

How Veeam-powered DRaaS Keeps Businesses Running and Ransomware Resilient



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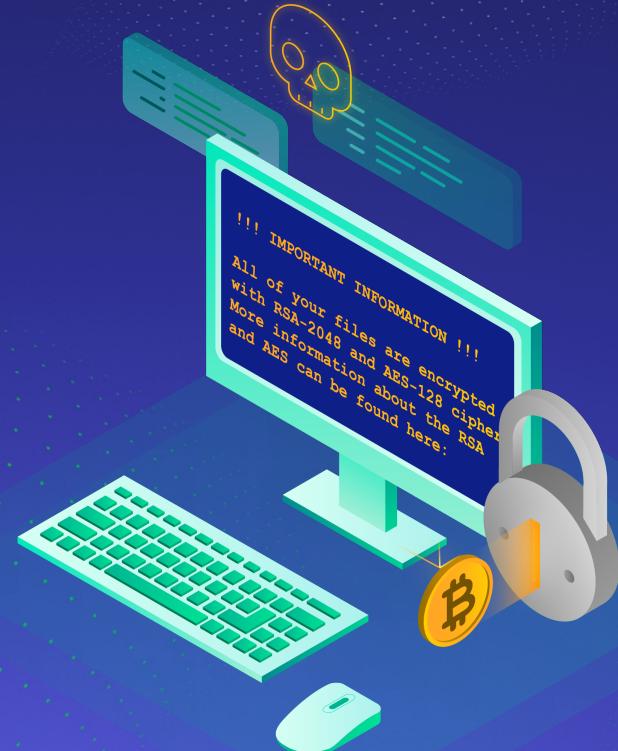
Brandon McCoy

Inside Systems Engineer Advisor
Systems Engineering, VCSP

Agenda

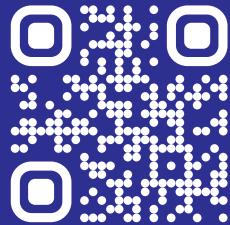
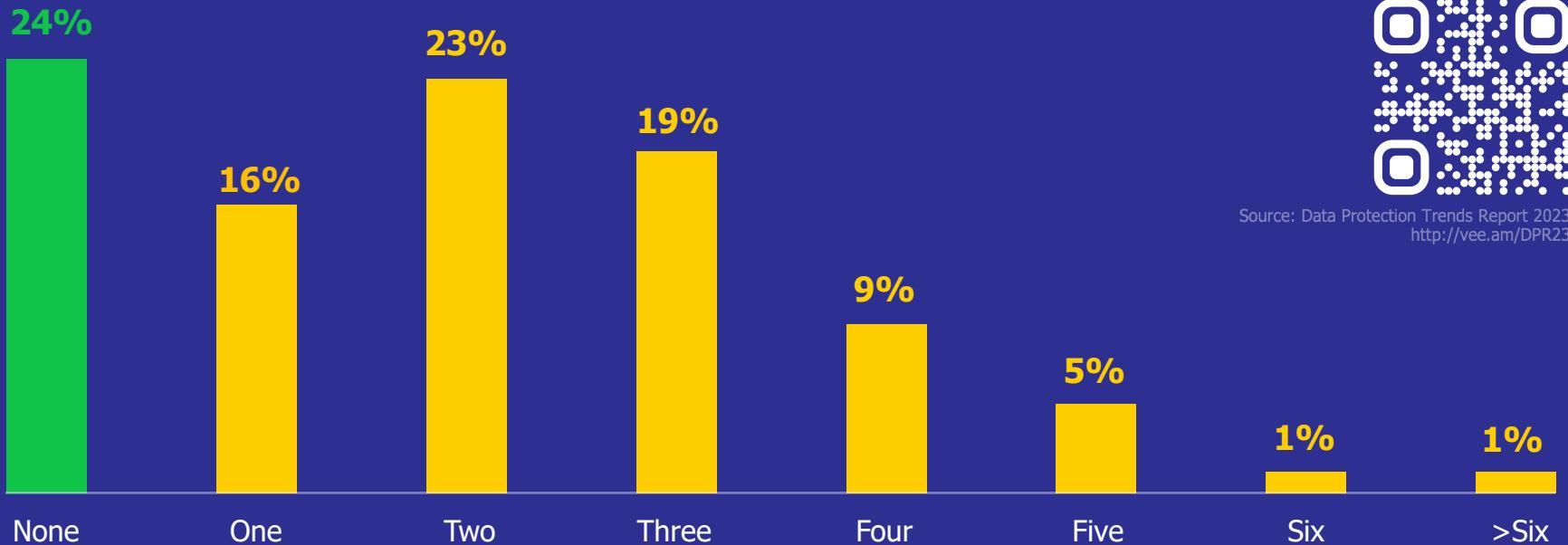
- DR industry trends and insights
- Veeam's approach to ransomware
- How Veeam-powered DRaaS can help
- Demo
- Veeam competency partners
- Key takeaways
- Q&A

Disasters aren't
just natural or
environmental.



Cybersecurity: ransomware frequency

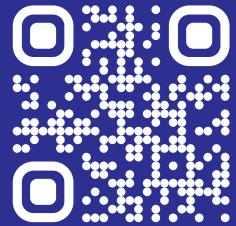
How many ransomware attacks has your organization suffered in the last 12 months? (n=1,880)



Source: Data Protection Trends Report 2023
<http://vee.am/DPR23>

Cybersecurity: ransomware frequency

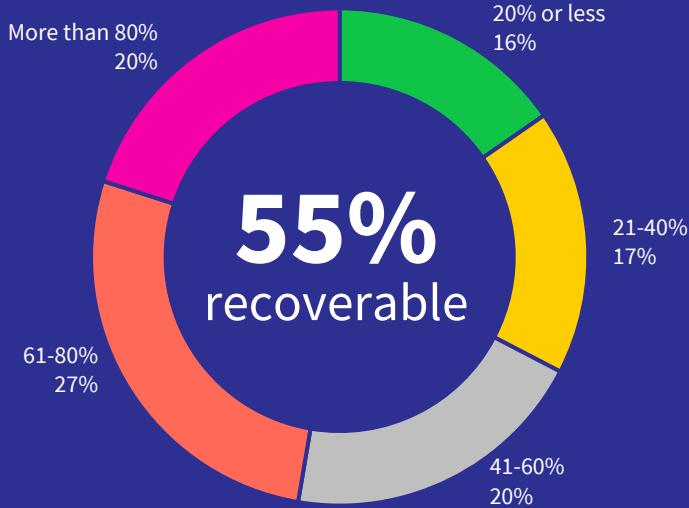
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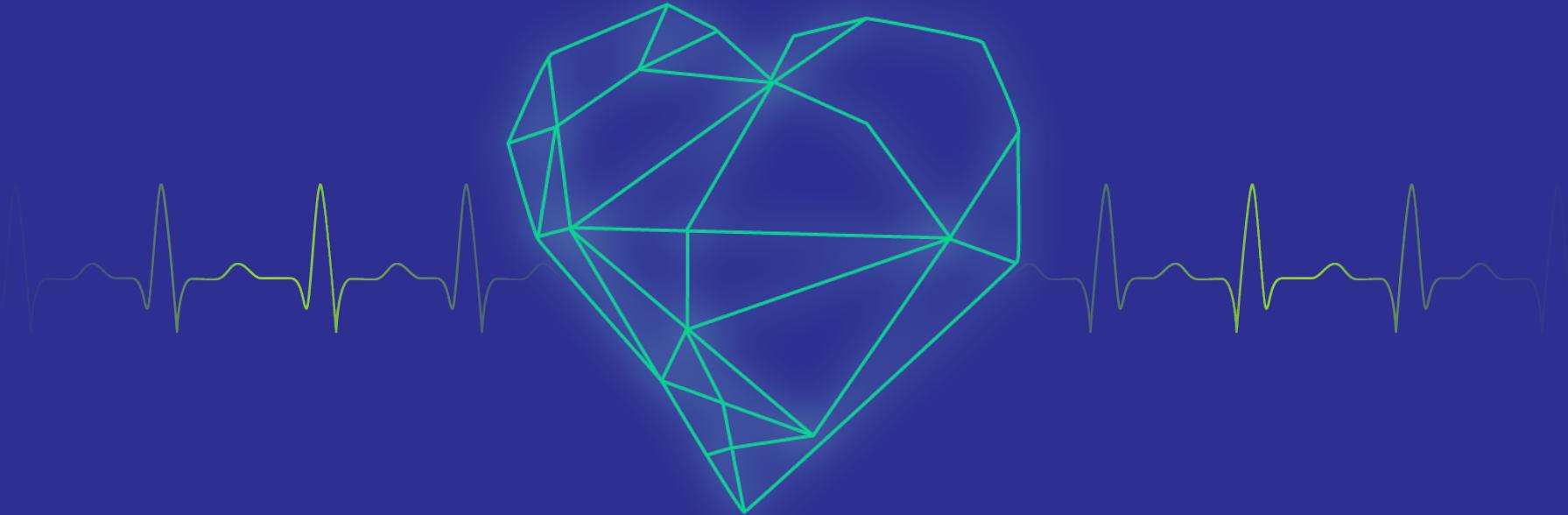
Cybersecurity: recoverability from backups

Thinking about the most significant ransomware attack your organization suffered in the last 12 months, what percentage of data was your organization able to **recover** from the attack? (n=1,545)



Source: Data Protection Trends Report 2023
<http://vee.am/DPR23>

Dramatic increase in frequency and severity of cyberattacks!



Data is the life blood of any organization!

Veeam's Approach to Ransomware



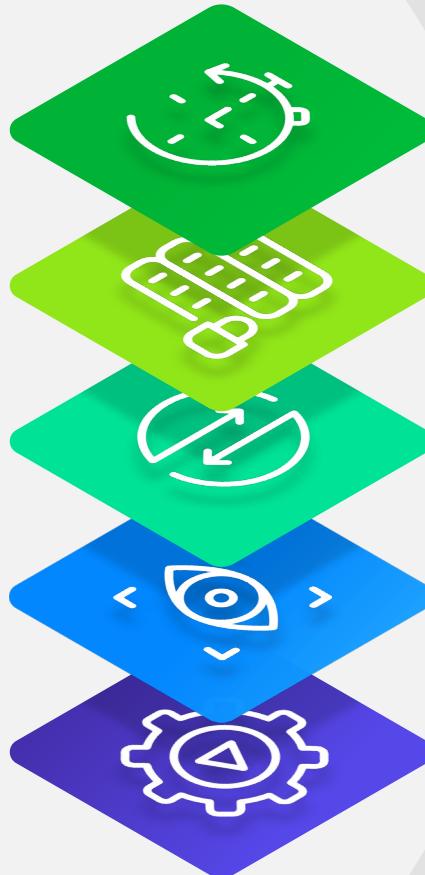
Total control over recovery

Multi-layered immutability

Complete data mobility

Comprehensive monitoring

Simplicity through automation



Total control over recovery

Multi-layered immutability

Veeam-powered Complete data mobility **BaaS & DRaaS**

Comprehensive monitoring

Simplicity through automation

Disaster recovery is complex



Do you have
the expertise?



Do you have
the budget?

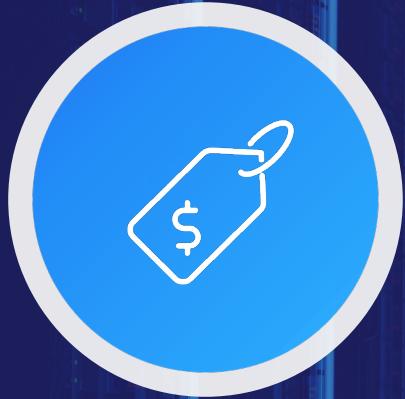


Do you have
the time?



Do you have
the expertise?

- Additional skill sets.
- Planning and coordination.
- Security – physical and cyber.
- Orchestrating, testing and reporting.



Do you have
the budget?

- Hardware, software networking equipment.
- Power, cooling and security.
- Additional headcount.
- Ongoing maintenance and management.



Do you have
the time?

- Regular updates, testing and maintenance.
- Takes time away from driving business initiatives.
- Overextending current staff.
- Recovery is time-consuming.



DRAaaS

“Ransomware infected and encrypted our entire on-prem IT infrastructure, including backups. HostedBizz performed DRAaaS using Veeam® replicas, and our critical systems were up and running in under two hours.”

Joanne Porporo

Manager of IT and Physical Resources
at Eastern Ontario Health Unit



Expertise



Fast, reliable recovery



Single platform, flexible RPOs



55%

plan to use DRAaaS
by 2025

46%

recover with
cloud-hosted DR today

Veeam® Data Platform

Proven Recovery Orchestration

Proactive Monitoring and Analytics

Secure Backup and Fast Recovery

Native APIs

TARGETED
OFFERINGS



AWS



Azure



Google Cloud

CLOUD



VIRTUAL



PHYSICAL



APPS



SAAS



Microsoft 365



Salesforce



Kubernetes

On-Premises • In the Cloud • XaaS

Veeam Cloud Connect



Makes Veeam-powered
DRaaS possible

Overview

Integrated into Veeam Backup & Replication™

Quickly and securely connect to a Veeam DRaaS provider

Snapshot based replication of vSphere and Hyper-V

What's NEW in V12

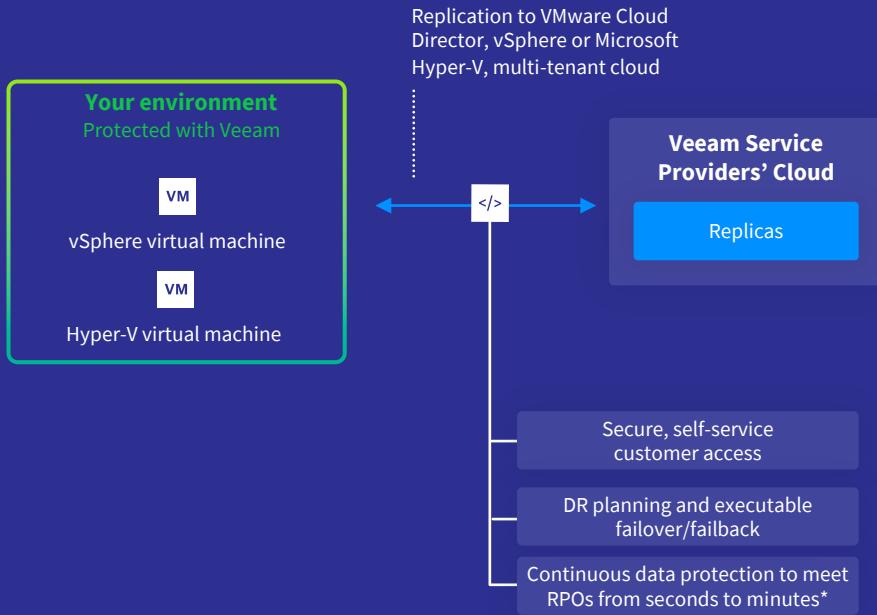
Low RPO DRaaS with Veeam Continuous Data Protection
(CDP)

RPOs set to seconds instead of minutes

Stronger NEA encryption algorithm – increased security



Veeam Cloud Connect



*VMware vSphere only



veeAMON 2023



Demo

Power of choice

The right partner

The right data
protection strategy

Tailored to keep
your business running and
safe from ransomware



More than just DRaaS



The Veeam logo is displayed in a white, sans-serif font inside a rounded rectangular box with a thin black border.

**PROPARTNER
COMPETENCY**



Veeam Verified
Expertise



Global Network
of Partners



World Leading
Technology

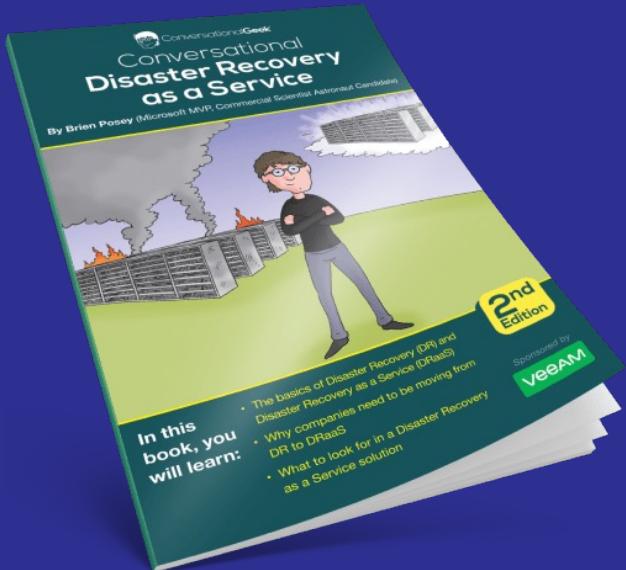


Find a Partner
Directory



Standard or
Customized Offerings

Read up or share



<https://vee.am/ConvoDRaaS>

- Why companies need to move from DR to DRAaaS.
- The basics of DR and DRAaaS.
- What to look for in a DRAaaS solution.



Connect with a
partner to keep your
business **running**

vee.am/FindAPartner



