



ExaGrid EXPANDS its Veeam Integration in V12 for Improved Performance and Secure Backup Storage



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ExaGrid & Veeam

- Both are highly focused on backup
- Close partnership for over 10 years
- Two best-of-breed products
- Net Promoter Scores of +82 / +81
- Highly differentiated architectures
- Tightly integrated products
- Cross-trained support organizations
- Winners of the most industry awards



Technology Alliance Partner
Elite



- ExaGrid is the only Tiered Backup Storage approach
- 300+ published customer success stories
with over half featuring Veeam customers

Backup Storage Requirements

Customer Requirements

Fixed Length Backup Window

Scale-out architecture – linear scaling

Ransomware Recovery

Non-network-facing tier storage

Fast as disk restores – user SLA

Avoid data rehydration

Backups as Fast as Disk

Avoid inline data deduplication

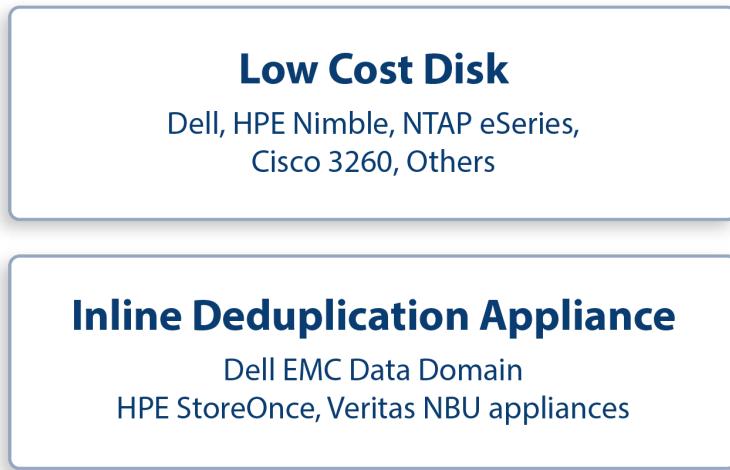
WAN Savings

Data Deduplication

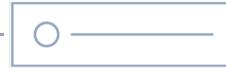
Storage Savings

Data Deduplication

Legacy Backup Storage Options



or



Pros

- Fast for backups
- Fast for restores

Cons

- Expensive for retention
- Vulnerable to ransomware

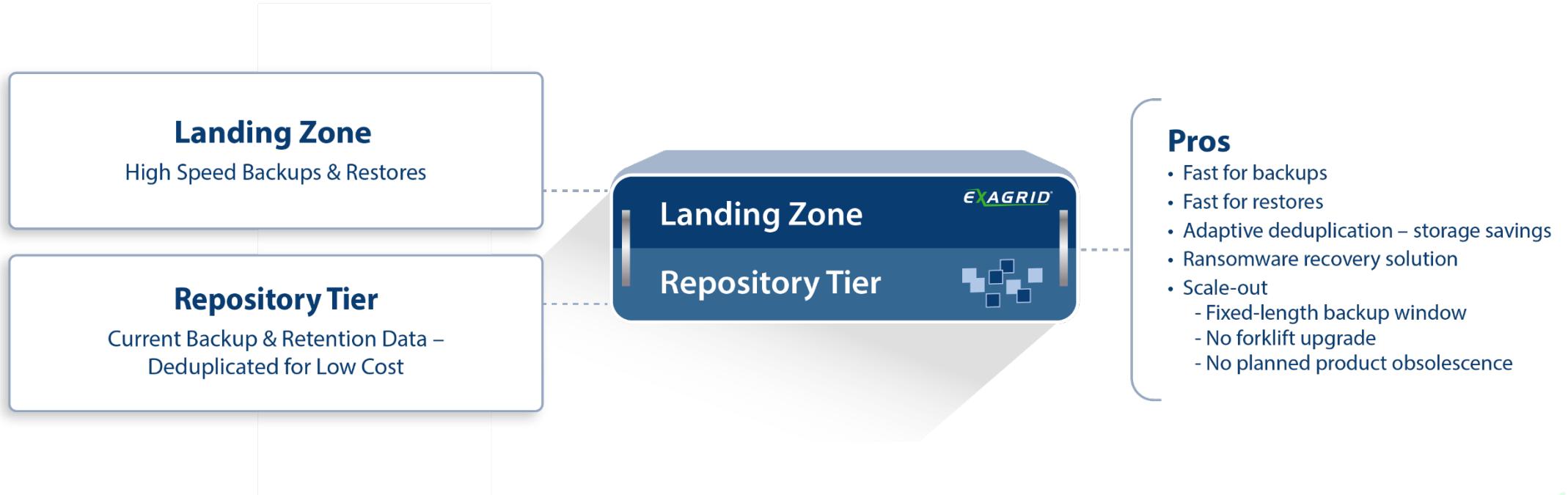
Pros

- Lower disk usage

Cons

- Slow for backups
- Slow for restores
- Not scalable
- Expanding backup window
- Vulnerable to ransomware
- Forklift upgrade
- Product obsolescence

The Best of Both Worlds: ExaGrid Tiered Backup Storage



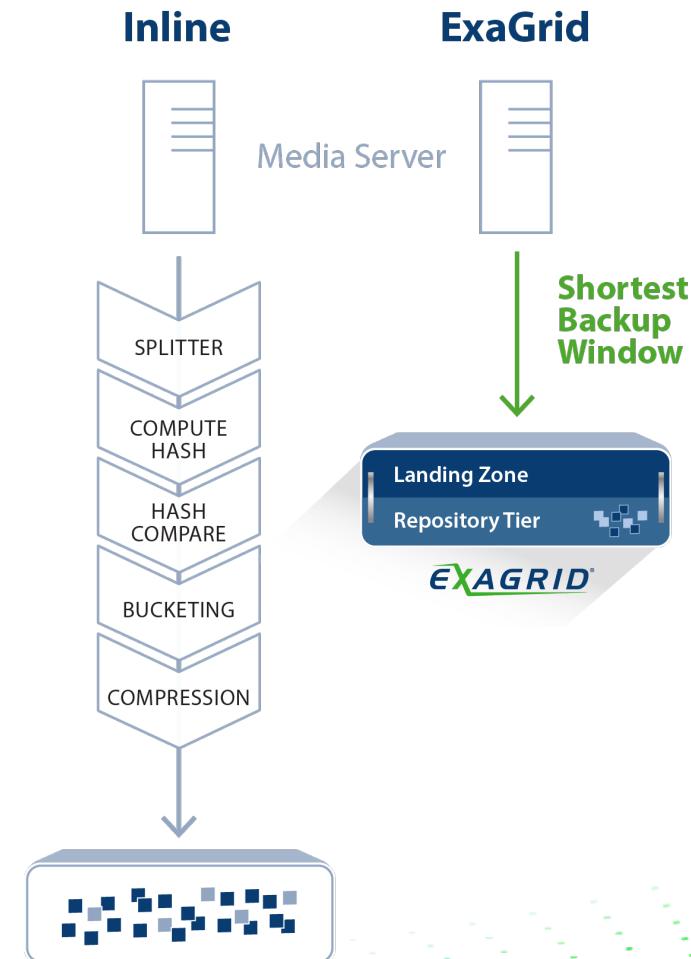
ExaGrid: Fastest Backups & Shortest Backup Window

Disk-cache Landing Zone

- Write backups directly to disk
- Avoid compute-intensive deduplication
- Adaptive Deduplication

Benefits

- No inline processes to slow backups
- Fastest backups
- Shortest possible backup window
- Strong offsite RPO



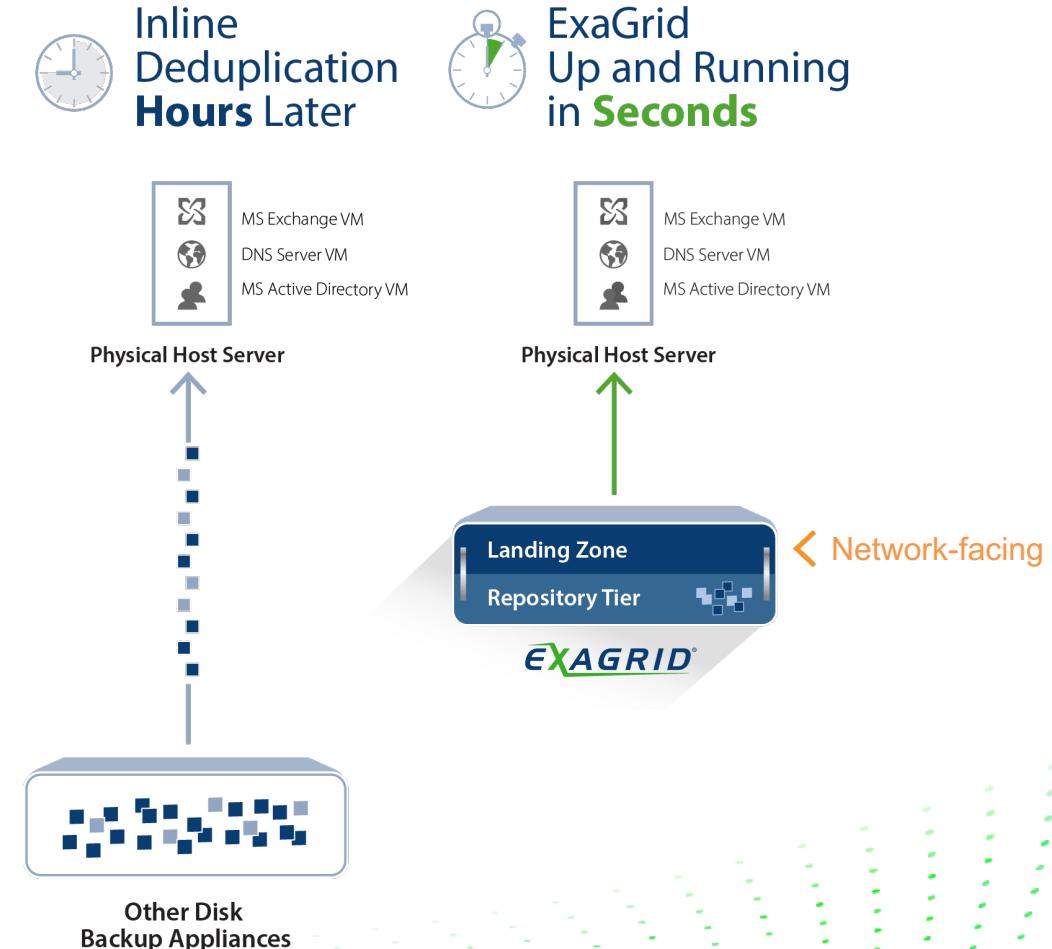
Fast Restores, VM Boots in Seconds to Minutes

Disk-cache Landing Zone

- Most recent backups are in undeduplicated form
- Eliminates data rehydration
- ExaGrid's unique approach resynthesizes Veeam Fast Clone synthetic fulls for the fastest restores

Benefits

- Restores as fast as disk
- Tape copies as fast as disk
- VM boots in seconds to minutes



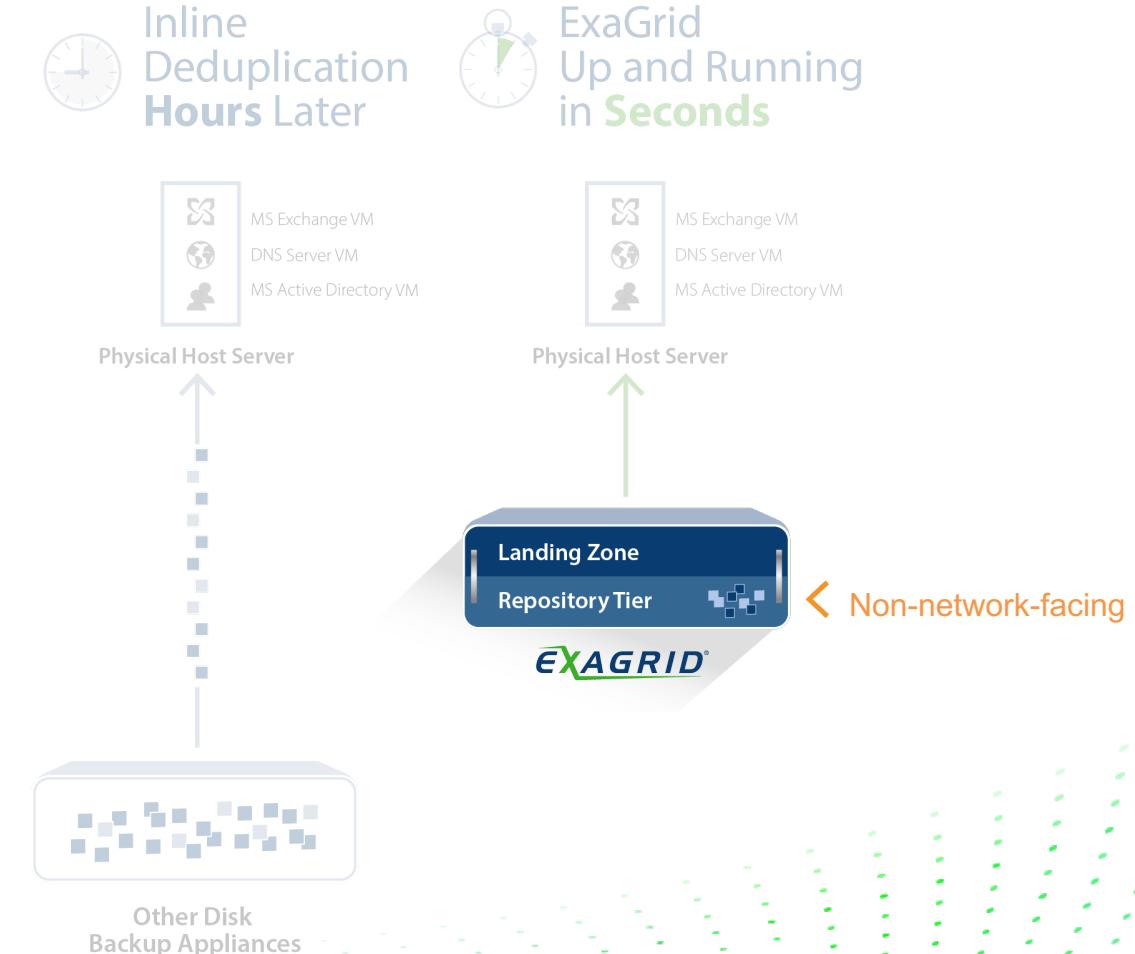
Non-network-facing Repository Tier

Second Repository Tier

- Long-term retention
- Deduplicated data

Benefits

- Low-cost long-term storage
- Ready for ransomware recovery
 - Non-network-facing tier
 - Immutable objects
 - Delayed deletes
 - Alert on deletes over set threshold



Retention Time-Lock for Ransomware Recovery

Guard Against Deleted Backups

Assume

- Primary data is encrypted
- Backup application or backup storage is hacked
 - All backup data is deleted

Net

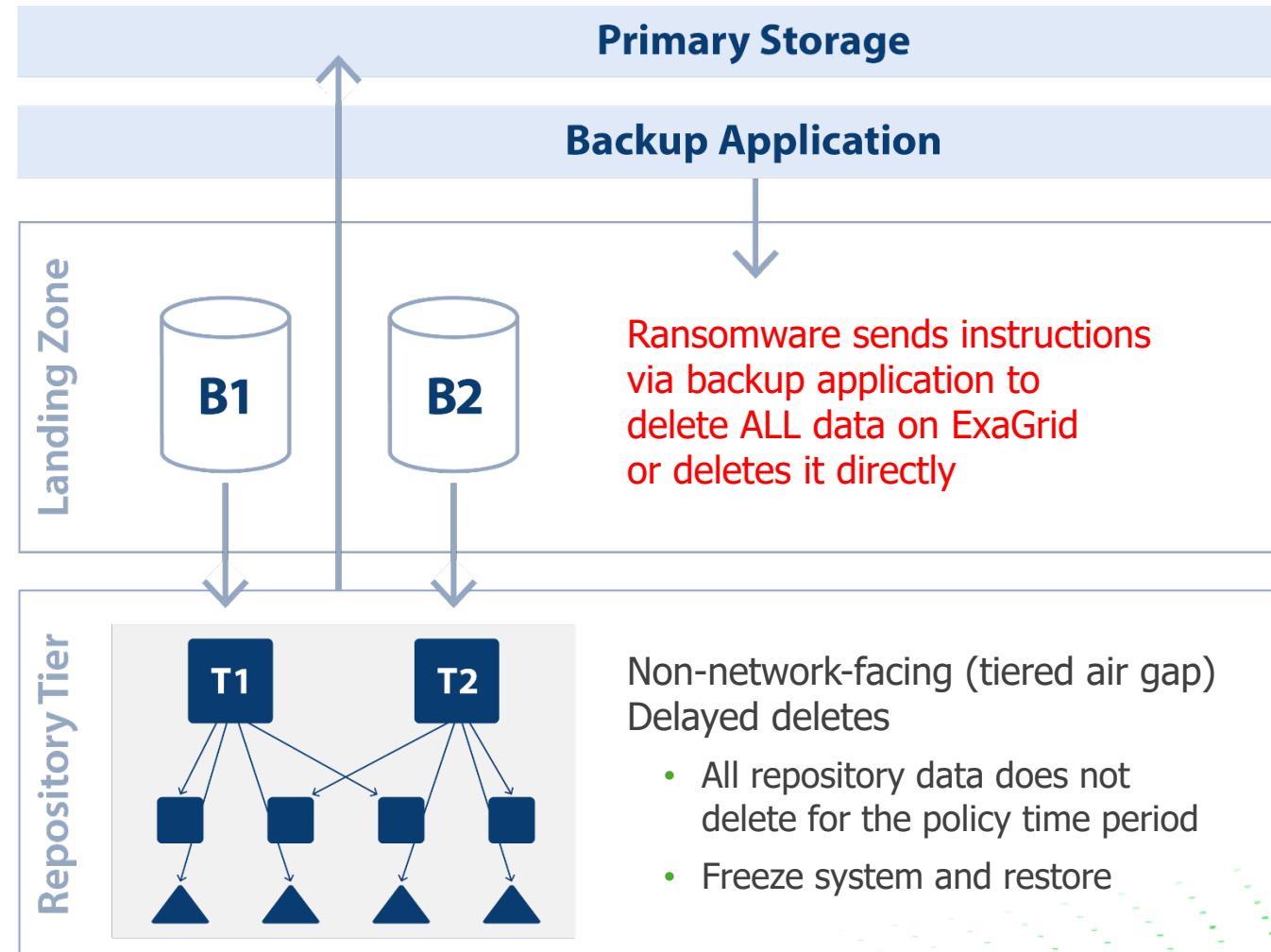
- For disk or any deduplication appliance (Dell, HPE, Veritas, etc.)
- All backup data and retention is gone

ExaGrid

- Landing Zone tier is deleted
- The non-network-facing retention tier (tiered air gap) is 100% unaffected
 - Controlled only by ExaGrid
 - Delayed delete policy (example: 10 days, in addition to long-term retention)
 - All data is ready for restore
 - Alert on a delete larger than set threshold



Deletion Protection of Backup Data on ExaGrid



Retention Time-Lock for Ransomware Recovery

Guard Against Encrypted Backup Data

Assume

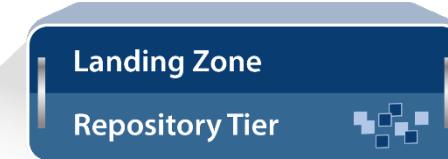
- Encrypted primary data is written to the backup storage
- Backup data is encrypted directly on the backup storage

Net

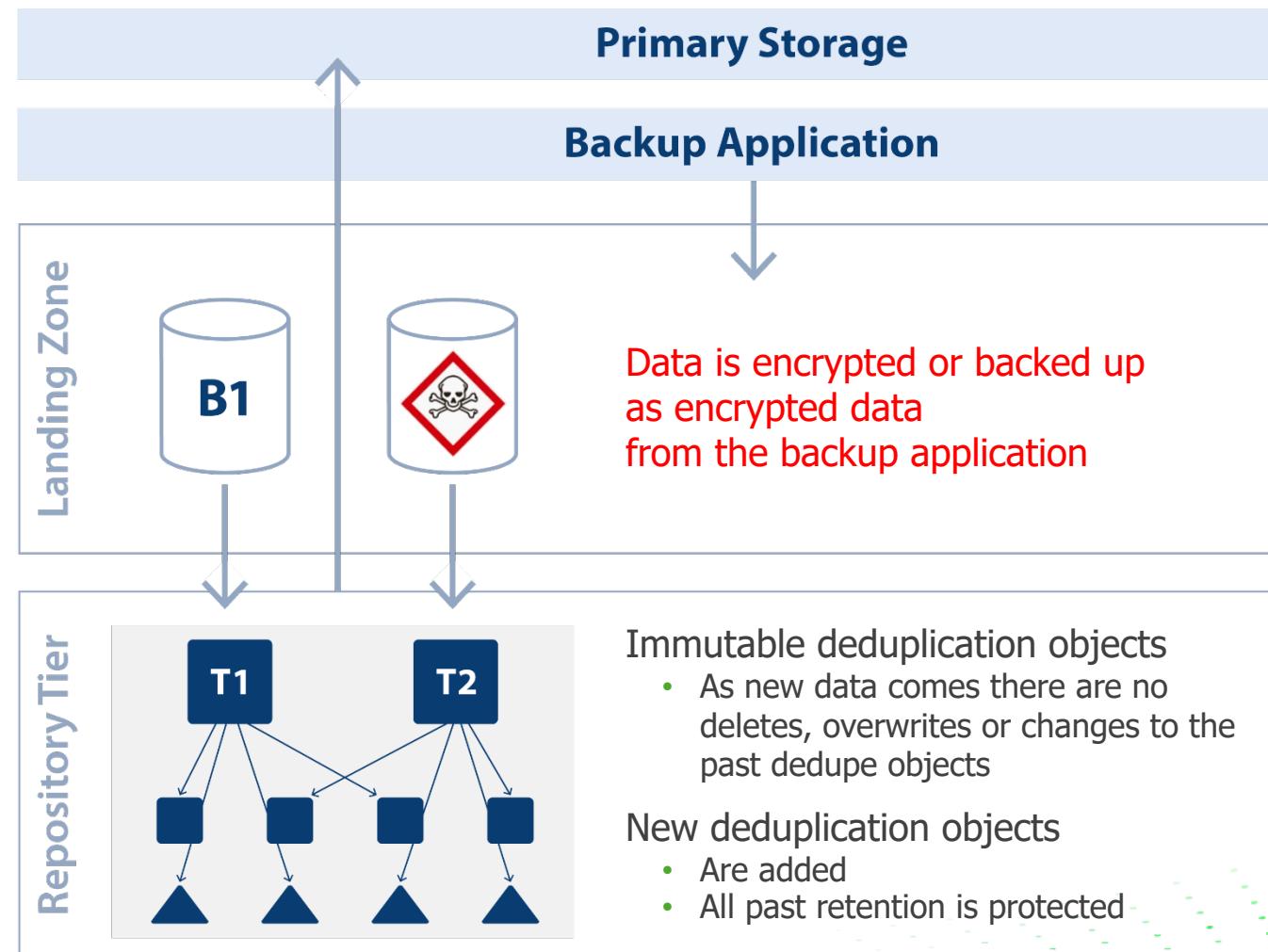
- For disk or any deduplication appliance (Dell, HPE, Veritas, etc.)
- All backup data and retention is encrypted

ExaGrid

- Landing Zone tier is encrypted
- Non-network-facing retention tier (immutable deduplication objects)
 - Deduplicates the data from the Landing Zone into the retention tier
 - Immutable deduplication objects (cannot change, modify, or delete)
 - All new data deduplication objects are added, so all past data retention is intact
 - Alert if deduplication ratio changes
 - Identifies possibility of encrypted data

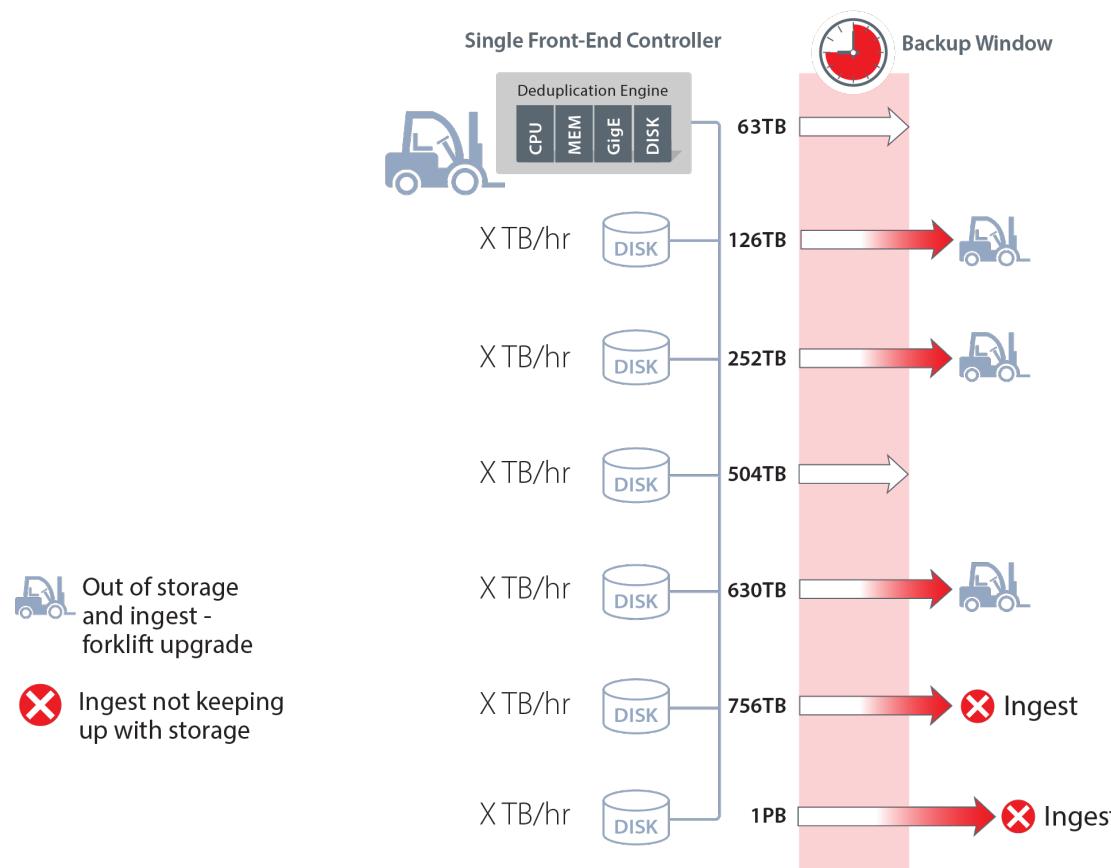


Encryption Protection of Backup Data on ExaGrid

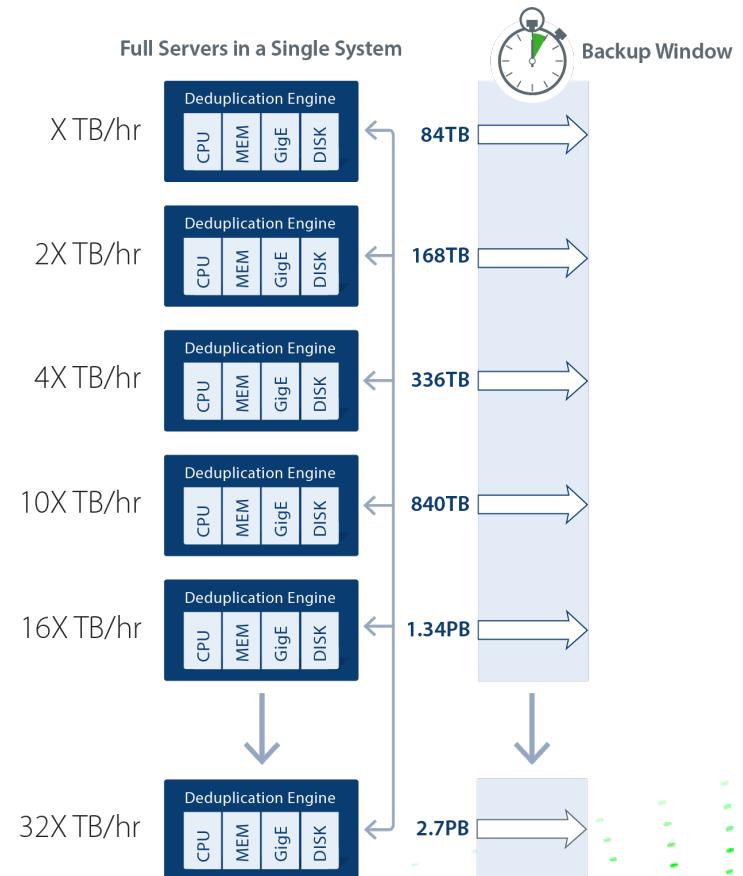


Fixed-Length Backup Window

Scale-Up Architecture

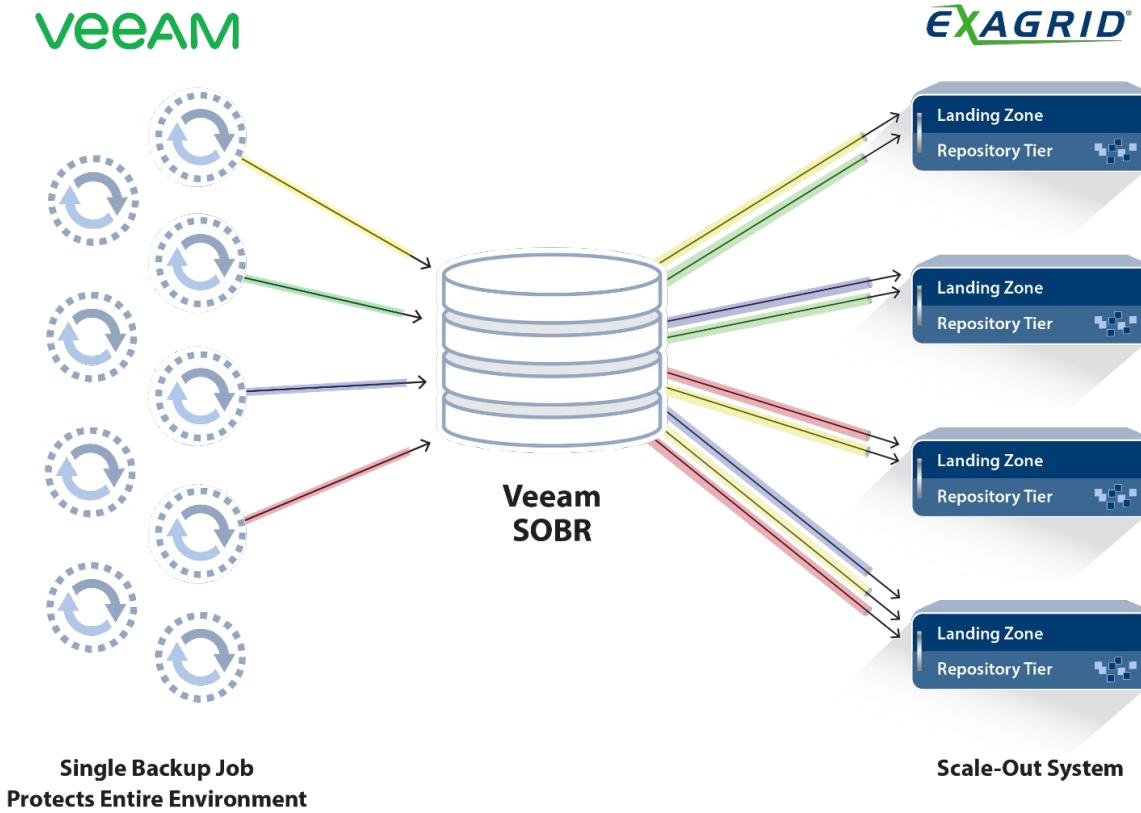


ExaGrid Scale-Out Architecture



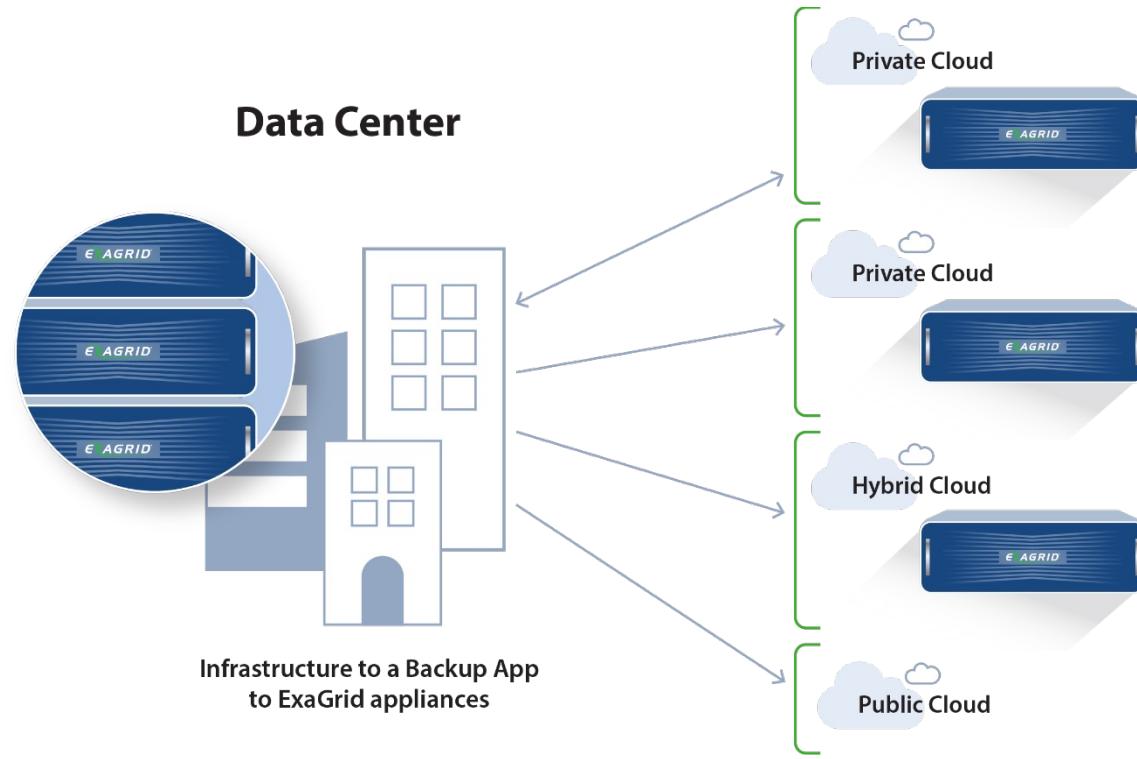
End-to-End Scale-Out Backup with ExaGrid and Veeam

Support of Veeam Scale-Out Backup Repository (SOBR)



- Automated job management
- Superior performance with SOBR optimizing backup streams
- Future-proof scalability for data growth by simply adding another appliance
- Automatic repository load balancing
- Global deduplication across all repositories
- Failure tolerance with automated job redirect
- 2.7PB full backup in a single system

DR Scenarios



- ExaGrid DR appliances in a customer's 2nd data center
- ExaGrid DR appliances in a 3rd party hosting/colo facility
- ExaGrid DR appliances in a 3rd party cloud provider
- Pay by the GB/mo. – OPEX expense
 - Amazon AWS
 - Microsoft Azure

- Adaptive Deduplication deduplicates and replicates in parallel
- 50:1 WAN bandwidth efficiency
- Bandwidth throttle and WAN encryption for data replication
- Configure the disaster recovery site to all repository to save cost

Works with Industry Leading Backup Applications in Heterogeneous Environments

Backup Applications



Applications Direct

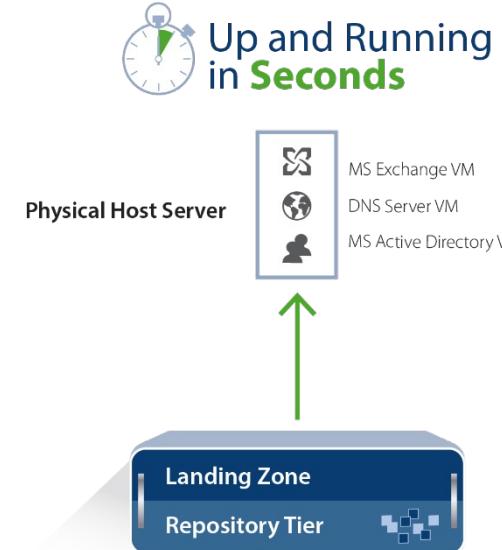


Linux/UNIX Direct TAR



ExaGrid Tiered Backup Storage with Data Dedupe

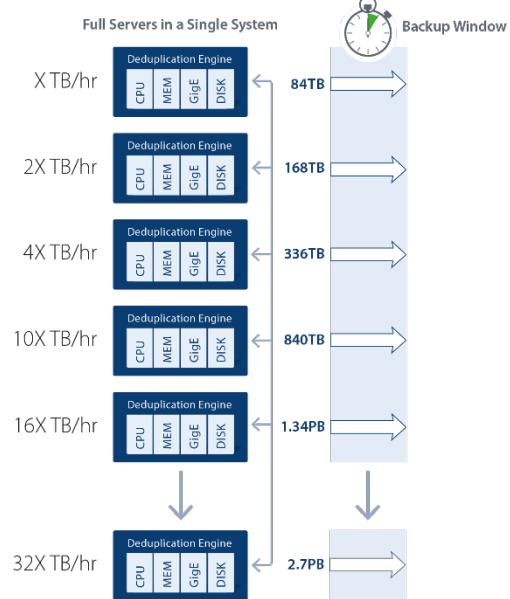
Integrated with the Veeam Data Mover



- Veeam-to-Veeam Data Mover & Veeam-to-ExaGrid Landing Zone
- Delivers the industry's fastest backups and shortest backup window

- Most recent Veeam data in ExaGrid Landing Zone avoids lengthy rehydration time
- VM boots in seconds to minutes
- ExaGrid's unique approach resynthesizes Veeam Fast Clone synthetic fulls for the fastest restores

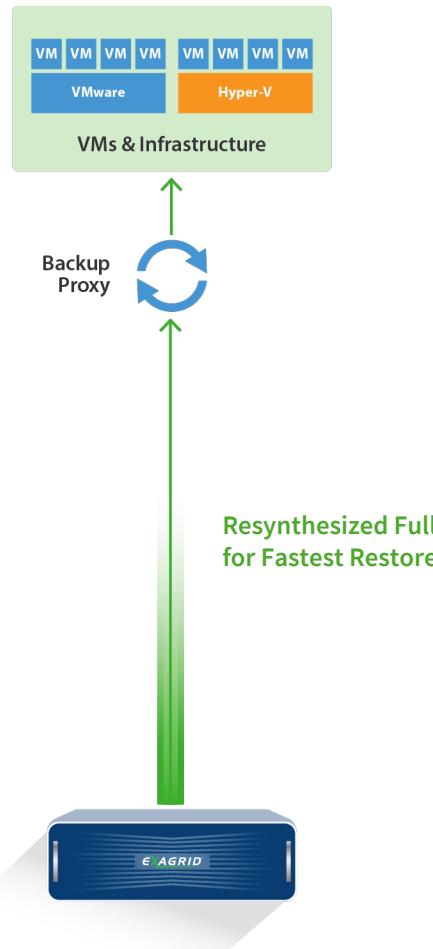
ExaGrid Scale-Out Architecture



- Full appliances in a scale-out system add compute with capacity
- Adds backup performance as data grows
- Maintains a fixed-length backup window/ eliminates forklift upgrades
- Supports SOBR for automated job management

Integrated Veeam Data Mover / Fast Clone

Faster Synthetic Fulls, Resynthesis for Fastest Restores

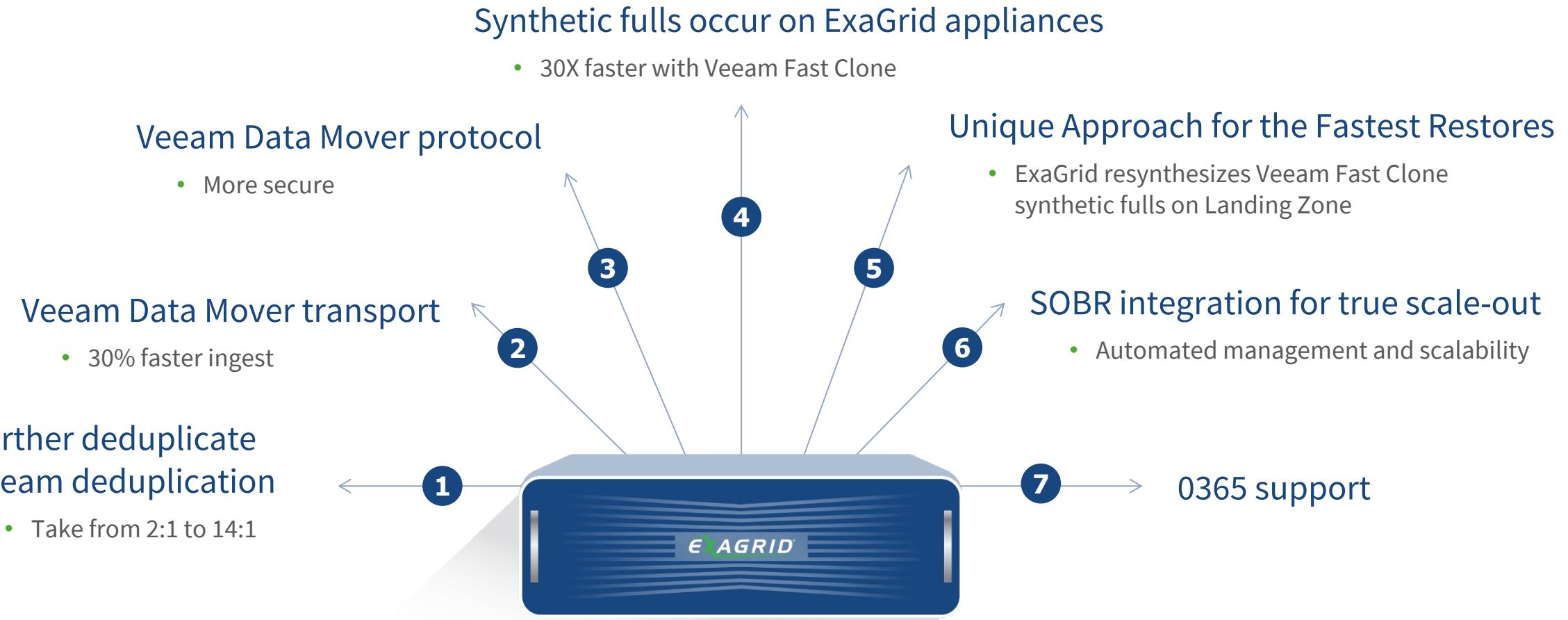


- Data in Veeam format on the Landing Zone
- ExaGrid has compute in each appliance
- Perform synthetic full on ExaGrid appliances
- Frees up Veeam backup server resources
- As of V12: Veeam Fast Clone
performing a synthetic full takes minutes
(increases to 30X faster)

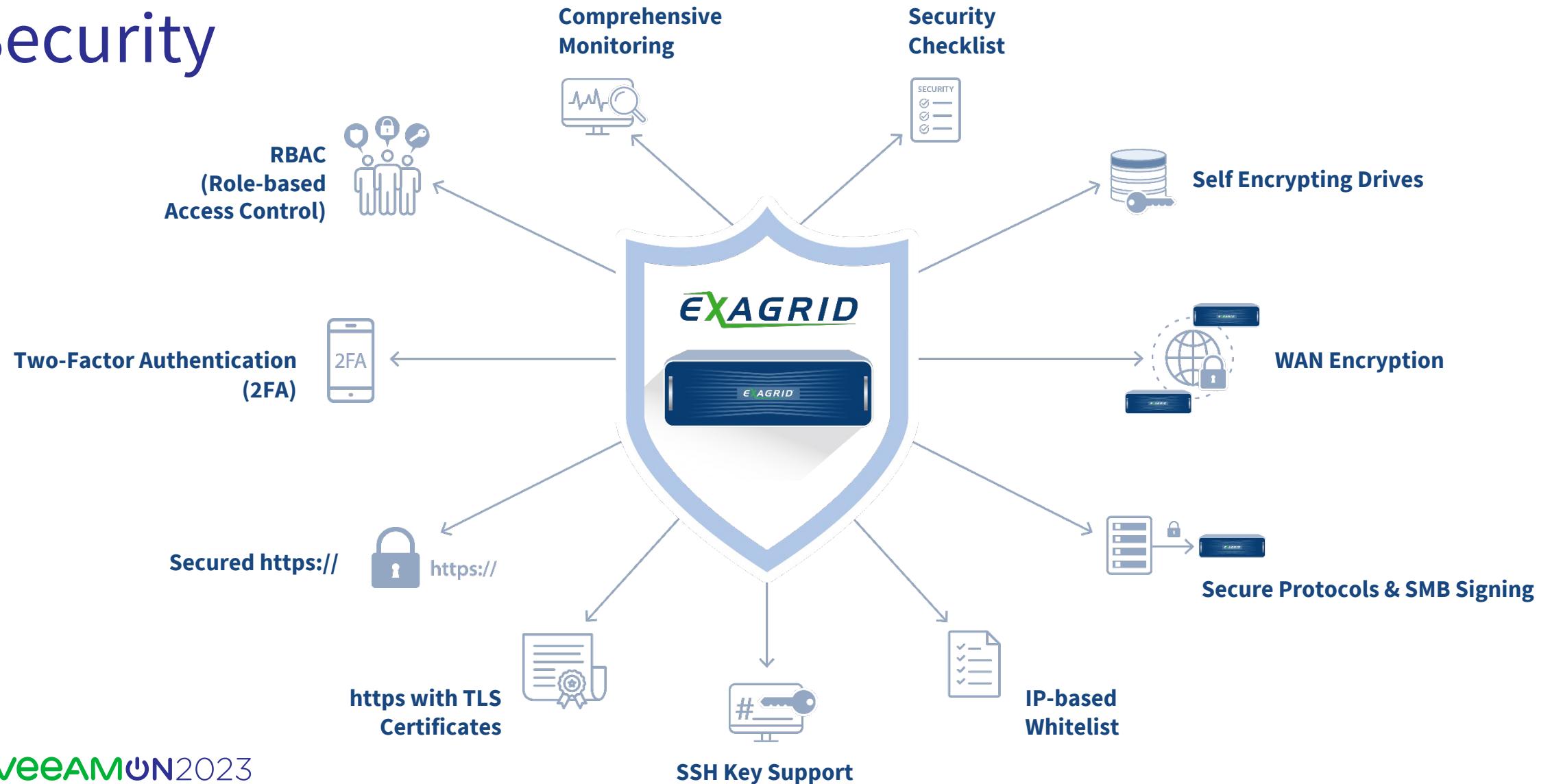
EXCLUSIVE

- Automatic resynthesis of the synthetic fulls into actual full backups takes place in parallel with backups
- Resynthesis of Veeam Fast Clone synthetic fulls into ExaGrid's Landing Zone allows for the fastest restores & VM boots in the industry

Veeam – ExaGrid Integrations



Comprehensive Security



Personal Touch - Maintenance & Support

Assigned Level 2 Customer Support Engineer

- Subject matter experts in backup applications
- In-theater worldwide support available in many local languages

Customer Installable and Serviceable

- Self-installable with phone support and WebEx
- Typical installation is 30 mins – 3 hours
- Self-serviceable hardware replacements, next business day delivery

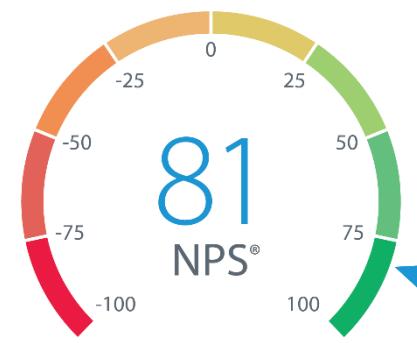
All Releases Provided

- Point and full releases – includes all new features
- No license fees to track or renew

Health Status Monitoring

- ExaGrid monitors and notifies

No hidden costs – all included in support program.



Customers give ExaGrid
NPS score of +81

Fixing the Economics of Backup

Price Protection

ExaGrid fixes the price for all future purchases – price protection

Maintenance \$

ExaGrid limits the increase to 3% per year

Maintenance %

ExaGrid's maintenance is a % of the hardware price you pay

Forklift Upgrades

ExaGrid appliances have all resources, add to scale-out system and grow

Guesswork

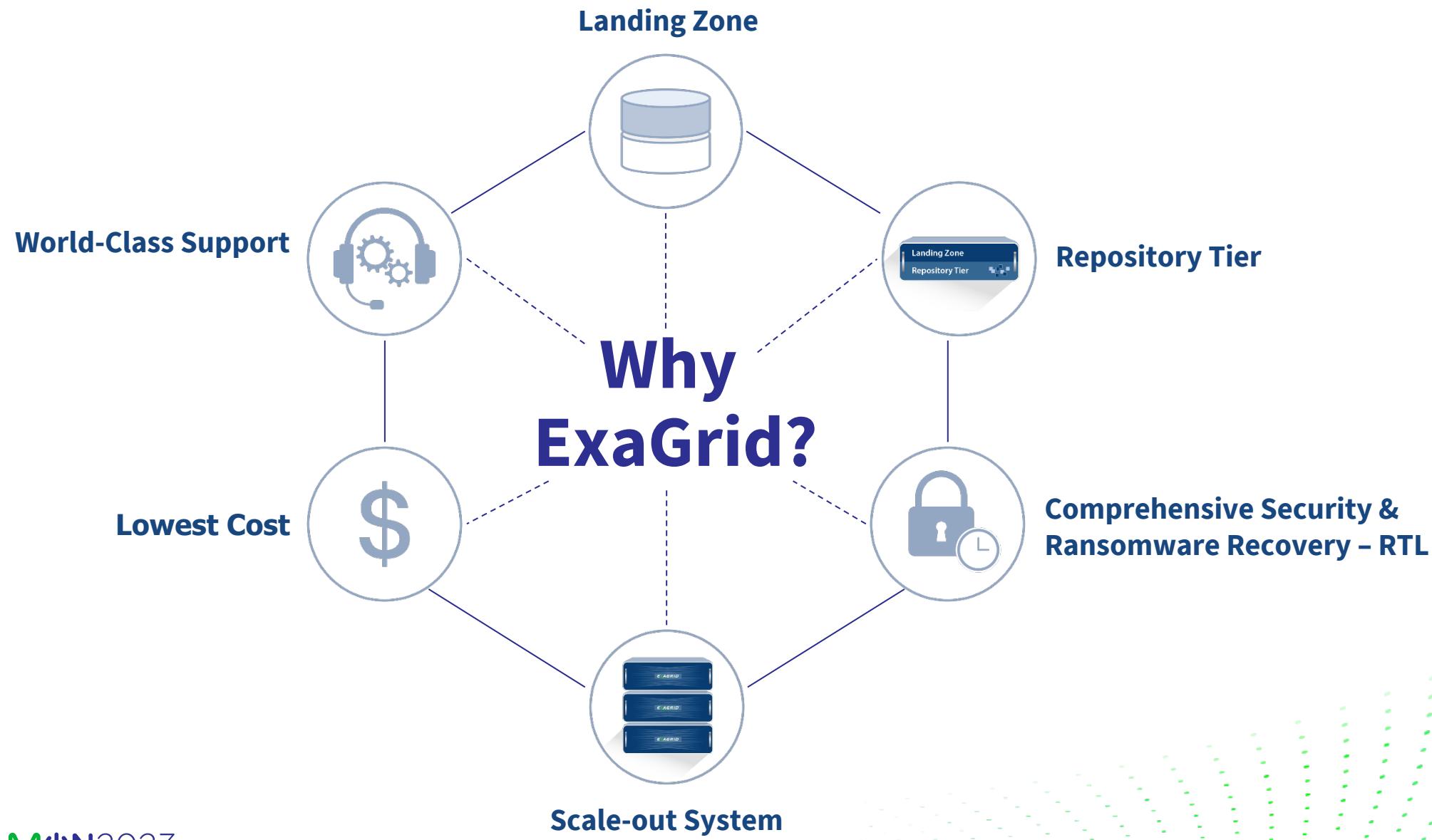
ExaGrid allows for appliances to be added to a scale-out system

Obsolescence

ExaGrid allows the mix and match of any age or size model

Hidden Costs

ExaGrid includes installation, full versions, replication, HW replace





Thank you

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