



All lines are muted
by default.



Today's call is
being recorded.



Please use the *Q&A*
button to ask
questions during the
session.

VERITAS™

Top Five Things You Must Know about **VERITAS BACKUP EXEC™**

Easily manage your data and infrastructure across hybrid cloud.



Agenda



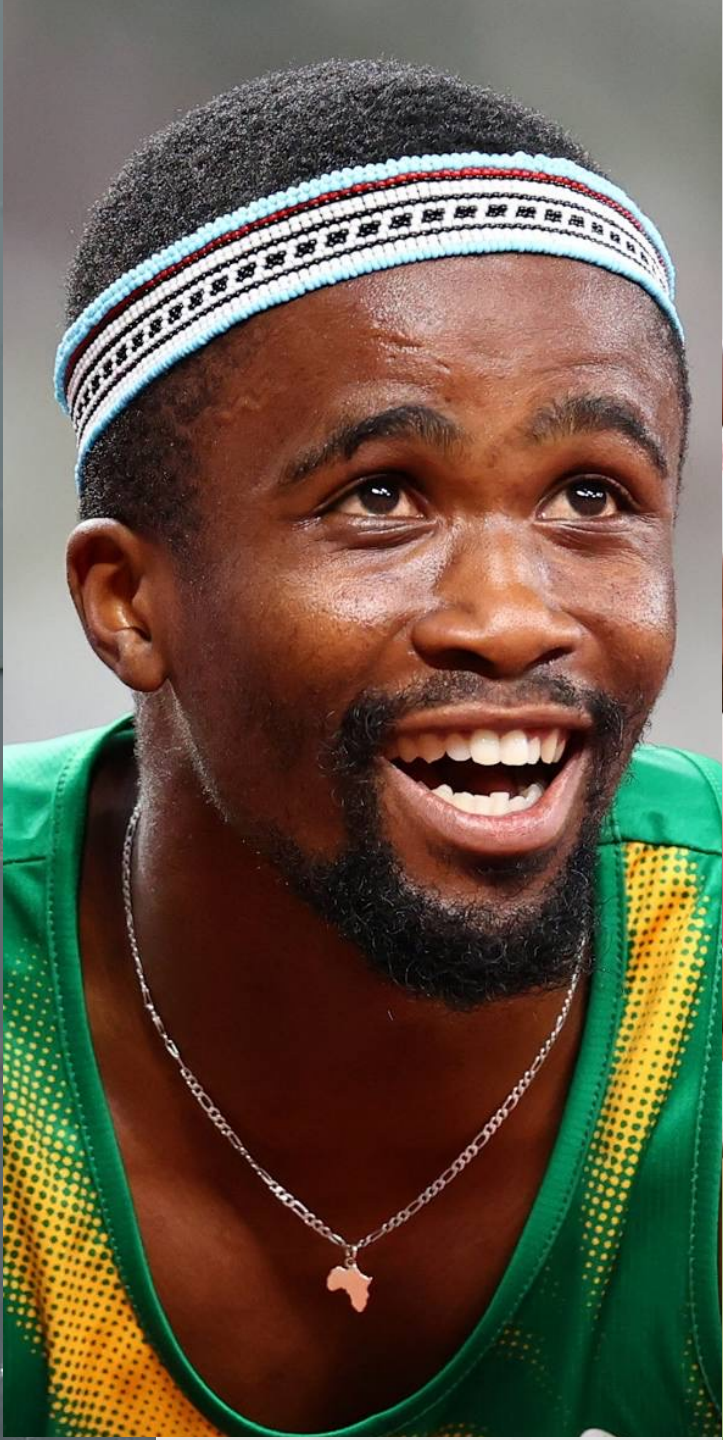
1. Understanding the data challenges and ransomware
2. Top *Five* things you must know about Veritas Backup Exec
3. Open House

WELCOME!



Varun Verma
Veritas

VERITAS





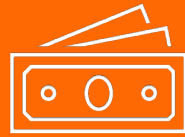
Adversity is prosperity to those
who possess a great attitude.

John C. Maxwell



Cloud

92% of organizations' strategy involves a transition to cloud, and over 1/3 note migration complexity is a challenge



Storage costs

By 2020, IDC estimates we'll see 44 zettabyte (10^{21}), causing an increase in storage demand and cost



Big data

By 2020, IDC estimates 37% of data will deliver value if analysed, resulting in an \$430B in productivity gains.



Compliance

Gartner estimates that more than 80 % of enterprise data is unstructured and likely to contain personally identifiable information (PII)



Business continuity

According to a research report by the Ponemon Institute, a data centre outage costs around \$9,000 per minute.



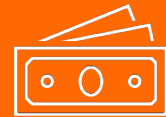
What Backup Admins Want



Optimize automation and operational efficiency



Performance and resilience



Reduce cost and complexity

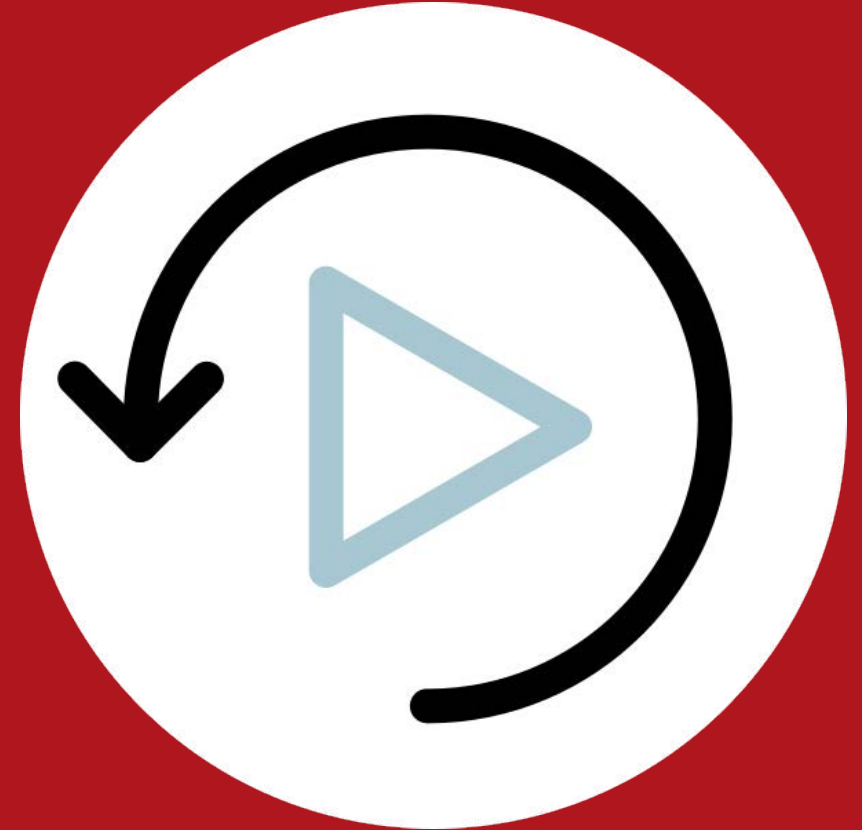


Confidently manage business risks



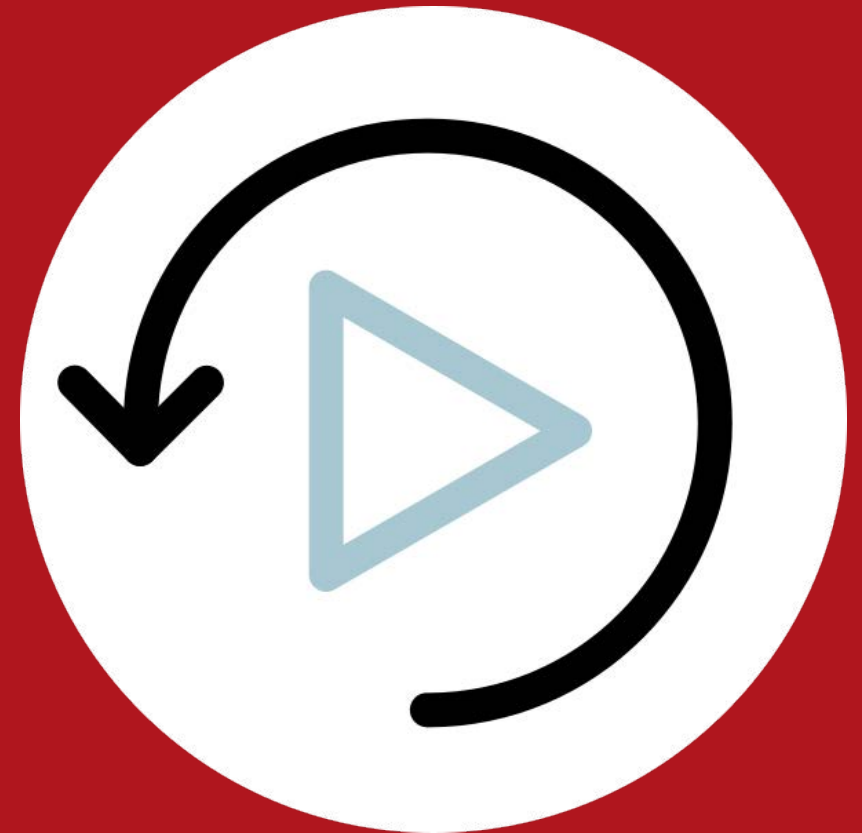
Veritas Backup Exec: An Introduction

Veritas Backup Exec is



Veritas Backup Exec: An Introduction

- Strong brand nurtured over 20 years
 - Product introduced over 30 years ago
- Targeted for the Commercial Segment (SME)
 - Used in Large Enterprise as well (as big as Microsoft)
- 100% Channel Driven
 - Sold through the channel
- Comprehensive Solution – Hybrid, Multi-Cloud & On-prem
- Targeted at the Microsoft, Linux, UNIX, Oracle, Hyper-V, VMware market





1



Veritas Backup Exec™

BE STRONG

Accelerator Technology

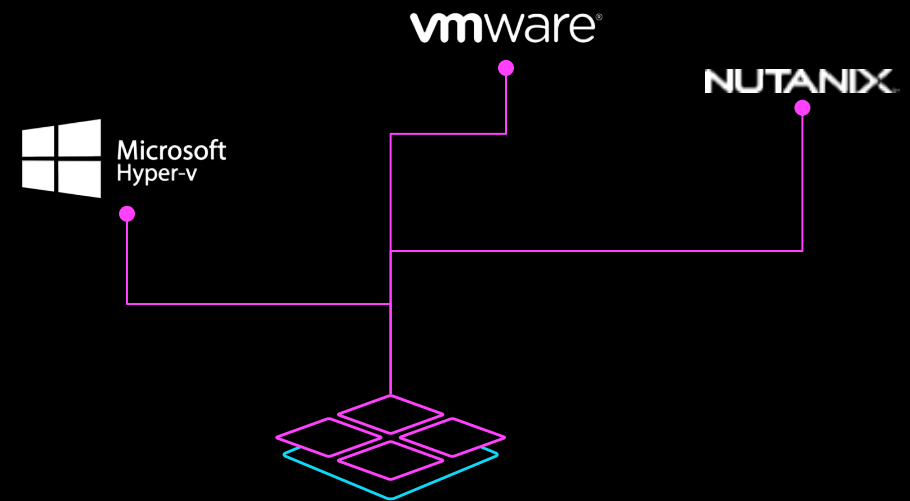
- Up to *100x* faster backups
- Full backups at the speed of an incremental
- Performance designed for aggressive backup windows
- Accelerator improves full backup performance
- Only transfers changed blocks



BE FAST

Backup Exec takes virtual to the next level

- Extended hyperconverged environment support
- Forever incremental backups
- Instant Recovery of VMs
- Granular Recovery Technology
- Change Block Tracking
- Recovery Ready for VMs



Backup Exec and VMware

Designed for Virtualization

Platform Support

- ✓ vSphere 7.0, Update 1 and Update 2
- ✓ vSphere 6.7, Update 1, Update 2, and Update 3
- ✓ vSphere 6.5, Update 1, Update 2, and Update 3
- ✓ vSAN, vVOL, vCenter Appliances

vSphere Storage API Integration

- ✓ Enables backup of all virtual machines
- ✓ Image-level, off-host backups (SAN)
- ✓ Flexible transport modes, including SAN Transport
- ✓ VMs protected while online

Changed Block Tracking

- Full** – captures full backup of VMs
- Differential** – backs up changes since last full
- Incremental** – backs up changes since last backup event
- NEW! Forever incremental**

Block Optimization

- ✓ VMware APIs report status of disk blocks
- ✓ Backup Exec skips empty or unused blocks
- ✓ Reduces size of backups
- ✓ Increases backup speed

Granular Recovery

- ✓ Single-pass backup
- ✓ Recover an entire virtual machine
- ✓ Recover individual files and folders
- ✓ Recover entire applications
- ✓ Recover granular application objects

Data Deduplication

- ✓ VMDK Stream Handler technology
- ✓ Fully integrated into Backup Exec
- ✓ Increases deduplication efficiency
- ✓ Reduces backup storage needs



Fully Integrated Data Deduplication Technology

Greatly optimized backup storage consumption



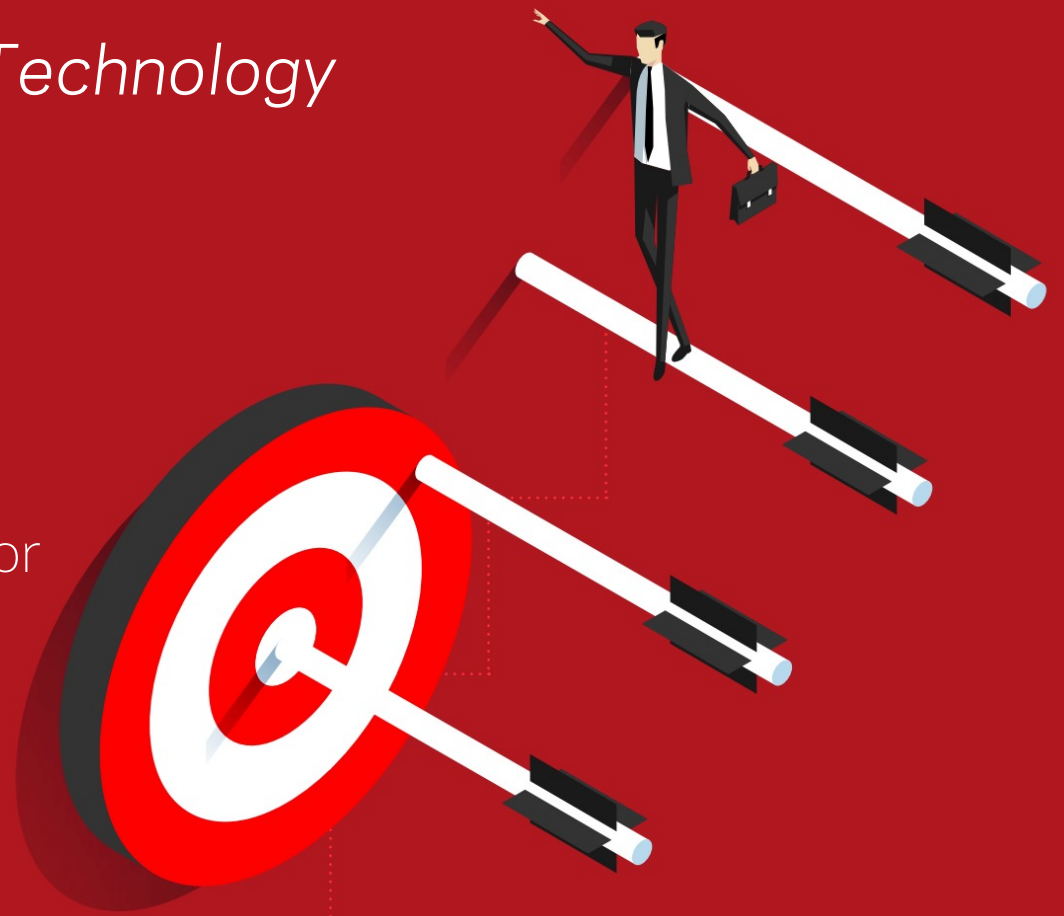
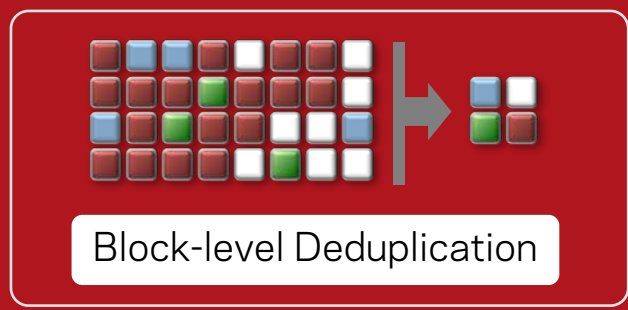
Reduce disk backup storage by up to 90%



3 flexible deduplication options in one license



Deduplication and replication eliminates need for tape devices at remote/branch offices



BE POWERFUL

Powerful Scalability with CASO



- Scalable management of distributed Backup Exec servers
- Reduces the time and resources needed to manage your backup operations
- 3 Tier Management
- A balanced workload across all Backup Exec servers
- Operational resiliency across the environment



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BE FEARLESS



Veritas Backup Exec™

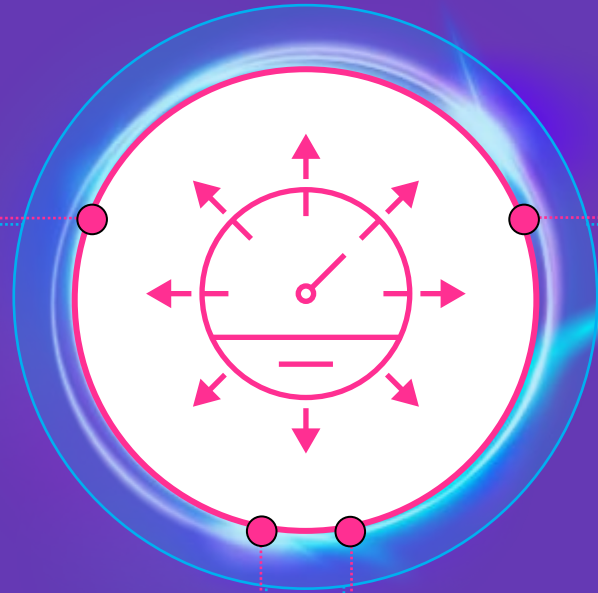
Backup Exec helps you manage business risks

Zero Downtime

Orchestrated application recovery

Non-disruptive recovery rehearsals

Secure Against Threats



No data loss

Off-site replication
Instant Cloud Recovery
Instant Recovery of VMs

Meet Compliance Regulations

Ransomware Resilience

Two-factor Authentication

Privacy Guard

Backup stability and compliance

Assured recovery from ransomware



The threat is real

NEWS & FOX

Liberty hack the 'biggest breach yet'

Liberty Life is the latest SA firm to have its data breached and has potentially exposed the personal details of millions

BL PREMIUM 21 JUNE 2018 - 05:00 by TOBY SHAPSHAK

Millions of South Africans woke up on Sunday not to the afterglow of another stunning come-from-behind victory by the revitalised Springboks but to the news that their personal data may have been hacked – again. Liberty Life sent out text messages to its customers early on Sunday warning them that it had “been subjected to unauthorised access to its IT infrastructure, by an external party”. That Liberty took two days to inform its customers of the breach suggests it doesn't have a strong-enough focus on its IT systems – which might takes IT seriously and then this is what happens,” a senior IT executive with more than a decade of experience working with Standard Bank tells the FM on condition of anonymity. Liberty is 53.6%-owned by Standard Bank. Revelations of Liberty's hack smacked its share price too. It fell 4.7% in the two days afterwards, wiping R1.68bn off the firm's R34bn market value. Liberty Life CEO David...

TheCitizen

HOME COVID-19 NEWS PREMIUM BUSINESS PARE

news

24.5.2018 03:06 pm

Massive data leak affects nearly one million South Africans

Local online traffic fine payment site ViewFines has been identified as the source of the leak.

Working together with Cybersecurity expert and founder of [HavelBeenPwned.com](#), [iAfrikan](#) reported that the personal data records of 934 000 South Africans had been found online.

The datasets contain ID numbers, cell numbers, full names, surnames, email addresses and – most worryingly of all – passwords that were stored in plain text. The data was provided by an anonymous source who said it was taken off a public server that belongs to a company that handles the online payment of traffic fines in South Africa.

Stitch It!

Sli Masikane @Sli_Masikane

BREAKING #TransnetHack I've been reliably informed that Transnet systems have been hacked. All employees received this communication to shutdown all laptop and desktops and not to not access their emails.

#eNCA

Also DO NOT access emails on your phones until further notice.

No MS Teams meetings until further notice

Good Morning All. Urgent message from ICTM. Transnet systems have been hacked and compromised. Please disconnect from the Transnet network immediately from the Transnet otherwise. This impacts remote access via APN/VPN (3g or home wifi) or direct access via LAN if you in the office. This will also include

12:32

attackers are taking files from yourself, you are leaking or bl...
important file for...
union/381450596b091

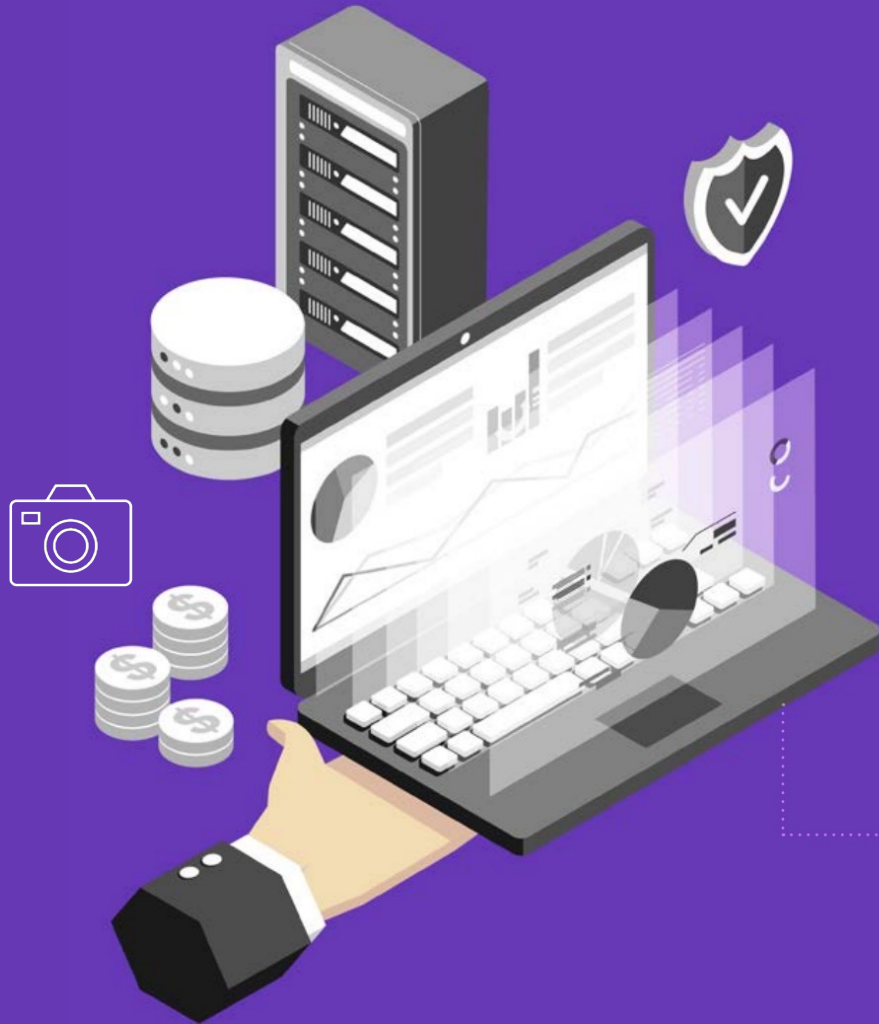
PM · Jul 22, 2021

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Copy link to Tweet



More Security Features than ANY Competitive Offerings



- Patent-pending Ransomware Resiliency
- Two-factor authentication with Kerberos support
- Secure Console enhances the security of the Backup Exec console.
- Data encryption in flight and at rest
- Immutability with WORM storage support and automated data lifecycle management
- Integrated encryption key management system for easy setup and management
- FIPS 140-2 compliant
- Supports TLS 1.2
- Data transfer over Secure Sockets Layer (SSL) connection between Backup Exec and cloud targets



BE ASSURED

Automated *DR* testing



Recovery Ready automates disaster recovery testing of virtual machine backups to ensure recoverability.



Allows you to have greater confidence in your backups because the validation process involves standing up the VM, ensuring their recoverability in the time of need.

Validate VM for Recovery



Data Privacy and Regulation

- The *Protection of Personal Information Act, 3 of 2014*, (POPIA) is South Africa's law on the protection of personal data
- POPIA is similar to the GDPR, but is limited in its application to South Africa
- The first provisions were implemented in 2014 and established the Information Regulator
- Most other provisions are implemented from 1 July 2021
- <https://popia.co.za>



Achieving POPIA Compliance*



BE COMPLIANT



Data in backups and DR copies must be kept in accordance with *retention* policies



Provides a method to *block* files stored in backups from being restored and to manage erasure (DLM)



BE Privacy Guard ensures

- Data is kept well protected using encryption and
- The data as well as metadata cannot be viewed nor restored back to production systems
- *Offline information does not become available online*





Veritas Backup Exec™



BE THE CHANGE

Backup Exec supercharges the cloud

SSL Secured  AES 128-bit / 256-bit



- In-line deduplication to the cloud
- Support for all major cloud vendors, private cloud, any S3-Cloud
- Disaster recovery to & in the cloud
- Cloud-native data protection



VMware Cloud

Backup Exec is a certified *VMware Cloud on AWS* or *Azure VMware Solution*, so businesses can confidently deploy VMware Cloud on AWS/Dell-EMC and Azure.

In addition, they can benefit from using the public cloud as a storage target for VM backup data with Backup Exec's cloud connectors for Amazon Web Services®, Microsoft® Azure, Google Cloud Platform, IBM, and other providers.



Google Cloud



Disaster Recovery as a Service (DRaaS)



Minimize downtime, mitigate risk, and reduce business disruption with built-in DRaaS.

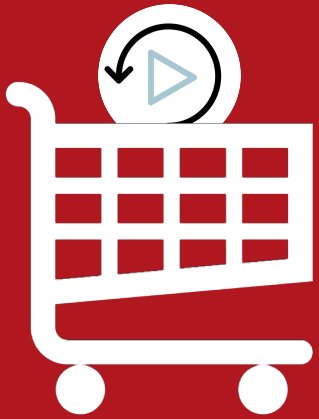


In the case of an entire VM failure, instantly spin up entire VMs from backup storage for quick and efficient recovery.



BE CONFIDENT

in your journey to Cloud



- Available today on the AWS and Azure Marketplaces for easy and rapid deployment of new backup nodes.
- Incredibly easy to deploy, maintain and operate
- Retain your backup workflows while deploying critical applications in Azure
- BYOL Model – Customers need to get standard license available through Veritas resellers





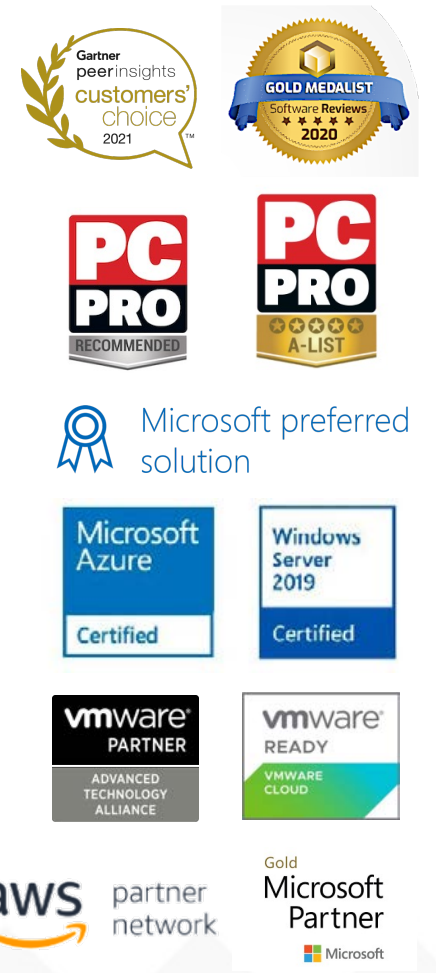
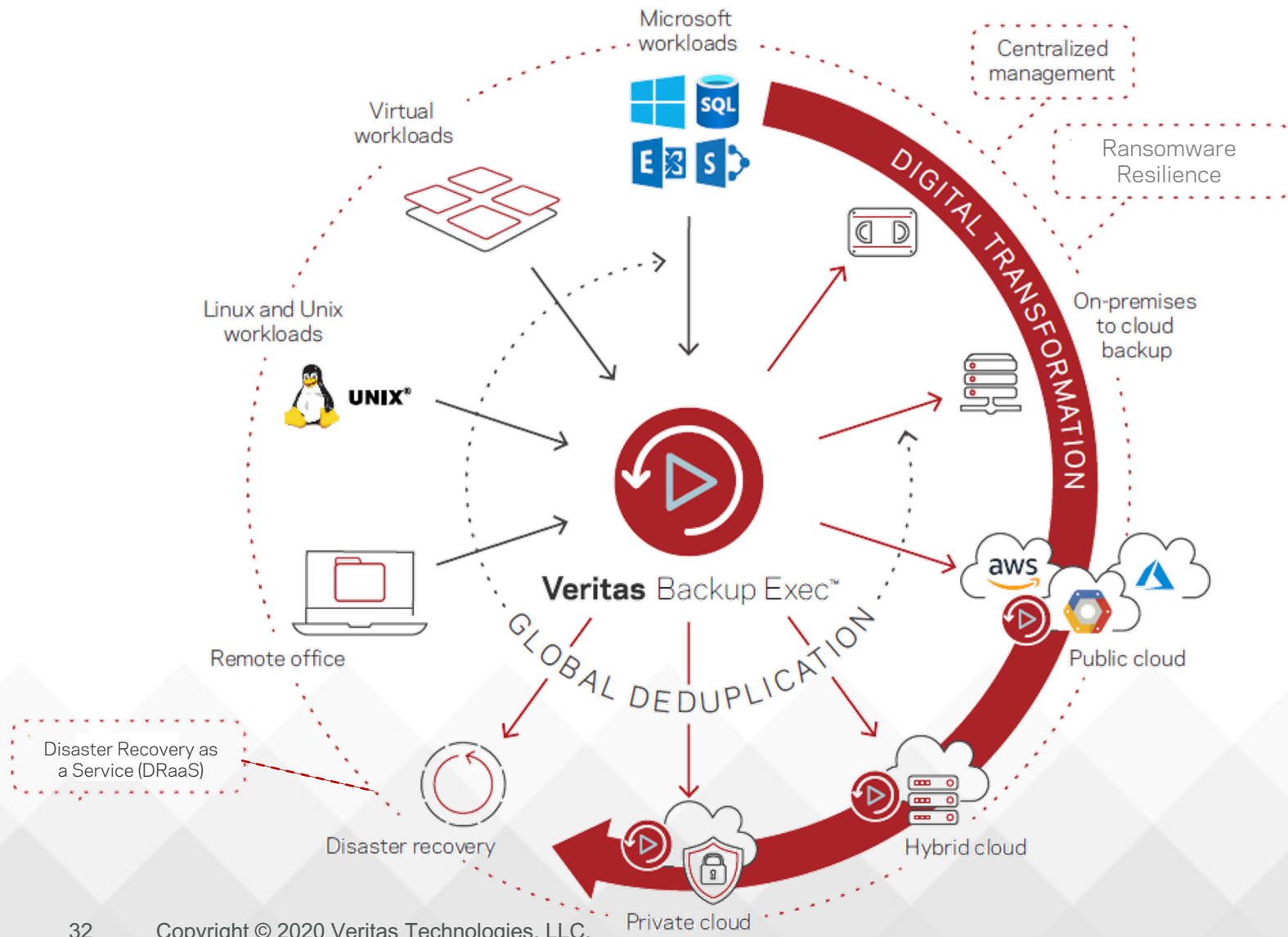
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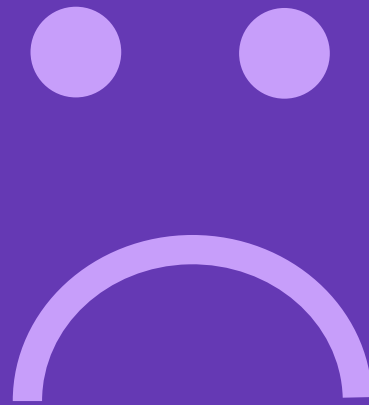
Veritas Backup Exec™

BE A WINNER

Veritas Backup Exec



“I want to buy Backup exec,
but I think its too expensive!”



Simplified Licensing options for Financial Ease

Simplified subscription and perpetual options



Customers can now choose between three options, Bronze, Silver and Gold, available for purchase in either perpetual or term subscription licensing



Our licensing options offer the flexibility to select the functionality level best suited to your business needs.



Based on the amount of front-end data or the number of instances you need to back up



Subscription vs. Perpetual Licensing

SUBSCRIPTION

Allows customers to license the product during a specified period (in 12-month increments)

During the term of the subscription, customers have the right to use the product, install product updates, and receive technical support

Customers do not own the license, but can use Backup Exec for the duration of the term

At the end of the term, customers can renew the Term Subscription to continue using the product

If subscription is not renewed, customers lose the right to continue to use the product for backups, restores are allowed

PERPETUAL

How most high-end software has traditionally been acquired

There is an initial cost to purchase a license, plus an annual maintenance cost that entitles the owner to all updates, upgrades and technical support

If the maintenance agreement is not renewed

- The software will continue to work
- Cases with Technical Support cannot be opened
- Upgrades to new versions must be purchased



About the NEW Instance-Based Licensing

An instance is

- An individual resource to be protected
- A physical or virtual machine (on a hypervisor or in the cloud) that can be recovered
- A universal metric across physical, virtual and cloud workloads

Instance Licenses

- Are sold in groups of 10
- Must all be the same edition: Bronze, Silver or Gold
- Cannot be combined with Custom (a la carte), V-Ray or legacy Capacity licenses
- Cannot be mixed perpetual and subscription

Resources to be Protected <small>Silver and Gold Editions include Database and Application support</small>	Instances
Backup Exec Servers	3
Windows Servers (physical or virtual)	18
Linux, Solaris or AIX Servers (physical or virtual)	6
Total	27

27 Instances = Customer required to buy 3 Bundles of 10 instances





Veritas Backup Exec™



BE A LEADER

Why Backup Exec is the data protection leader for Mid-market and SMB

SIMPLICITY

- Unified Data Protection
- Easy to use, single console
- No multiple point products
- Full visibility and reporting

FLEXIBILITY

- Confidently transition to cloud
- Endlessly scale VM deployments
- Minimize backup windows
- Integration with all major clouds

RELIABILITY

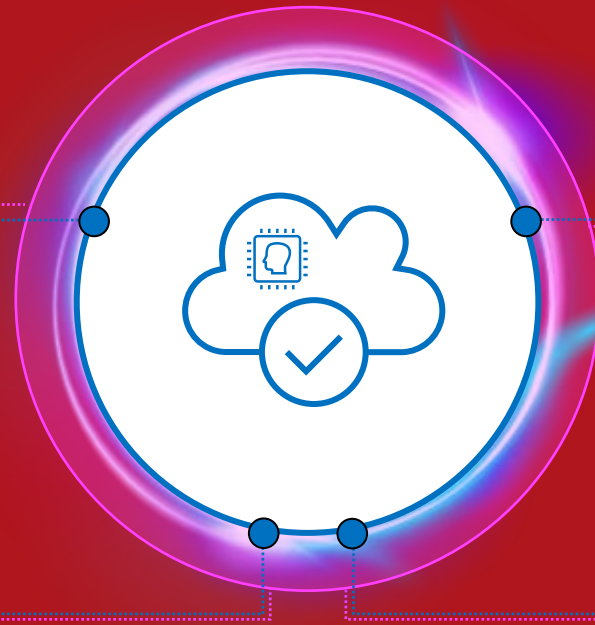
- Instant recovery of data
- Data Compliance tool
- Ransomware protection
- DRaaS in cloud



Backup Exec prepares you for the future

Virtual Environments and Modern Workloads

- Automated discovery
- Accelerator Technology
- Flexible Recovery
- Instant Recovery
- Cloud Adoption



Integrated Reporting

- Smart Meter Integration
- Veritas Insight

Ransomware Protection

- Assured recovery from Ransomware

- Backup to and from the cloud
- Cloud disaster recovery
- Archive to cloud

Live on the edge! We've got your back





Veritas Backup Exec was named a 2021 Gartner Peer Insights Customer Choice For Data Center Backup and Recovery



Reviews from enterprise peers—verified by Gartner

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VERITAS™

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TIMES

See why we're a Leader in the
2021 Gartner
Magic Quadrant.

Enterprise Backup and Recovery
Software Solutions

Gartner®

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1 BE Strong



2 BE Fearless



3 BE the Change



4 BE a Winner



5 BE a Leader





Try Backup Exec for free

60-day fully functionally trialware; no limitations; no credit card required

www.BackupExec.com/trybe



Q&A



Let's win together

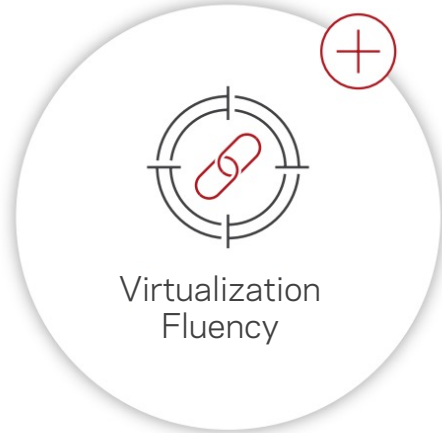


#BackupExec

@veritastechptrs

Trust In Veritas Backup Exec

Veritas Backup Exec has delivered rock-solid backup and recovery for more than three decades, and will continue to deliver simple, secure, and unified data protection for the future.





QUIZ

TIME

Thank You

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