

7 Ways Cloud Storage Makes Veeam Backup Better



What We'll Cover Today

Object storage is “hot”! It has been integral to data resilience and recovery for years and its use is expanding rapidly due to improved performance, security, and application integration. With the delivery of the v12 version of Veeam Backup & Recovery, direct-to-object backup and recovery has come to the forefront of the data protection and ransomware mitigation conversation. In this session we’ll discuss the benefits of object storage as a key component of a Veeam backup & recovery solution for enterprises of all sizes.

What you will learn:

- The issues involved in running an effective and cost-efficient backup and recovery operation
- Why object storage is the rising storage type for business resilience.
- The many ways object storage makes Veeam backup better

An Introduction to Wasabi Hot Cloud Storage

It began with a simple question:

“What if we could cut the cost of cloud data storage by 80% while at the same time making it faster and simpler?”

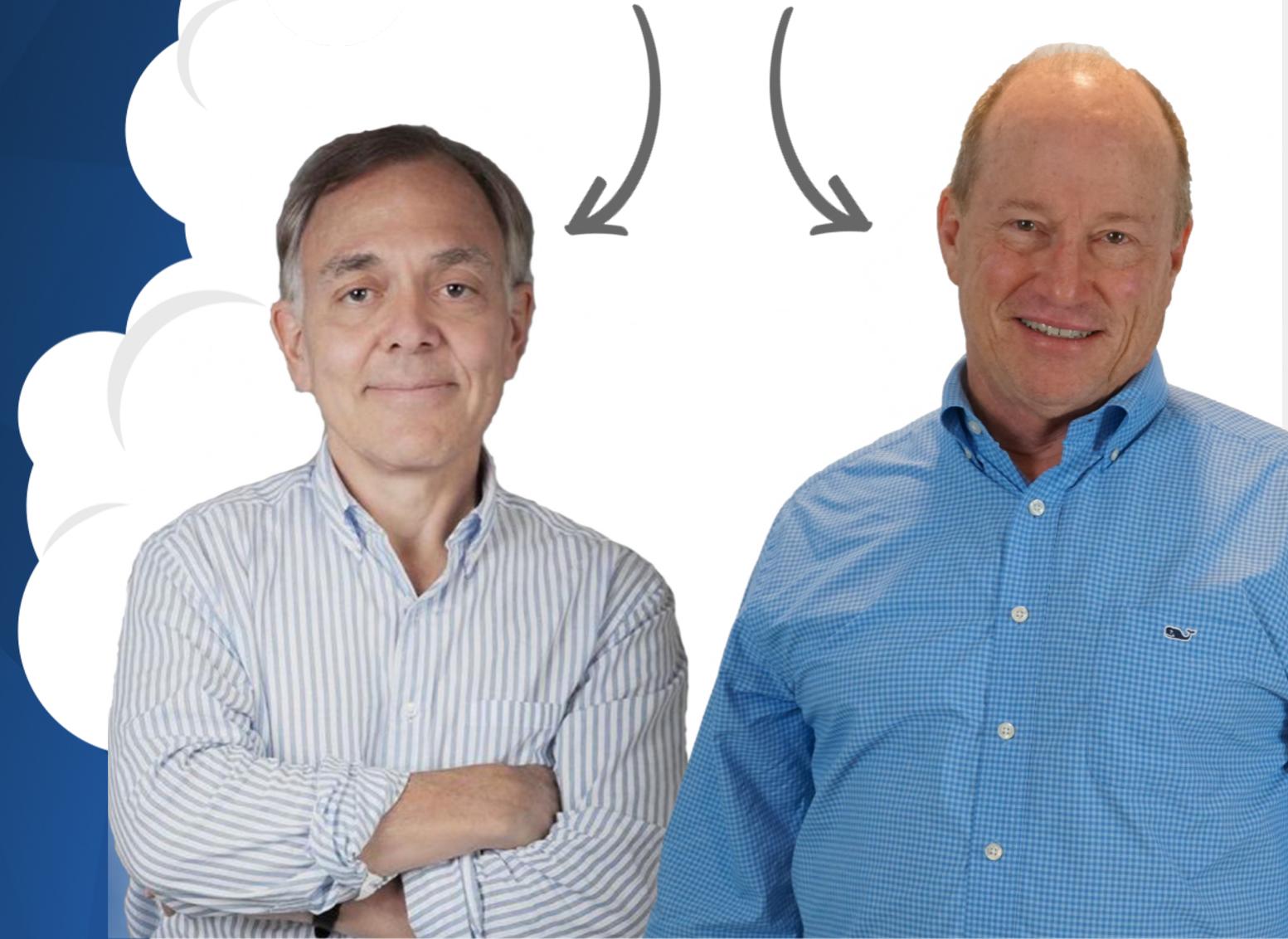
And with that simple question, Wasabi was born, founded by Carbonite co-founders, cloud storage pioneers and two of the leading minds in storage, David Friend and Jeff Flowers.

David Friend

President, CEO & Co-Founder

Jeff Flowers

CTO & Co-founder



Low Price, High Performance, Secure Object Storage

Optimal price, performance, and protection for object storage



Price

~80% less than hyperscalers

No egress charges

No API request charges



Performance

Faster than the competition

Quick uploads & downloads

Private network options



Protection

Data center redundancy

11x9s data durability

Immutable storage

Game Changing Pricing



Wasabi's predictable fee of **\$5.99*** per TB/mo

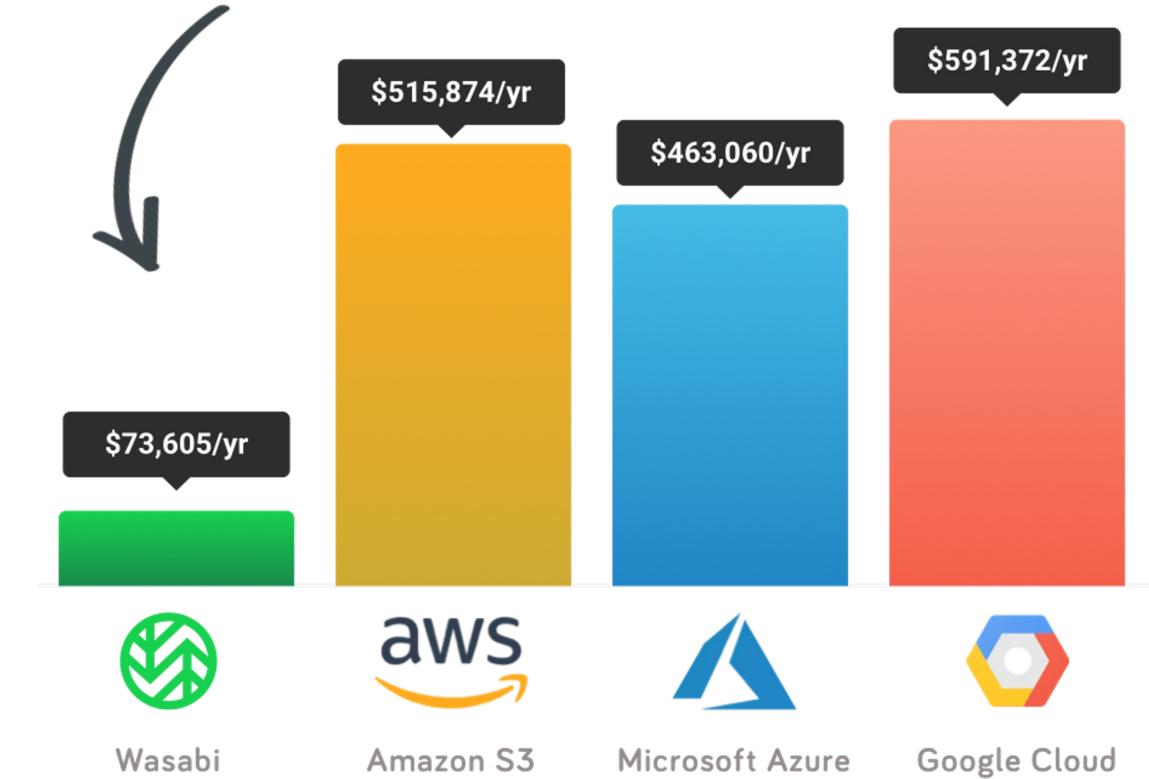


No charge for egress or API



Flexible options for pay-as-you-go or reserved capacity

Storage costs per month for 1 PB of storage with 20% data egress



Performance



Significant cost reduction & performance improvements



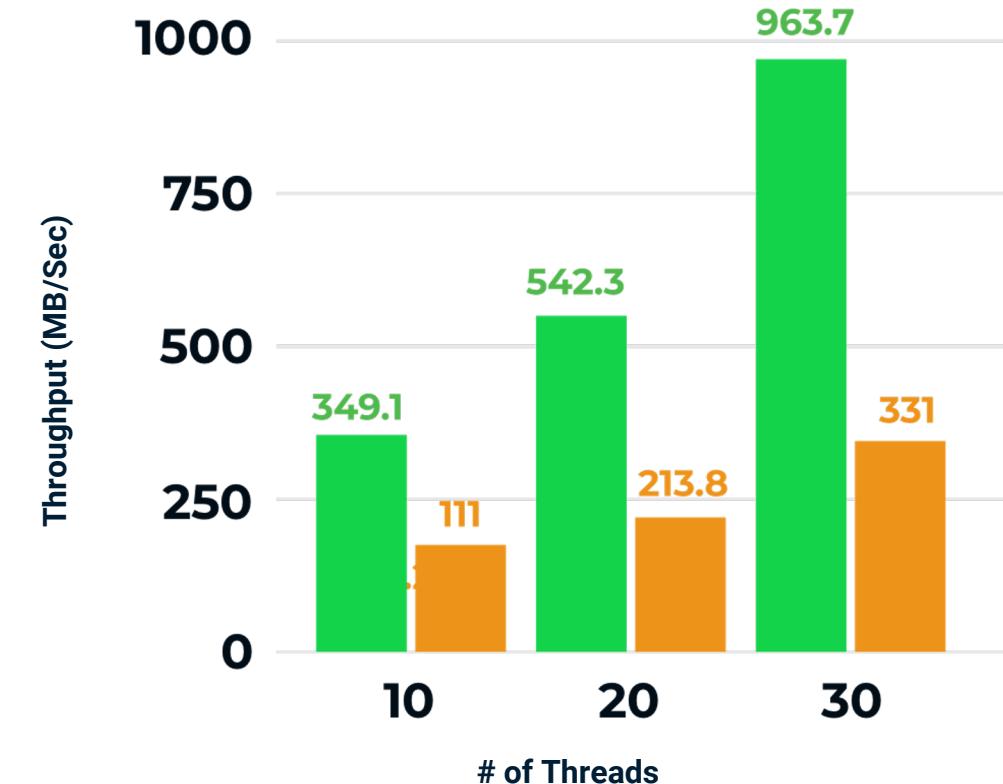
Faster than other public cloud object storage providers



Highly distributed architecture providing exabyte-scale storage

BUILT-FOR-SPEED FILE SYSTEM LEVERAGING LEADING HARDWARE TECHNOLOGY

1MB Write Performance



Protection

Durability, Availability, & Security

- ✓ **11 x 9s** data durability with exabyte scale
- ✓ 99.99% availability SLA with multiple data centers
- ✓ Strong encryption, identity & access mgmt, & multi-factor authentication
- ✓ Immutability via S3 object lock protects against ransomware

BUILT-FOR-SCALE, DURABILITY, SECURITY AND COMPLIANCE



Compliance with industry privacy, security, and data center standards



Wasabi Management Tools



Feature-rich tools for account provisioning, billing, & much more...



Wasabi Management Console for individual account control



Wasabi Account Control Manager for centralized management of multiple Wasabi accounts

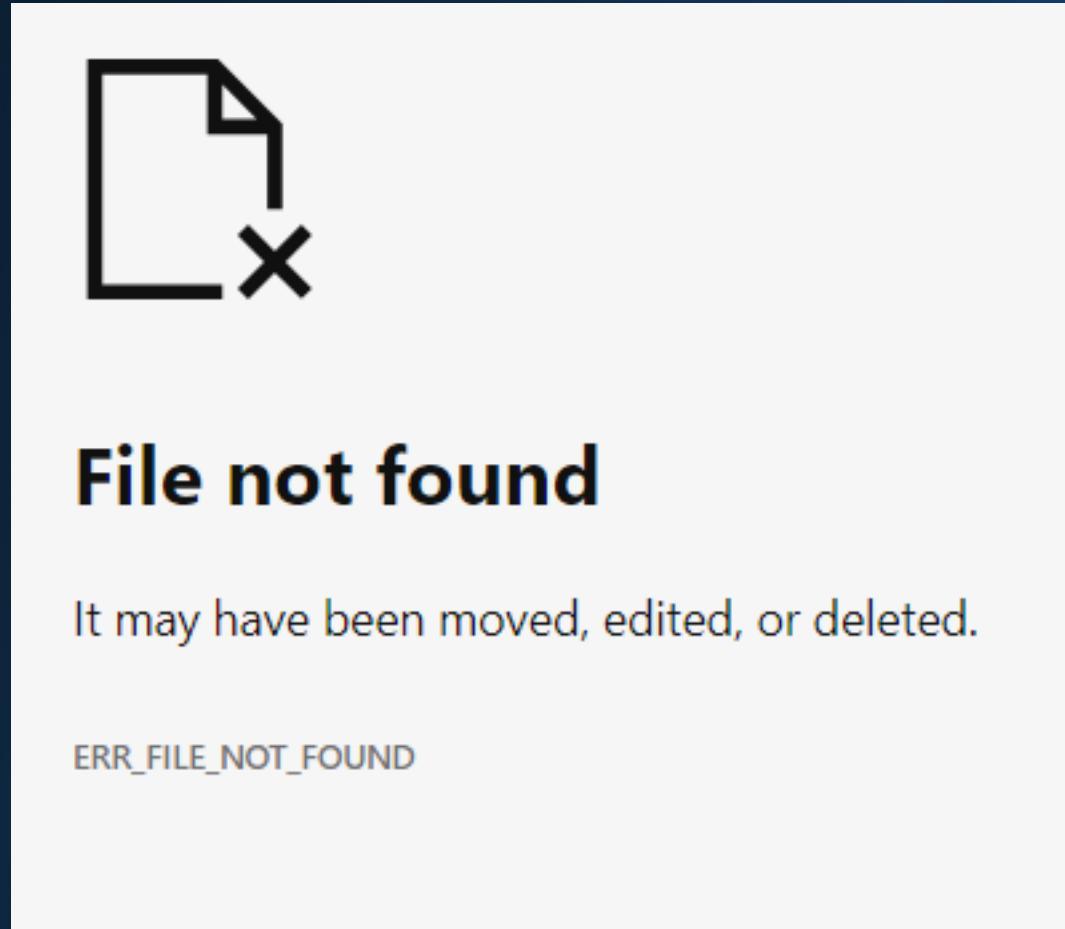
Wasabi Management Console
(ideal for controlling individual accounts)

The screenshot shows the Wasabi Management Console interface. On the left is a sidebar with options: Data Access (Buckets, Policies, Access Keys), Users & Groups, Groups, Roles, Users, Your Account, Settings, and Billing. The 'Buckets' option is selected and highlighted in green. The main area is titled 'Buckets' with a search bar 'Search Buckets'. Below is a table titled 'Bucket List' with columns: Bucket Name, Owner, Region, Public Access, Created On, and Actions. There are four entries in the table, each with a small preview thumbnail and three-dot menu icon.

Wasabi Account Control Manager
(ideal for MSP & enterprise control of many Wasabi accounts)

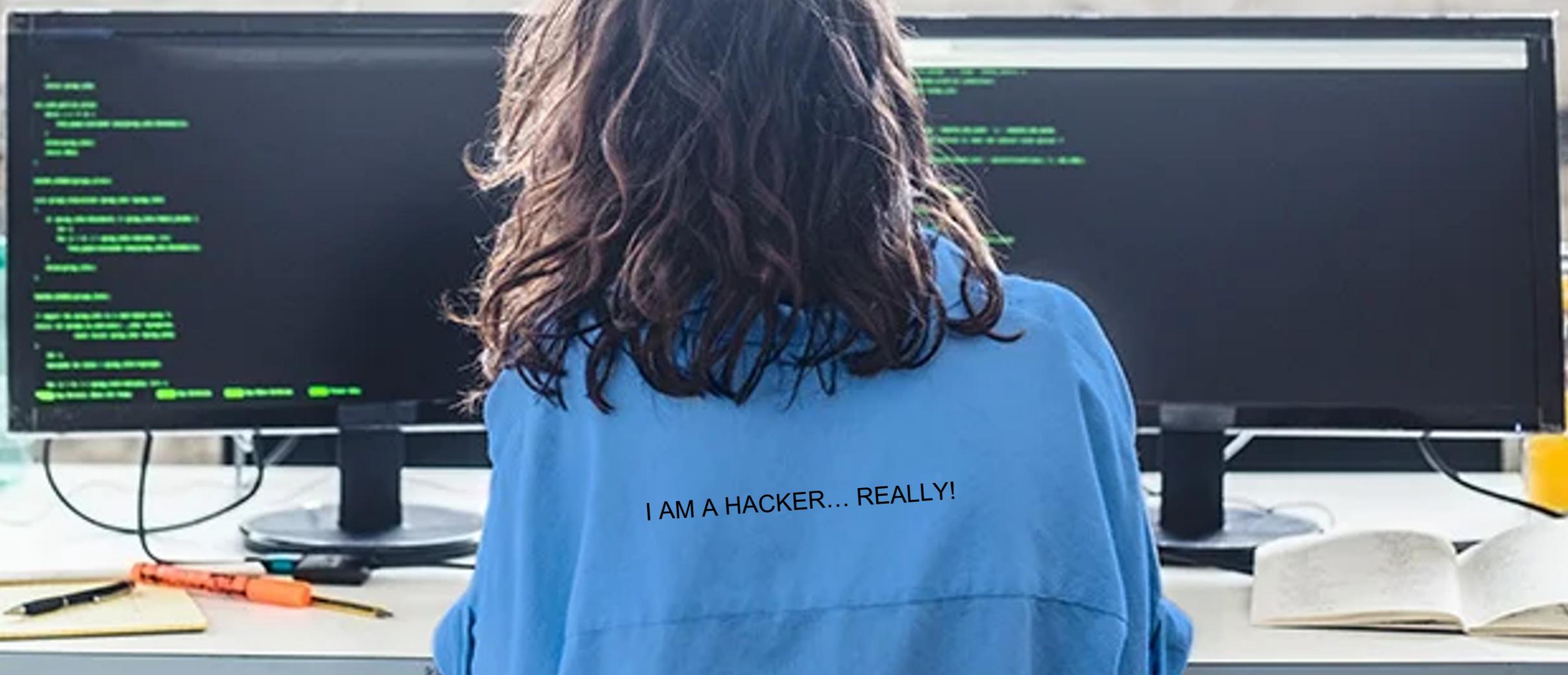
The screenshot shows the Wasabi Account Control Manager interface. At the top, there are summary statistics: 120 Paid Accounts, 4 On Trial, 4.2373 TB Avg Total Storage per Account, and 525.4250 TB Total Storage. Below is a section titled 'Sub-Accounts' with a table. The table has columns: Name, Account Email, Active Storage (TB), Deleted Storage (TB), Storage Utilization (progress bar), Creation Date, Trial Expiration, Status, and Record Date. The table lists 10 sub-accounts, each with a unique name, email, storage details, and status (e.g., Suspended, Paid Account). A 'Create Sub-Account' button is located at the bottom right of the table.

Backup & Recovery Keeps Getting Harder...



Ransomware





I AM A HACKER... REALLY!



Best Practice



Copies of data

1. Primary Dataset
2. 1st Backup
3. 2nd Backup



Different media

1. On-prem Disk
2. Cloud



Offsite copy

AKA Cloud Storage
**which is air-gapped
AND immutable**

Or

1. Cloud
2. Same/Other Cloud

Why Cloud Object Storage?

Built-in durability, encryption, and immutability

- “11 nines” of data durability
- Encryption-at-rest
- Immutability that meets compliance requirements



Wasabi

Financial reasons

- Extend the use of existing on-prem object storage
- Object storage is less expensive than SAN storage

99.99999999%



Management reasons

- Less hardware = less problems
- Distributed workforce/offices without external storage

How Wasabi Hot Cloud Storage Makes Veeam Backup Better



Cloud Object Storage now a first-class citizen!

- **Primary Backups:** Directly to object storage in the cloud
- **Instant On:** Direct restores from cloud object storage
- **SOBR:** Multiple object storage buckets in a single SOBR
- **Files:** Directly backup to cloud object for files
- **Agent:** Directly backup to cloud object for agent backups

Wasabi Cloud Storage in VBR console

 Object Storage

Select the type of object storage you want to use as a backup repository.

 Adds an on-premises object storage system or a cloud object storage provider.

 [Amazon S3](#)
Adds Amazon cloud object storage. Amazon S3, Amazon S3 Glacier (including Deep Archive) and Amazon Snowball Edge are supported.

 [Google Cloud Storage](#)
Adds Google Cloud storage. Both Standard and Nearline storage classes are supported.

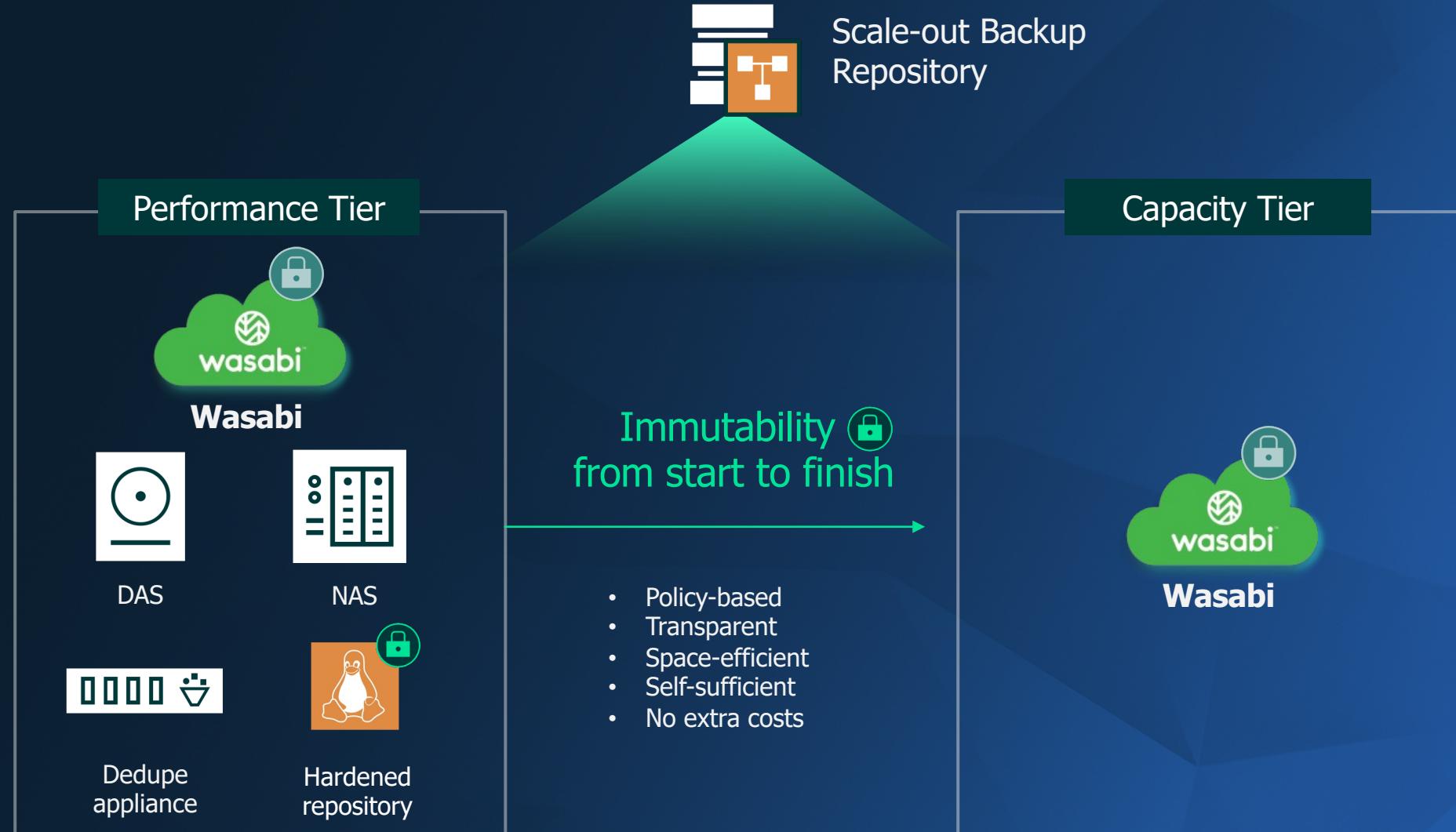
 [IBM Cloud Object Storage](#)
Adds IBM Cloud object storage. S3 compatible versions of both on-premises and IBM Cloud storage offerings are supported.

 [Microsoft Azure Storage](#)
Adds Microsoft Azure cloud object storage. Microsoft Azure Blob Storage, Microsoft Azure Archive Storage and Microsoft Azure Data Box are supported.

 [Wasabi Cloud Storage](#)
Adds Wasabi cloud object storage.

For v12, Wasabi Cloud Storage is listed as a primary type of object storage for use as a backup repository!

Primary AND Secondary Immutable Copy



Performant



Protected



Scalable



Responsive



Global



Predictable (Pricing)

$$y = mx + b$$

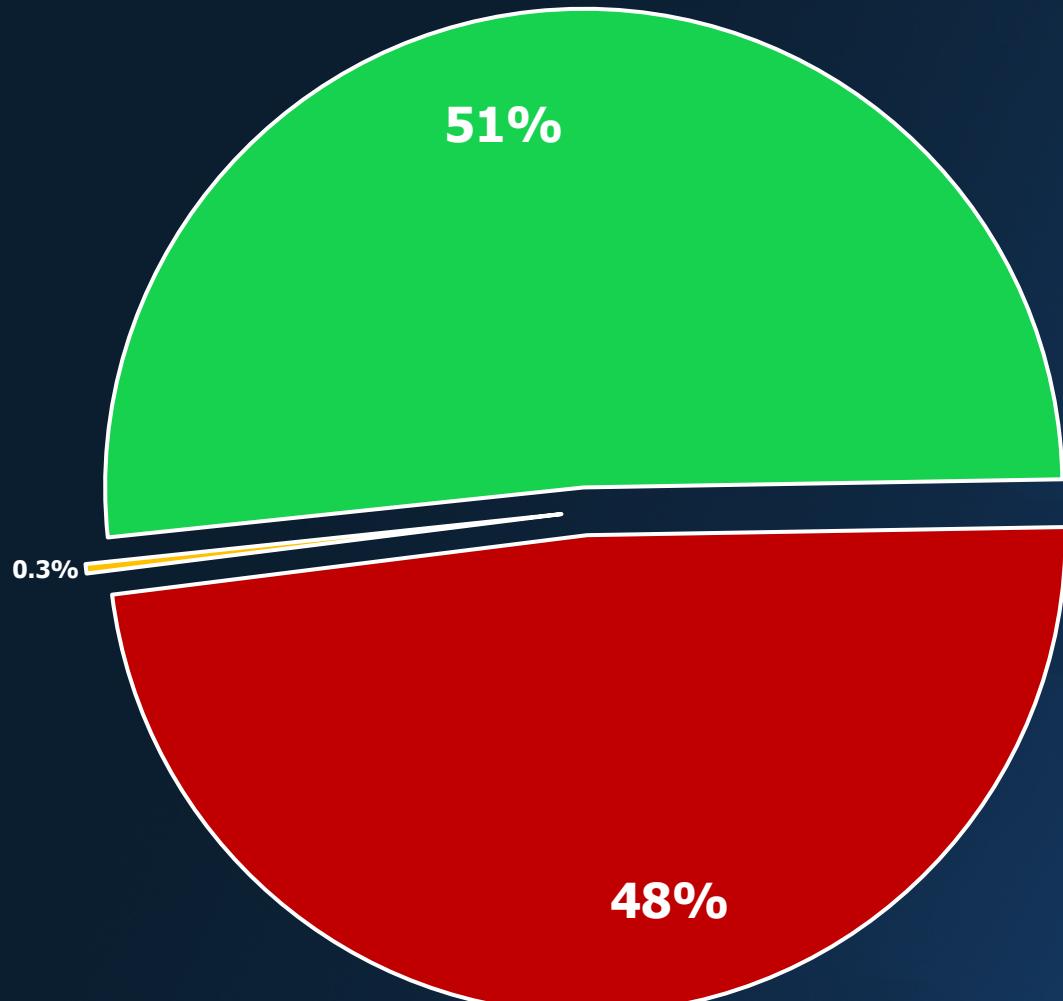
Predictable (Pricing)

Cost = \$ x TB
+ \$ x API Requests
+ \$ x TB egress
+ MORE



S.S. EgressFees

Storage Service Billing: Capacity vs Fees



Capacity Fee (\$/TB)



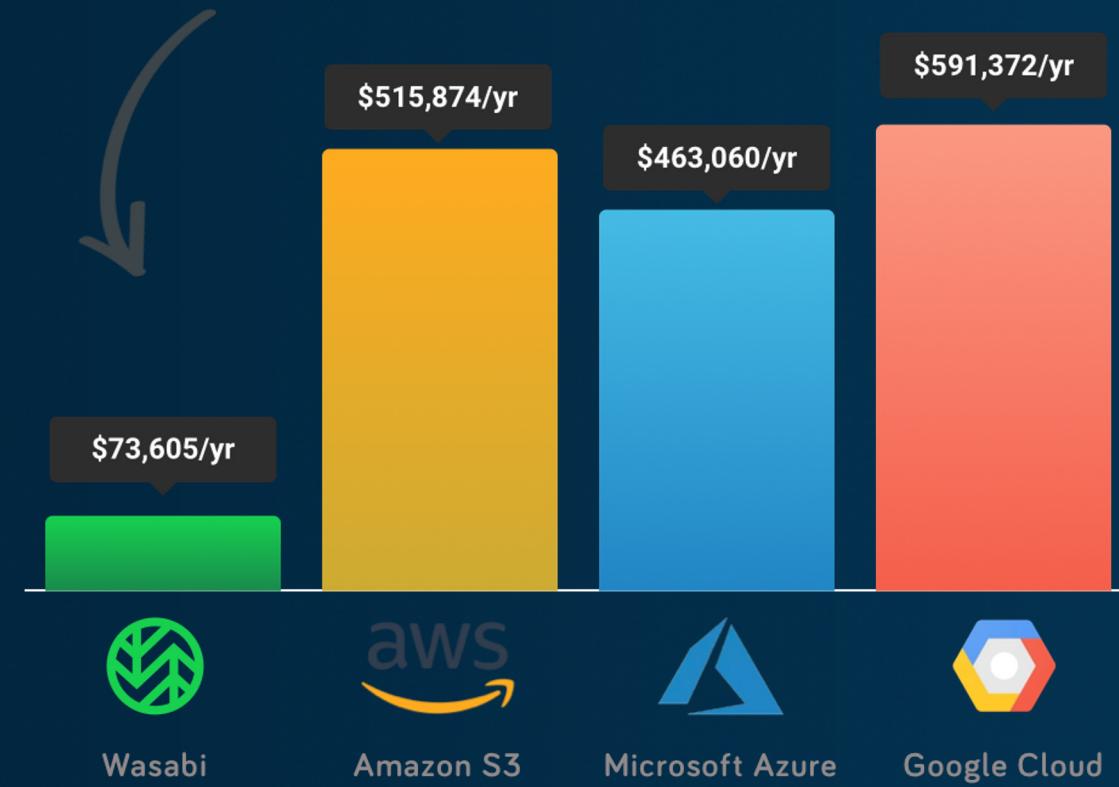
Egress/API Fees

Wasabi's Predictable Pricing

Cost = \$ x TB

Wasabi's Predictable Pricing

Storage costs per month for 1 PB of
storage with 20% data egress



Low Price, High Performance, Secure Object Storage

Optimal price, performance, and protection for object storage



Price

~80% less than hyperscalers

No egress charges

No API request charges



Performance

No delays getting data

Quick uploads & downloads

Private network options



Protection

Data center redundancy

11x9s data durability

Immutable storage

Thank You! Now What?!

Let's get you on-board!

- Explore the [Veeam Page at Wasabi.com](#)
- [Sign up for a Wasabi trial account](#)
- [Secure your data and save money with Wasabi!](#)

Contact

sales@wasabi.com

support@wasabi.com

