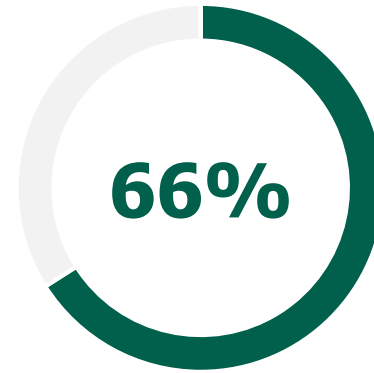
# DIGITAL TRANSFORMATION



# Digital transformation challenges



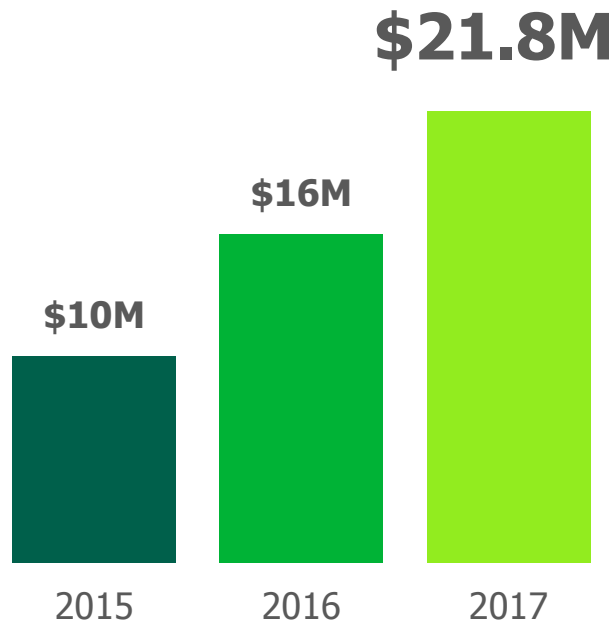
of enterprises **face a gap**  
between user demand and  
what IT can deliver



of enterprises admit that their  
**digital transformation** is held  
back by unplanned downtime



# Digital dependence and downtime



## Financial risks at the forefront

- **27%** of servers experiencing an outage per year
- **85 minute** average unplanned outage duration
- **\$108K/hour** outage cost for mission critical apps



Only **4%** of executives believe their organizations experience only monetary impacts as a result of downtime



# Digital dependence and downtime



Financial loss



Employee  
confidence



Compliance  
penalties



Customer  
reputation

# Achieving Availability

is critical to any digital  
transformation initiative,  
but difficult



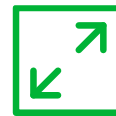
**High  
costs**



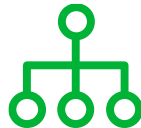
**Slow  
backups**



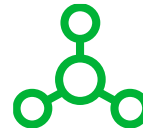
**Slow  
recoveries**



**Scalability**



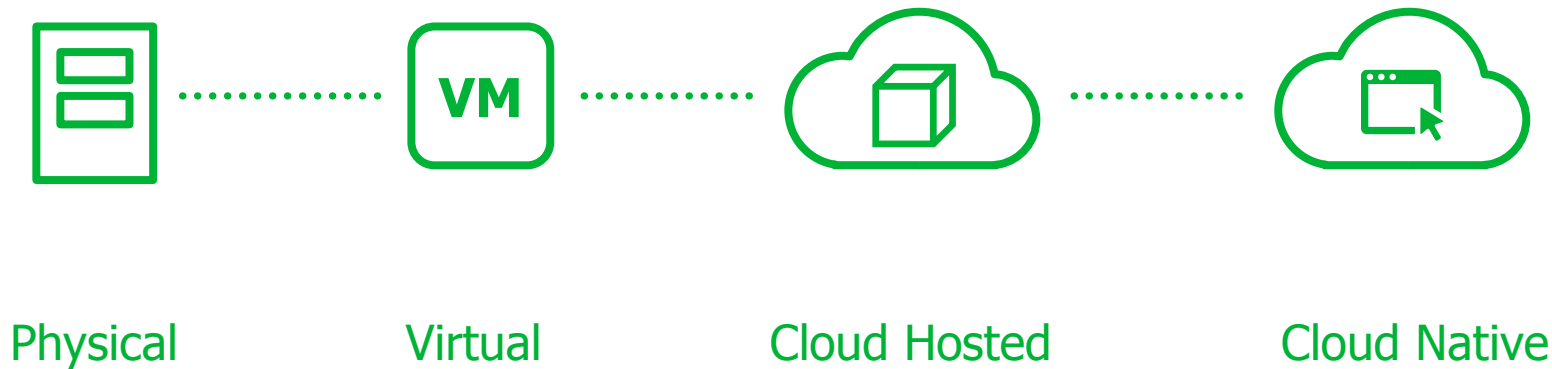
**Complex  
management**



**Point  
solutions**

# Achieving Availability

across all platforms



# Proactive Availability

Efficient backup  
across all platforms  
and fast recovery  
when an outage is  
experienced is  
essential...

...but proactive  
recovery before  
the outage is  
experienced by  
users is better

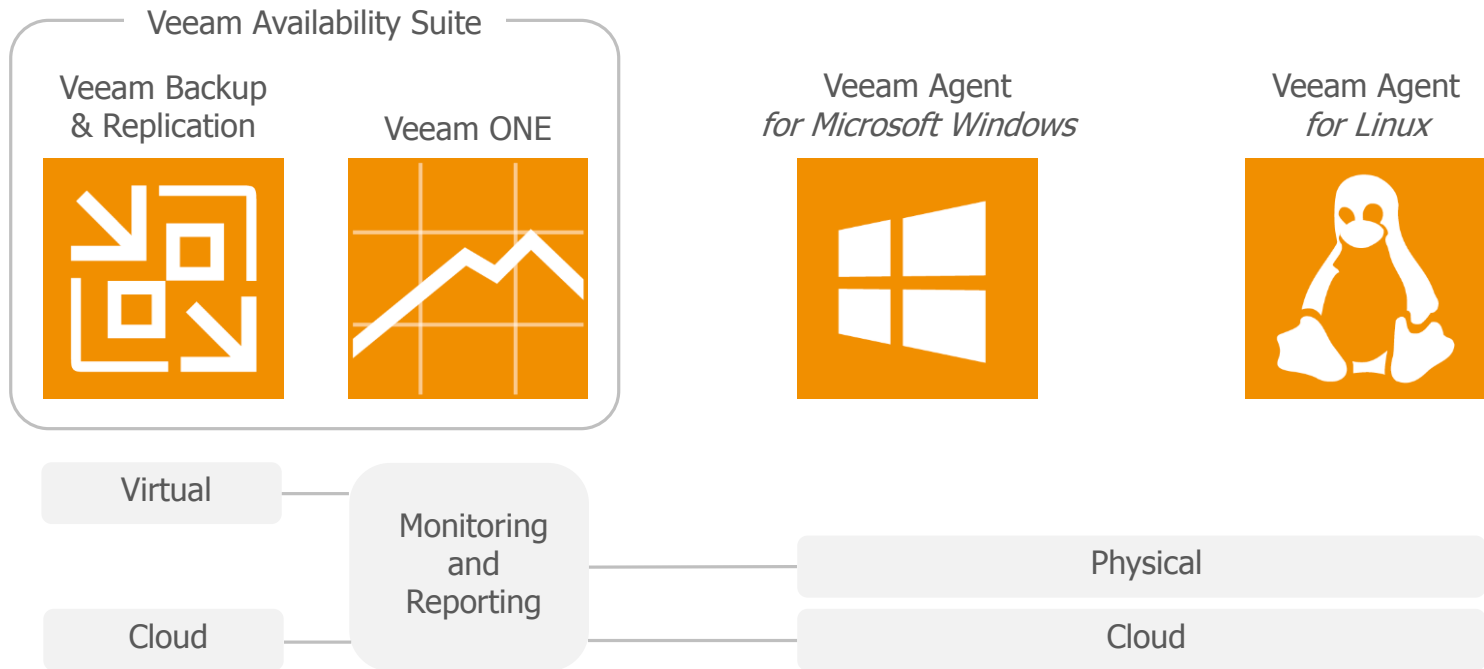


Virtual and now Physical and Cloud

**NEW** Veeam Availability Suite **9.5 Update 3**

# #1 Availability

Any app, any data, any cloud





# Veeam Availability Suite

## New Features



Built-in management for Veeam Agent *for Linux*  
and Veeam Agent *for Microsoft Windows*



### Storage Snapshot Integrations

- IBM Spectrum Virtualize
- Lenovo Storage V Series



### Veeam ONE reporting

- Agent Monitoring and Reporting
- Backup Compliance Reporting

Plus more!

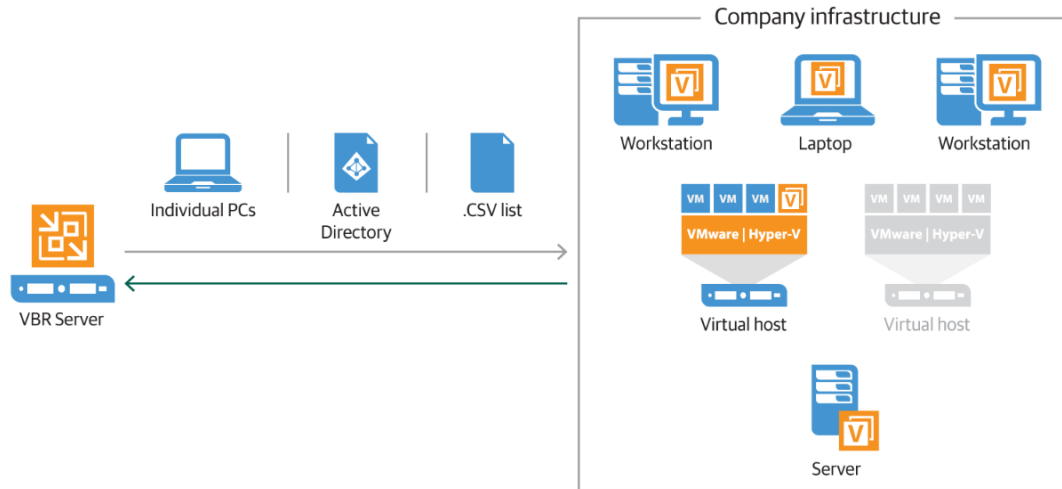
# Built-in Agent Management

**NEW** Veeam Availability Suite **9.5 Update 3**

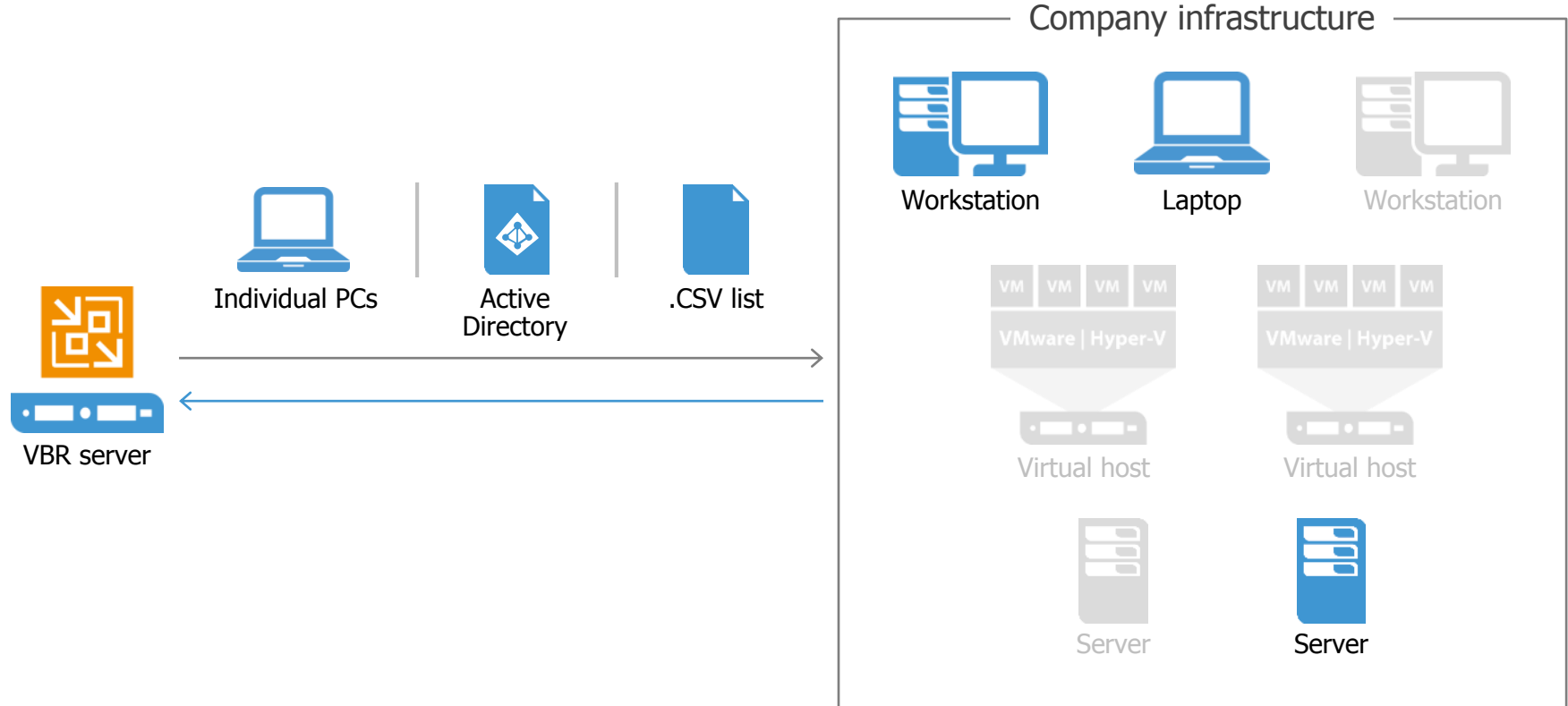
# Centralized Management for **ALL** workloads

Maintain complete control and visibility of all vSphere, Hyper-V, Linux or Windows-based workloads natively with **Veeam Backup & Replication**.

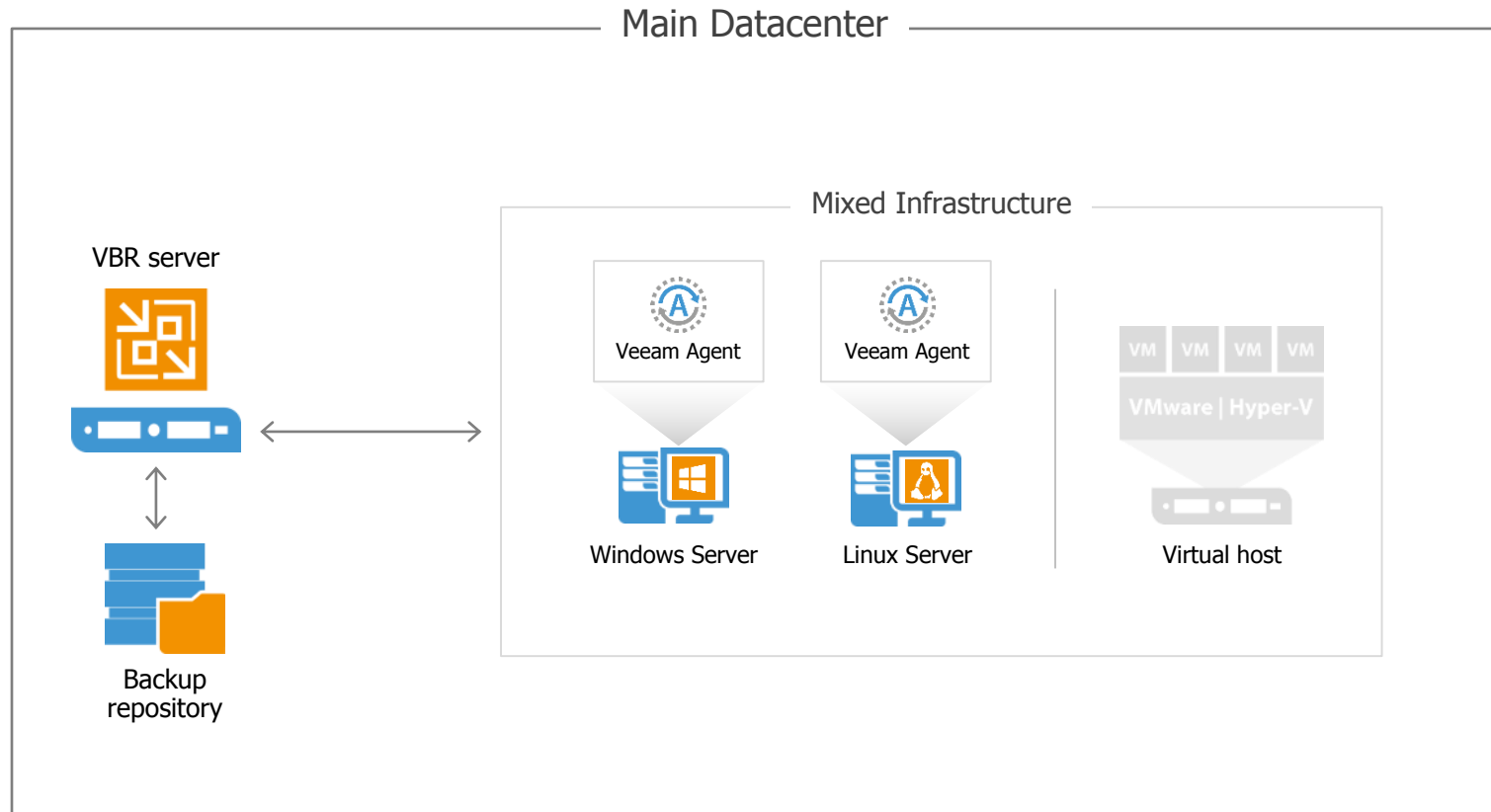
Easily manage virtual and agent-based backup and restore tasks regardless of location in the environment through **a single console**.



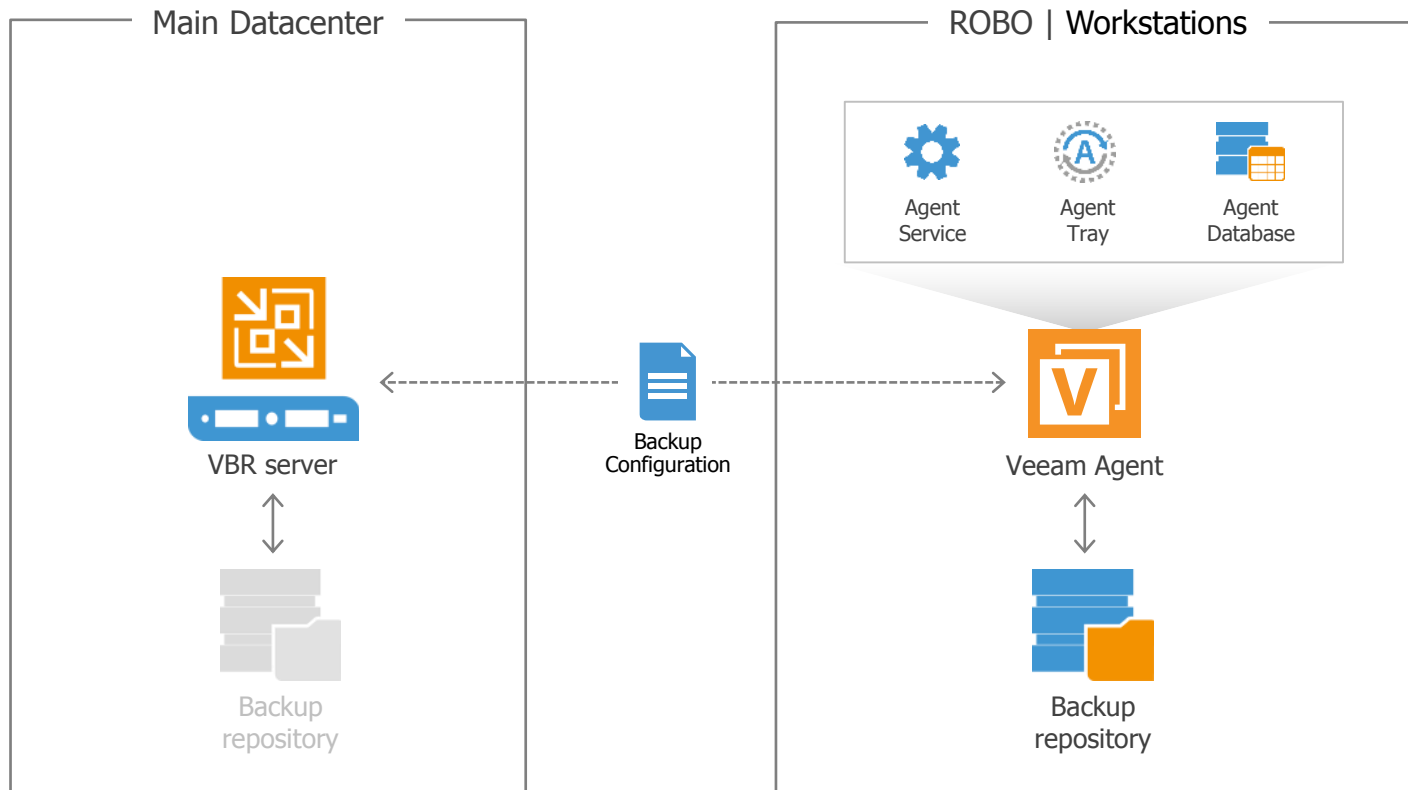
# Agent Management: Protection groups



# Agent Management: Agent Backup Job



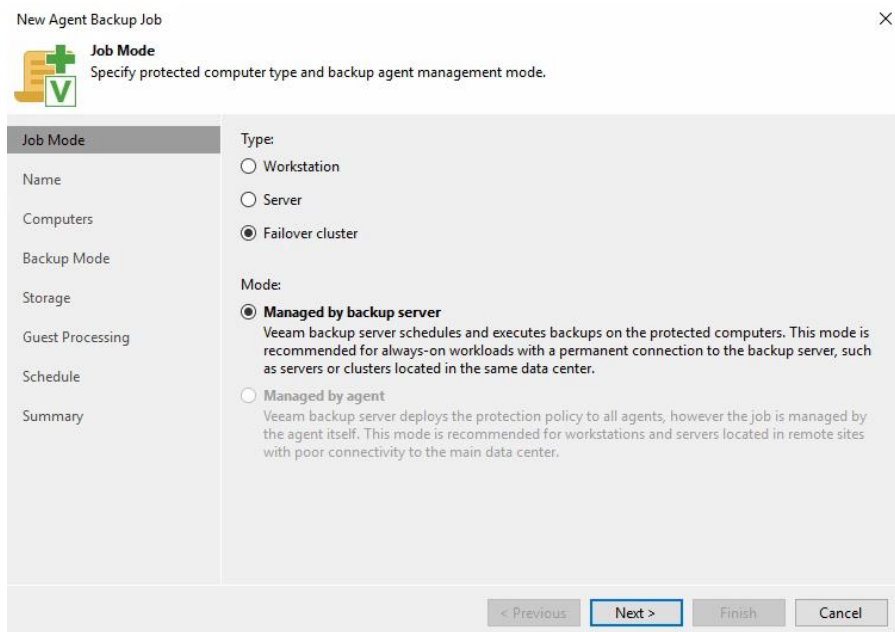
# Agent Management: Backup Policy



# Advanced Logic for Clusters

The Agent cluster support requires that the Veeam Backup & Replication Server manage the Agent.

Important consideration for multiple nodes.



The screenshot shows the 'New Agent Backup Job' wizard, specifically the 'Job Mode' step. The left sidebar contains a list of steps: Job Mode (selected), Name, Computers, Backup Mode, Storage, Guest Processing, Schedule, and Summary. The main area is titled 'Job Mode' with a subtitle 'Specify protected computer type and backup agent management mode.' It features two sections: 'Type' with radio buttons for 'Workstation', 'Server', and 'Failover cluster' (selected); and 'Mode' with radio buttons for 'Managed by backup server' (selected) and 'Managed by agent'. Descriptive text is provided for each mode. At the bottom, there are four buttons: '< Previous', 'Next >' (highlighted with a blue border), 'Finish', and 'Cancel'.

New Agent Backup Job

**Job Mode**  
Specify protected computer type and backup agent management mode.

**Job Mode**

Name

Computers

Backup Mode

Storage

Guest Processing

Schedule

Summary

Type:

☐ Workstation

☐ Server

☒ Failover cluster

Mode:

☒ **Managed by backup server**  
Veeam backup server schedules and executes backups on the protected computers. This mode is recommended for always-on workloads with a permanent connection to the backup server, such as servers or clusters located in the same data center.

☐ **Managed by agent**  
Veeam backup server deploys the protection policy to all agents, however the job is managed by the agent itself. This mode is recommended for workstations and servers located in remote sites with poor connectivity to the main data center.

< Previous   **Next >**   Finish   Cancel



An abstract graphic in the background consisting of several overlapping, wavy, ribbon-like shapes in a light green color. These shapes are composed of many fine, parallel lines, giving them a textured, mesh-like appearance. They flow from the top right towards the bottom right, partially framing the text.

# Interactive Demo

# Storage Snapshot Integrations

**NEW** Veeam Availability Suite **9.5 Update 3**

# **NEW** Primary Storage Integrations

New strategic partnerships and storage integrations include:

## **IBM Spectrum Virtualize**

Veeam built API-based integration with IBM SAN Volume Controller (SVC), IBM Storwize, and IBM/Cisco VersaStack

## **Lenovo Storage V Series**

Veeam built API-based integration with Lenovo Storage V Series

# Veeam and IBM/Lenovo Integrations



## Backup from Storage Snapshots

Minimize impact  
on production VMs

Simplify scheduling

Agentless, application-  
aware consistency



## Veeam Explorers™ for Storage Snapshots

RTPO™ <15 Minutes

Granular recovery

Instant visibility



## On-Demand Sandbox™ for Storage Snapshots

Verified recoverability

Test, development,  
training and  
troubleshooting

Low-risk deployments



## Snapshot Orchestration

Application Consistent

Reduce RPO even further

Snapshot only Veeam  
Jobs

# Universal Storage Integration API

Direct integration with the world's leading storage providers broadens Veeam's list of integrated partnerships.

Improves performance for existing joint users and future customers.

Users can experience 50x faster backups, improved RTOs and RPOs, and easy to use, wizard-driven integrations.

# Additional Platform Support

Veeam Availability Suite 9.5 Update 3 also brings in a number of new supported platforms:

Platform	New support
Microsoft Azure	Direct Restore to Microsoft Azure functionality has been updated to support 4TB virtual disks, Azure Germany and Azure China.
Microsoft SQL Server 2017	Support for application-aware processing on Windows-based virtual machines, including transaction log backup and point-in-time restores; and as a backend configuration database for the Veeam Backup & Replication itself.
Windows 10 Fall Creators Update	Support as guest virtual machines, and for installation of Veeam Backup & Replication and all of its components.
Windows Server 1709	Support as guest virtual machines, and for installation of Veeam Backup & Replication remote components.

# Additional Platform Support

Platform	New support
Microsoft Windows Server Hyper-V 1709	Support as a hypervisor host, including support for virtual hardware version 8.2 virtual machines.
VMware Cloud on AWS	Support allows protecting VMs running in the cloud, and migrate or replicate workloads from on-prem vSphere deployment to VMC (and vice versa).
VMware vCloud Director 9	Support for VMware vCloud Director 9.
LTO-8	Veeam tape functionality now supports the LTO-8 format.



# What's New: Veeam ONE

**NEW** Veeam Availability Suite **9.5 Update 3**

# Monitoring and Reporting

## New Monitoring and Reporting for ALL workloads



### Save Time

Save time & resources managing agent-based backups of cloud & physical workloads.



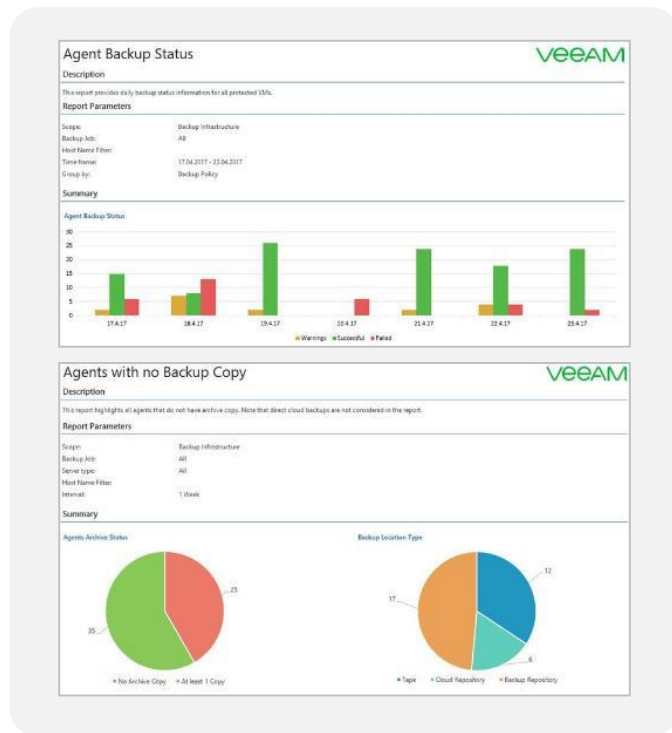
### Increased Visibility

Holistically view your entire IT infrastructure to optimize for your data demands and business needs.



### Proactive Workflow Automation

Through reduced complexity and increased workflow automation, you can re-allocate resources to proactive initiatives.

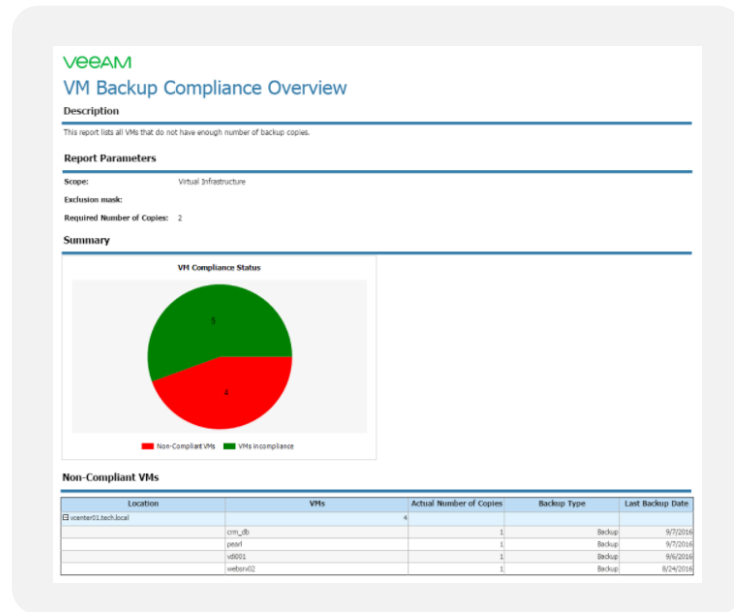


# Compliance Reporting

Leverage compliance reporting to ensure the integrity of your data and avoid the financial and legal consequences of non-compliance.

**NEW** backup compliance reporting can reveal where production and backups are located, assisting with GDPR regulations.

Gain granular insights and complete visibility of your backups to ensure the integrity of your data.





There's more!

**NEW** Veeam Availability Suite **9.5 Update 3**

# Insider protection for Veeam Cloud Connect – for Veeam Service Providers

Service providers can enable the protection of their tenant's backups against:

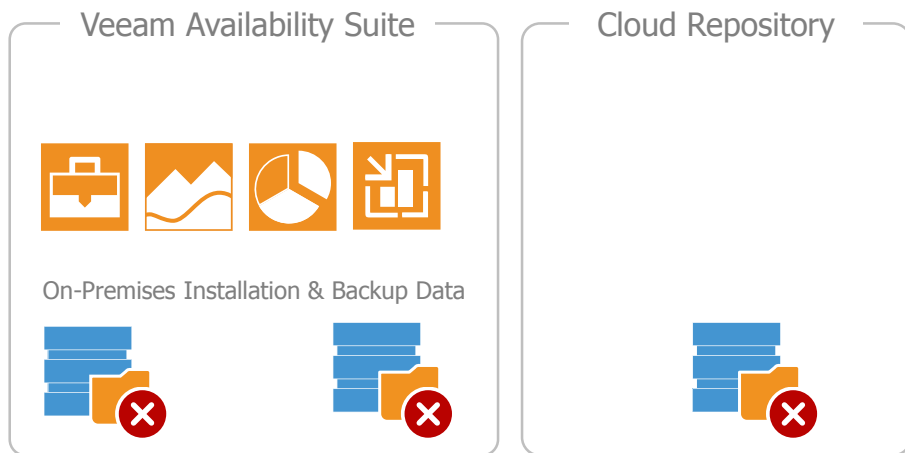
Accidental deletions

Malicious insider  
activity

Ransomware

# Insider Protection Use Case

## Protection from catastrophic loss of backup data



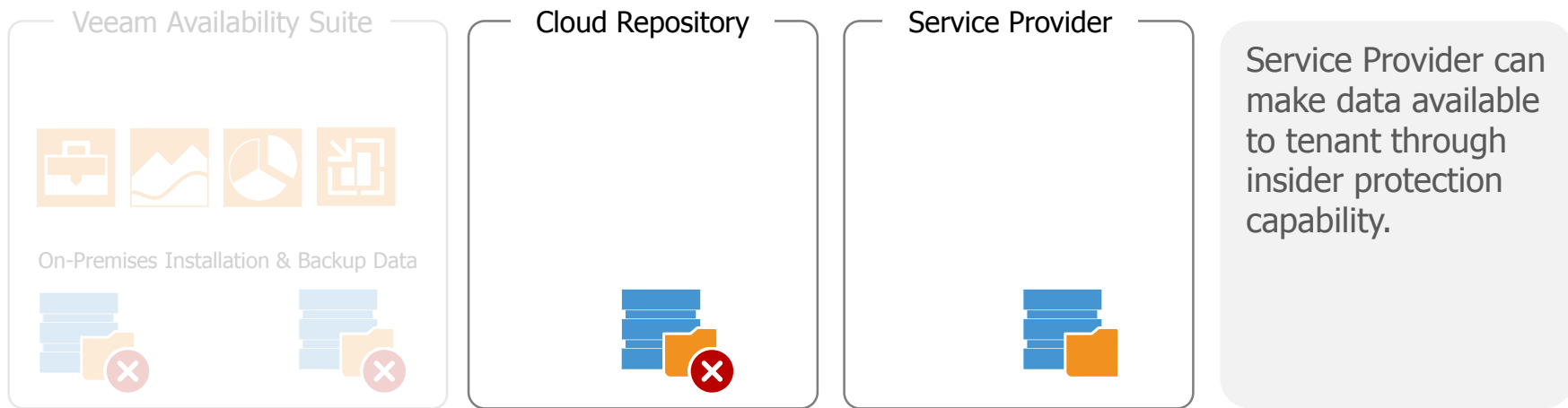
In the unfortunate situation where:

- All backups deleted or removed from end-user on-premises infrastructure
- All backups deleted or removed from Cloud Connect Backup Repositories

The Veeam Cloud Connect Backup service provider can make backup data available again outside of customer's control.

# Insider Protection Use Case

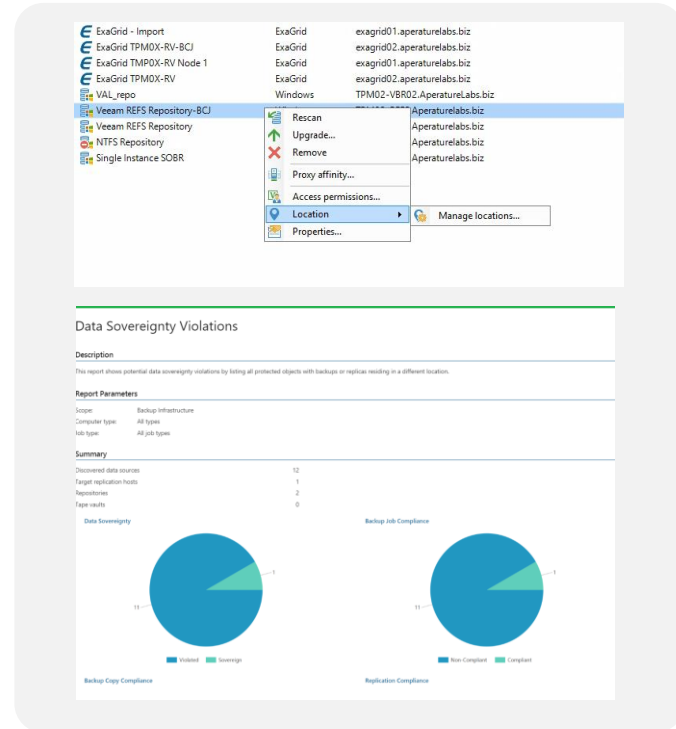
## Protection from catastrophic loss of backup data





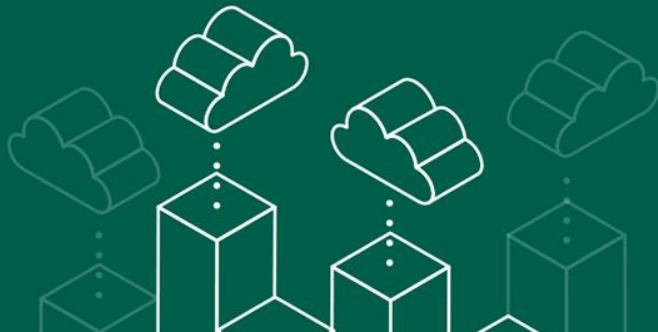
# Data Location Tagging

Ensure data sovereignty compliance required by various regulations, such as the General Data Protection Regulation (GDPR), by tagging production infrastructure and backup infrastructure objects with locations



# Veeam Availability for VMware Cloud on AWS

Deploy Veeam's Availability solutions seamlessly across VMware vSphere-based private, public, and hybrid cloud environments.



- Use Veeam to back up, restore, and replicate workloads across VMware and AWS multi-cloud environments
- Reduce cost and increase efficiency by easily migrating workloads from one cloud to another with Veeam Availability solutions
- Ideal for large commercial and enterprise customers that want to take advantage of the cost efficiencies of the AWS public cloud while leveraging existing VMware software-defined data center technologies

# Veeam Availability Suite

## New feature Editions Comparison

Veeam Backup & Replication 9.5 Update 3 and Veeam ONE 9.5 Update 3 Features	FREE Versions	Standard	Enterprise	Enterprise <i>Plus</i>
Built-in Management for Veeam Agents	● <sup>1</sup>	●	●	●
Storage Snapshot Integrations (IBM and Lenovo)	○			●
Veeam ONE Agent Monitoring and Reporting		●	●	●
Veeam ONE Backup Compliance Reporting	● <sup>2</sup>	●	●	●

1 Limited functionality. Requires purchase of agent licenses.

2 Included in Veeam ONE Free Edition

# What's New: Veeam Agents

**NEW** Veeam Agent *for Microsoft Windows* 2.1

**NEW** Veeam Agent *for Linux* v2

# What's New – Business Benefits



Complete visibility and management of Virtual, Physical and Cloud

1. Microsoft Enterprise Application support
2. Decreased RPOs for Server-Based applications
3. Increased availability and protection options for Client and Workstation users

1. Leverage all storage targets for workload and application availability
2. Complete Virtual and Physical
3. Increased data integrity and security

# Technical – What's New



Centralized management via full integration with Veeam Backup & Replication

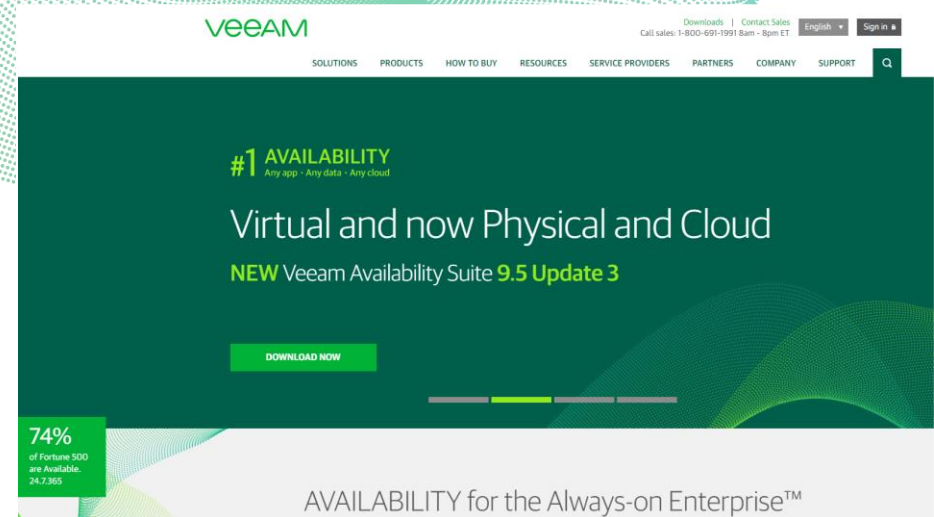
1. Windows Failover Cluster
2. Change Block tracking driver for faster incremental backups of Windows Servers
3. Microsoft OneDrive support as a backup target



1. Scale-Out-Backup Repository
2. Direct backup to Veeam Cloud Connect
3. Source side encryption

# Download today!

- Veeam Availability Suite 9.5 Update 3
- Veeam Agent *for Microsoft Windows 2.1*
- Veeam Agent *for Linux v2*



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Questions?



# Thank you

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