

veeam

Combat ransomware with Veeam + ExaGrid



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Senior Partner Sales Manager
Veeam Software

- **Veeam® is the leader in backup, recovery and data management solutions that deliver Modern Data Protection.**
- **We provide a single platform for Cloud, Virtual, Physical, SaaS and Kubernetes environments.**




Veeam in numbers

HQ in Columbus, Ohio


Offices in 35+ countries
Doing business in 180+ countries




CUSTOMER LOVE

 **91%**
Completely satisfied
with Veeam

 **91%**
Recommend Veeam
solutions

 **69%**
Of Global 2000 are
Veeam customers

 **91%**
Likely
to renew

WHY VEEAM

 **2006**
Founded

 **400K**
Customers
worldwide

 **4500+**
Employees

 **35K+**
Transacting
partners

 **83%**
Of the Fortune 500
trust Veeam with their data

 **200+**
Top Industry
Awards

 **#1**
Market Share in EMEA
and #3 worldwide



\$ 1.1 BILLION
in 2020 bookings

#2 market leader WW and #1 in EMEA

Gartner

Named a leader AGAIN!

The 2021 Gartner Magic Quadrant for Data Center Backup and Recovery once again recognizes Veeam as a leader.

FORRESTER

Leader in Forrester Wave

Veeam now serves some of the most complex, distributed and large-scale client deployments.

IDC

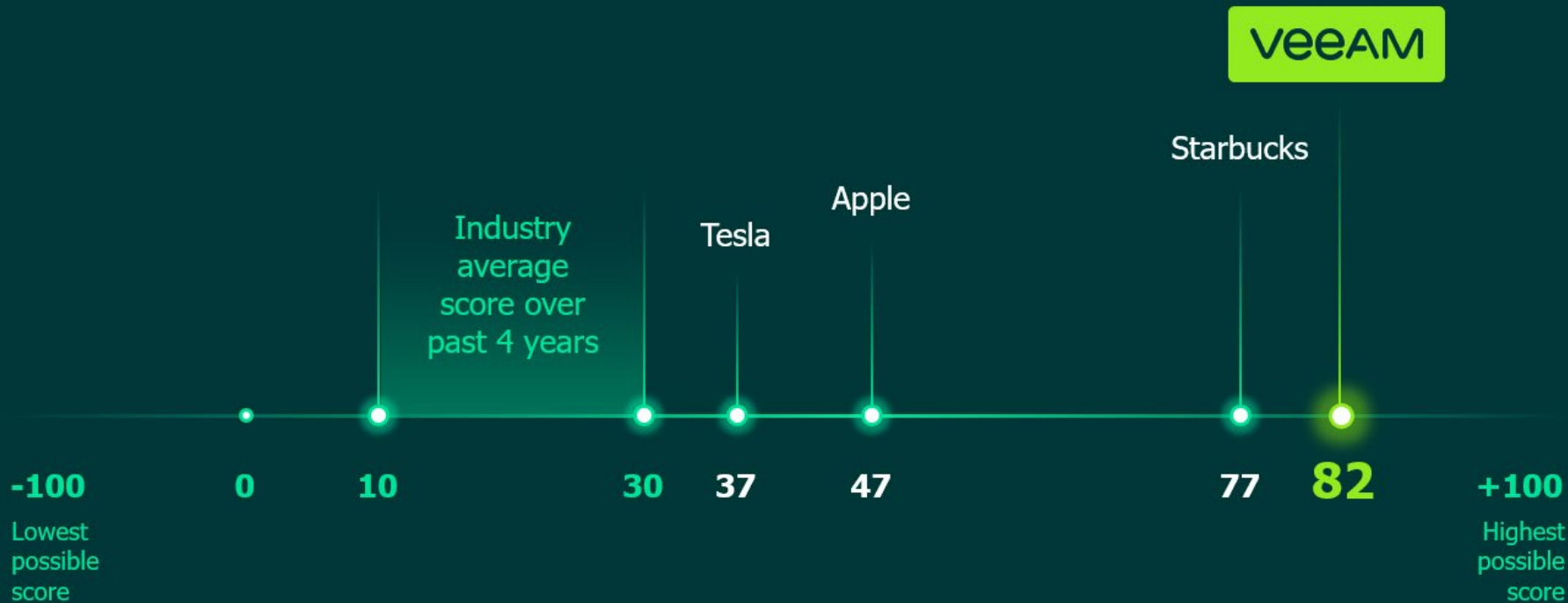
#1 in Market Share

Veeam leads the data protection and recovery software market with its revenue growing by 20.1% YOY in H2 2020.



Veeam receives 4.7 out of 5-star distinction in the 2021 Gartner Peer Insights Customers' Choice for Data Center Backup and Recovery Software

NET PROMOTER SCORE



HOW



Simple

Reduce costs and complexity with immediate ROI



Flexible

Any platform.
Any storage.
Any cloud.



Reliable

Confidence that data is protected and always available

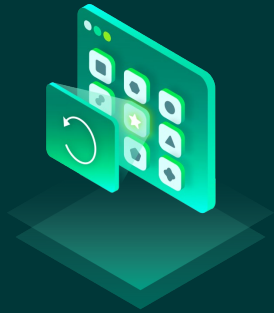


Powerful

Fast, secure, scalable and future-proof for enterprise needs

Industry data protection trends

Data Protection Trends report <https://go.veeam.com/wp-data-protection-trends-2022>



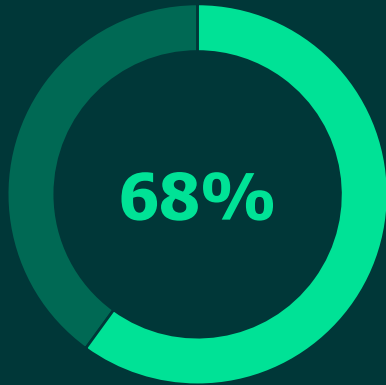
3000+ business and IT leaders were surveyed on their IT and data protection strategies, including their plans for 2022.

89% of organizations have a protection gap

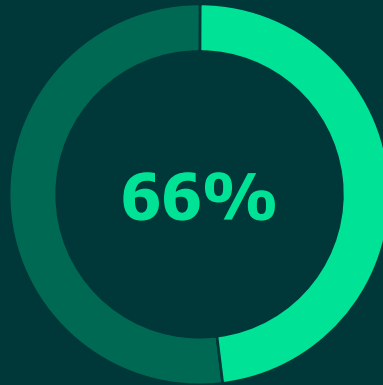
76% of organizations had at least one ransomware attack last year

36% of data is unrecoverable after a cyberattack

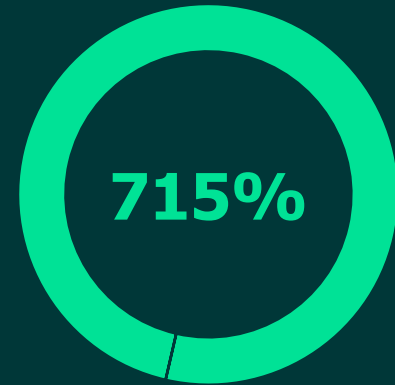
How the IT landscape has changed



Cloud service growth



SaaS usage acceleration



Increase in ransomware

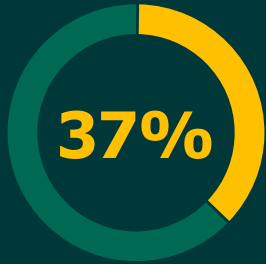
91% of all organizations expect to accelerate their cloud investment; **how does this affect data protection?**

* Veeam 2021 Data Protection Trends Report

The reality of legacy backup in today's world

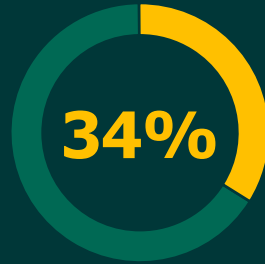
23%

of servers will have
at least one
unplanned outage

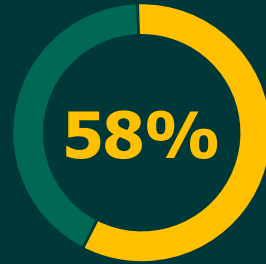


of all backup jobs **fail**

and



of all restore jobs **fail**



failure of recovery

Data protection is struggling to keep up with modern platforms

* Veeam 2021 Data Protection Trends Report

Why data protection is important



➤ With Veeam specifically, you can expect to experience:

25% shorter Backup windows

95% of customers recover from Ransomware with **ZERO** cost

3x 3 times more Backups per day

>55% more recovery point objectives (RPOs) and recovery time objectives (RTOs) met

Ransomware protection Zip Code



Three different
copies of data



Two different media



One offsite copy

VEEAM



Of which is:
offline air-gapped
or immutable



No errors after
automated backup
testing &
recoverability
verification

Customers want reliable recovery options



Ransomware Protection

Secure Backup is your last line of Defense

Backup

Trusted Immutability

Backup Verification

3-2-1-1-0 Rule

Recovery

Instant Recovery at Scale

Secure Restore

DR Orchestration

Software-defined. No lock-in with proprietary hardware

Detect workloads and monitor errors

Protect workloads with secure storage and verified backup

Recovery of data without reintroducing threats

Our design strategy



Simple



Flexible



Reliable



Powerful

A Single Platform for Cloud, Virtual and Physical



Cloud



SaaS



Apps



Virtual



Physical



Data Re-use



Orchestration



Monitoring & Analytics



Backup & Replication



Storage, Analytic and Management API's



On-prem

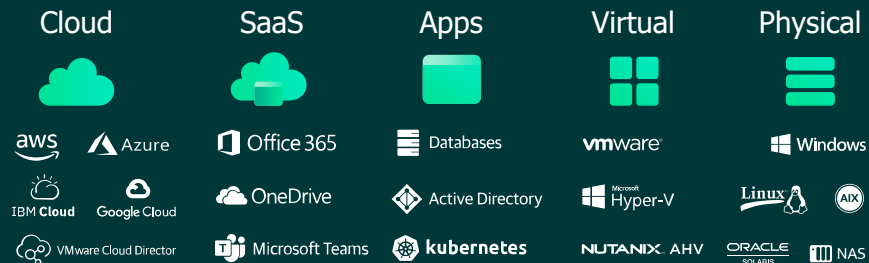


Public Cloud




BaaS & DRaaS


Veeam Platform



 Data Reuse

 Disaster Recovery Orchestration

 Monitoring and Analytics

 Backup and Recovery

 Storage, Analytic and Management APIs

 On Premises  Public Cloud  BaaS & DRaaS



Veeam Availability Suite



Veeam Backup & Replication



Veeam Backup *for Microsoft Office 365*



Veeam DR Orchestrator



Kasten K10 by Veeam

Veeam ONE

An important part of Veeam Availability Suite

Veeam Backup
& Replication



+

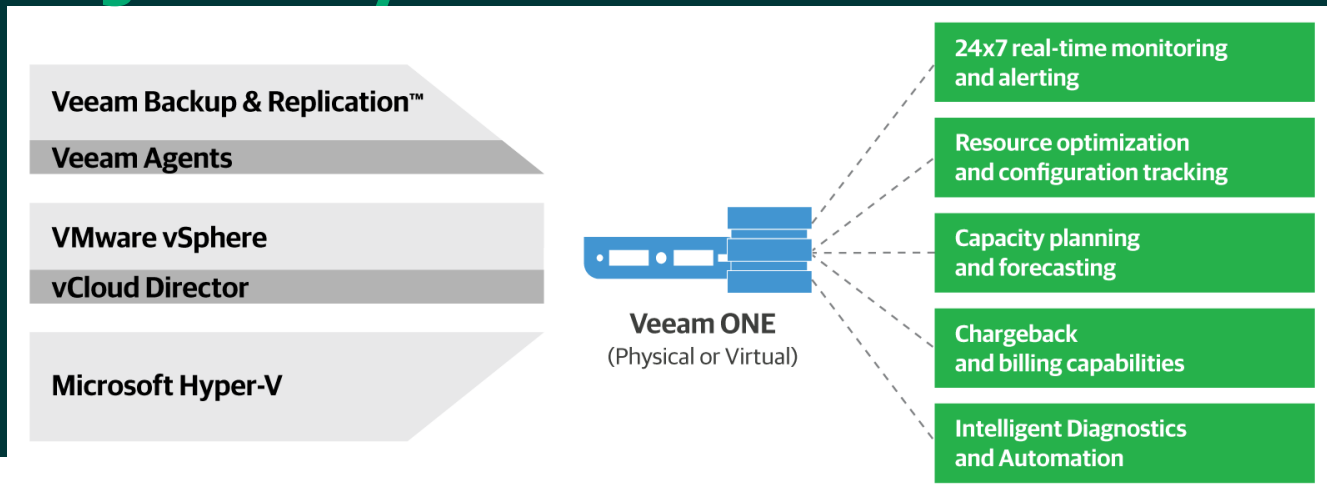
Veeam
ONE



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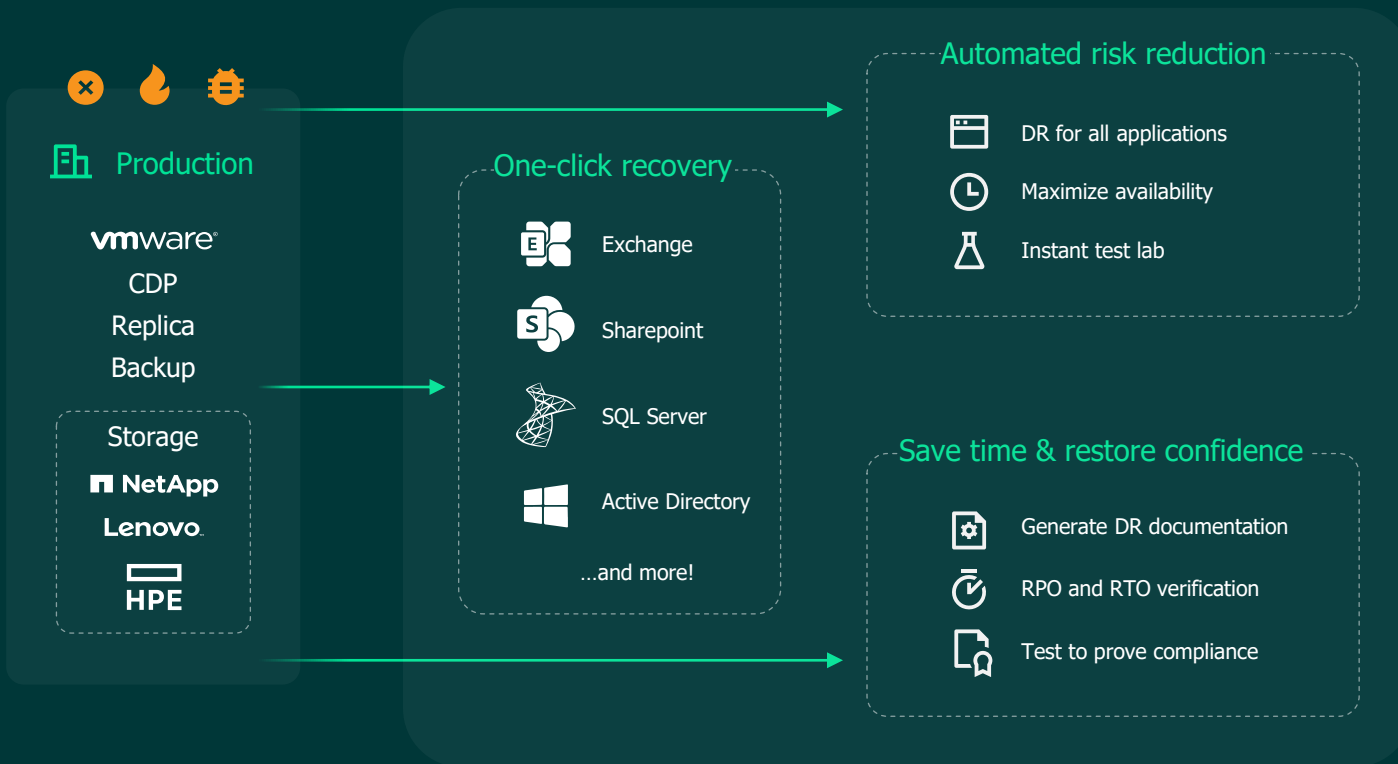
Veeam Availability Suite™
Veeam Backup Essentials™

Monitoring & Analytics for the entire IT environment



Veeam Disaster Recovery Orchestration

Stress-free recovery



Portable licensing that goes beyond



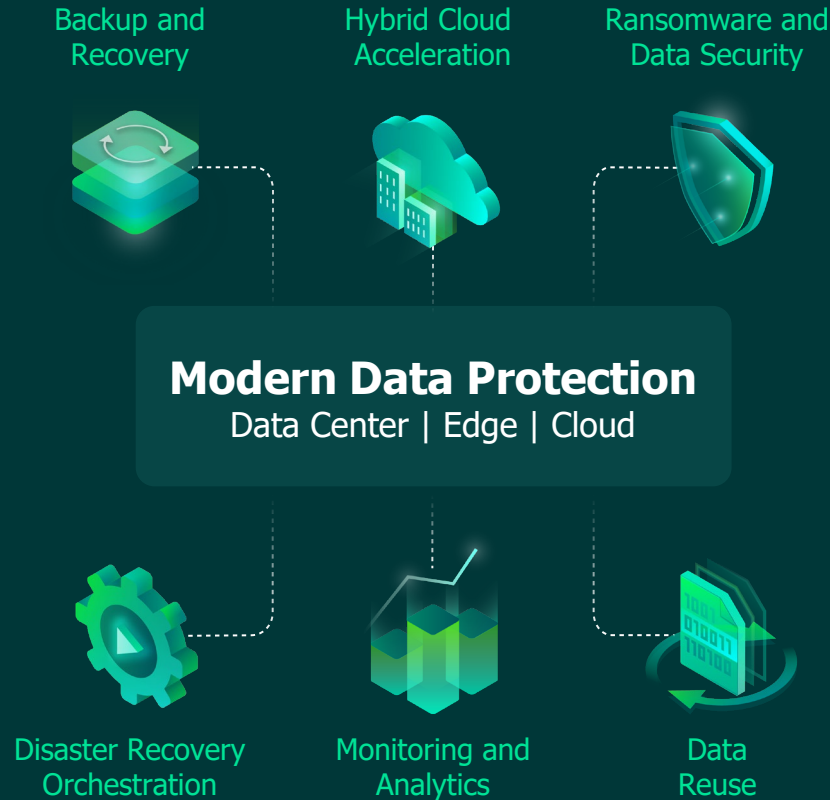
Veeam Universal License (VUL)

A Single Portable License for All Workloads



Office 365 and Kubernetes backup requires a separate license and is not part of VUL.

Today, customer needs go beyond backup



About Veeam – ExaGrid

Veeam – ExaGrid

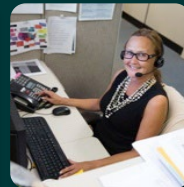
- Alliance partnership for 7+ years
 - Two best-of-breed products
- Veeam named Gartner MQ “Leader”
- ExaGrid named Gartner MQ “Visionary”
- Both Have Net Promoter Scores of +73

100% Focused on Backup

- Highly differentiated architectures
- Tightly integrated products
- Cross-trained sales & support teams
- Winners of the most industry awards

Large Customer Base

- ExaGrid – over 10,000+ systems installed
 - 360+ published customer success stories



VEEAMON TOUR

• Transform your Modern Data Protection strategy

Bucharest & Virtual
Thursday, June 16th, 2022

We are bringing face-to-face VeeamON Tour series back to your city!

Take part in an action-packed experience with hours of technical content that will help you adapt and thrive in today's challenging IT landscape.

Explore Key Topics

See how Veeam is addressing the complex, everchanging issues of the modern IT landscape with cutting-edge solutions that will help you go above and beyond in your Modern Data Protection strategy.



V12



AWS/Azure/Google



Ransomware



Salesforce



Kubernetes



Microsoft 365



<https://go.veeam.com/veeamon-tour-2022-ro>

JOIN FOR FREE

Thank you

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