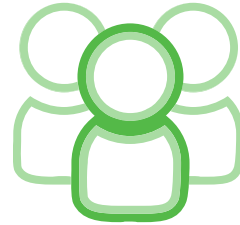
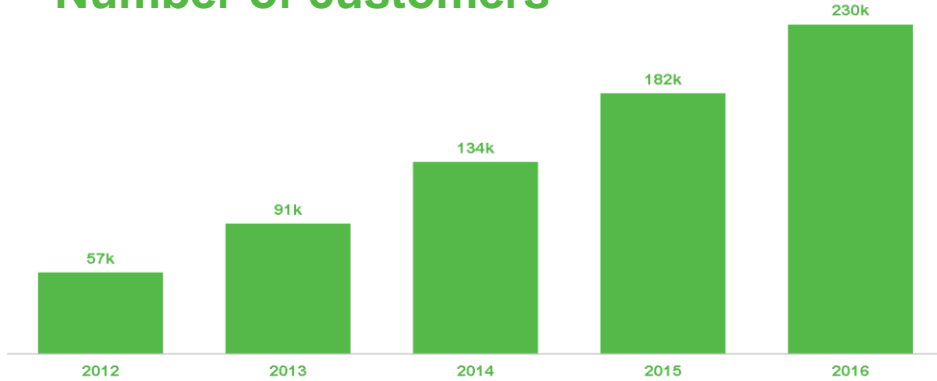


Veeam Availability Platform Q12017

Justin Piocquidio – Territory Manager – Western PA/Allegheny

Veeam delivers Value

Number of customers



4,000

New customers
per month

13M+

VMs protected



+61

Veeam's Net Promoter
Score (NPS)
Industry Leading Customer
Satisfaction Score

230,000+

Customers
200 + Countries!



56%

of Global 2000

73%

of Fortune 500

are Veeam customers

Leader Quadrant

Gartner 2016 Magic Quadrant for Data Center
Backup & Recovery Software

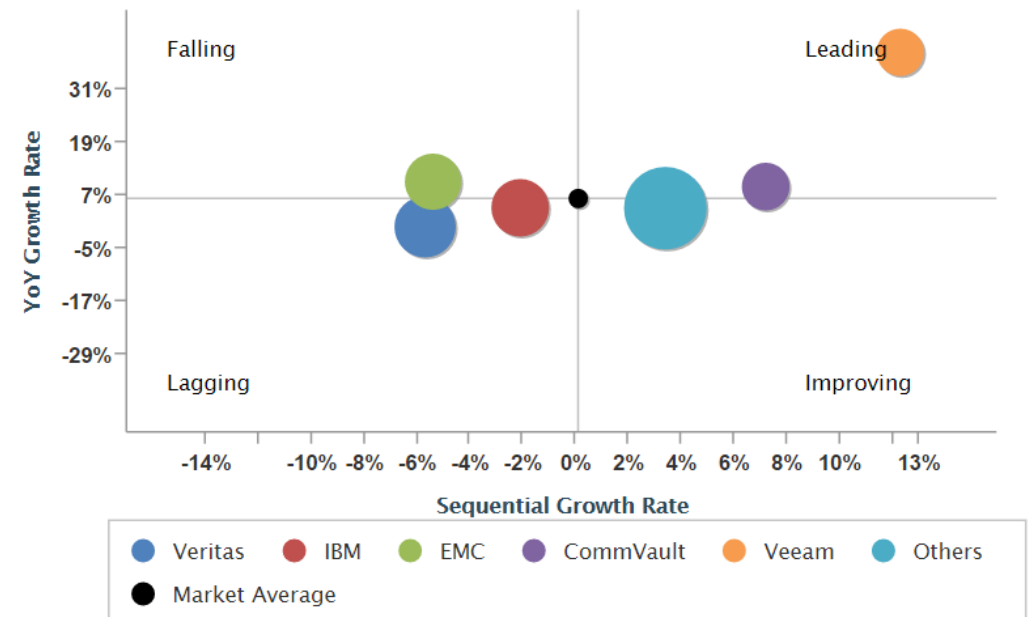
IDC Market Share

Top 5 Vendor Performance 2016H1
(Vendor Revenue, US Dollar, M)

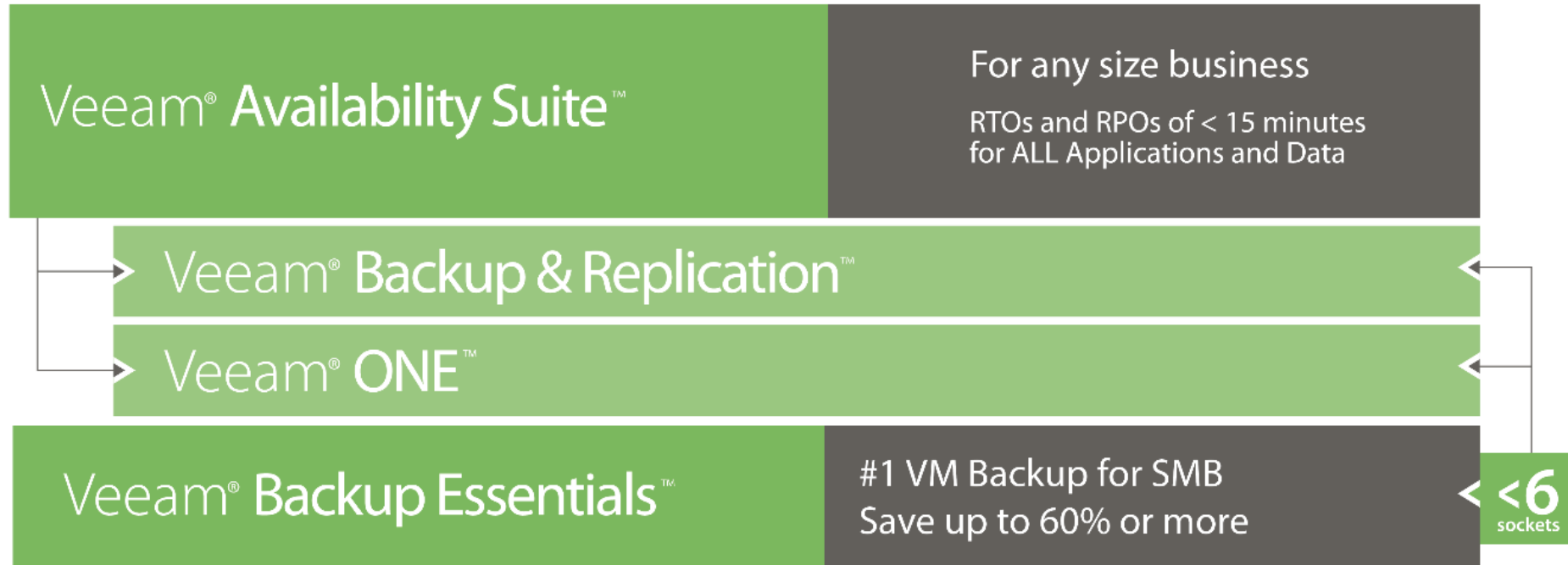
Vendor	Vendor Revenue, US Dollar, M	Vendor Share	YoY Growth %	Δ in YoY Growth
Veritas	622,50	18,8 %	-0,1 %	-6,4
IBM	517,33	15,6 %	+4,2 %	-2,1
EMC	481,61	14,5 %	+10,1 %	+3,7
CommVault	239,89	7,2 %	+9,0 %	+2,7
Veeam	230,50	7,0 %	+39,4 %	+33,1
Others	1 221,68	36,9 %	+4,1 %	-2,3
Total	3 313,51	100,0 %	+6,3 %	

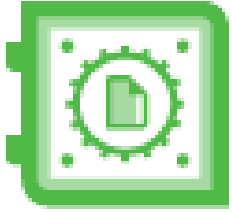
* Δ in YoY Growth = Vendor's YoY growth less total market growth (positive number indicates vendor gained share)

Vendor Momentum - Top 5 Vendors 2016H1
(Vendor Revenue, US Dollar, M)



Availability for the Always-On Enterprise

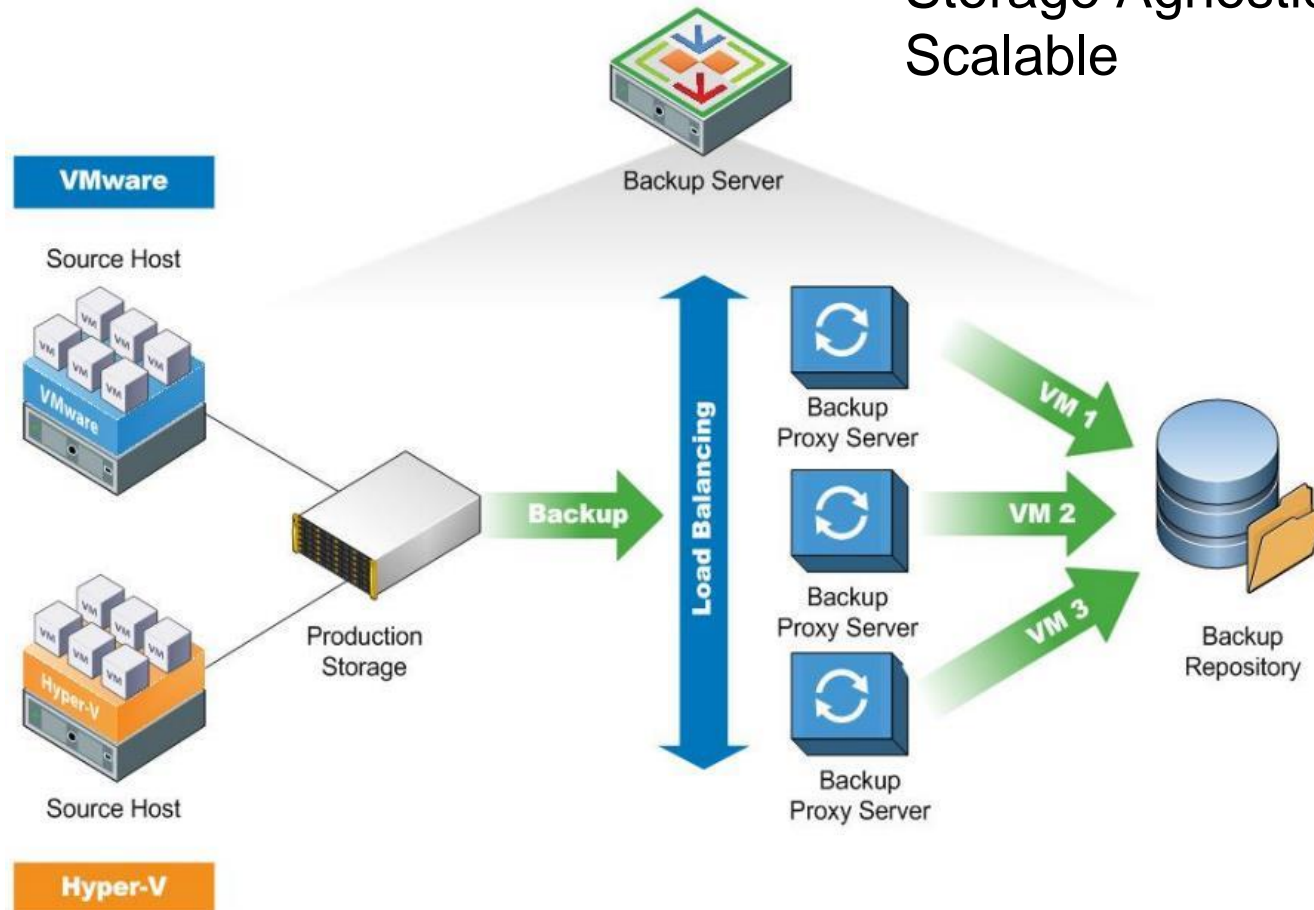




Veeam Backup & Replication

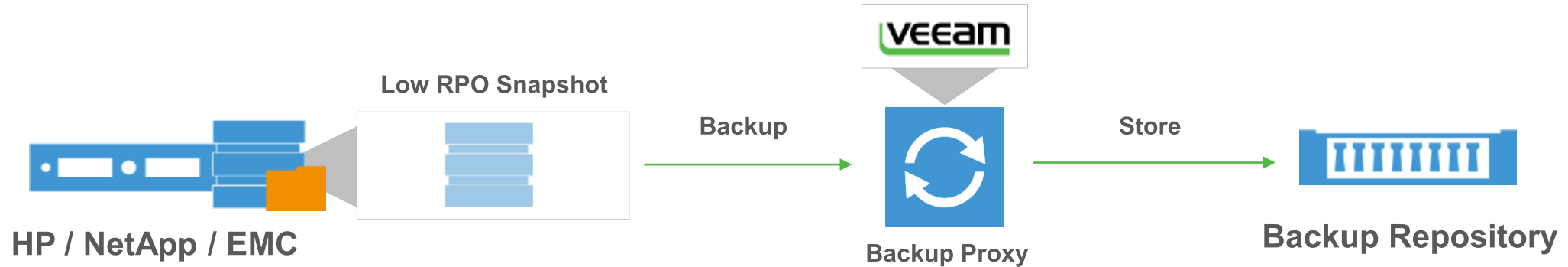
Backup Architecture

Agentless
Storage Agnostic
Scalable





Backup from Storage Snapshots



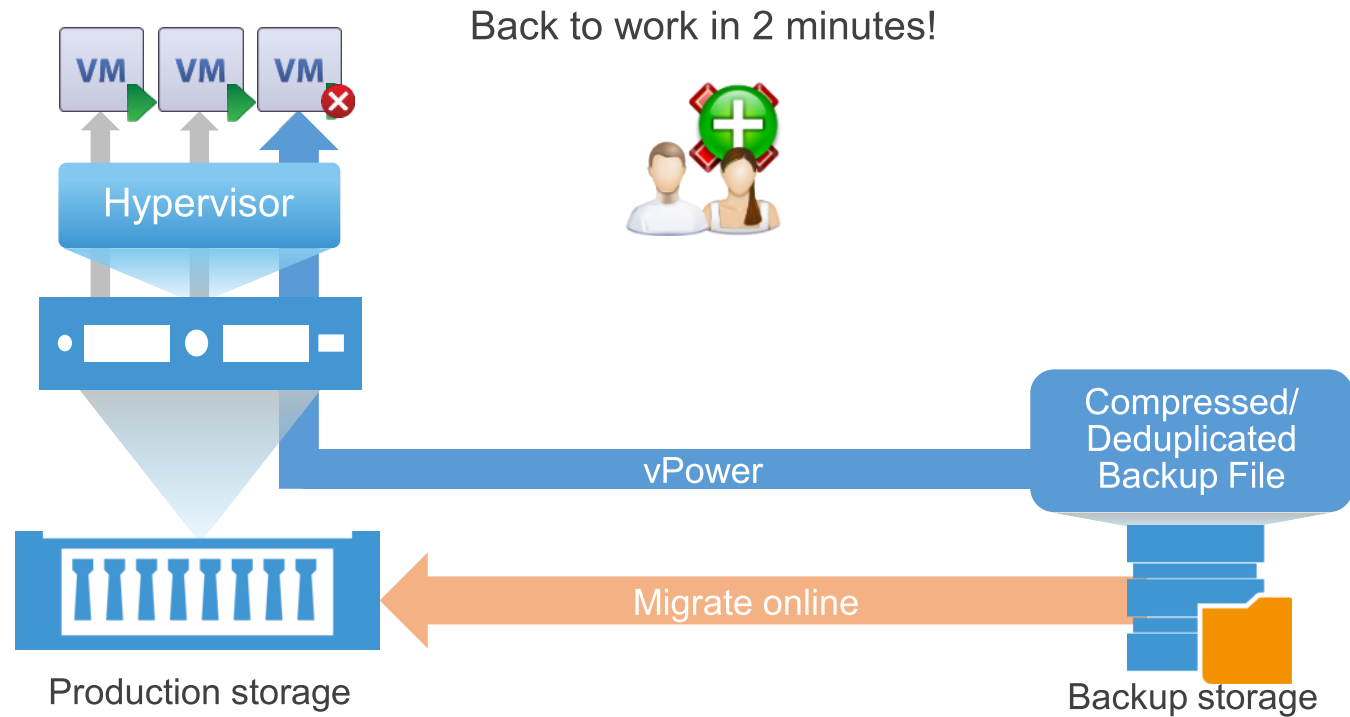
- Back up **directly** from storage snapshots
- **Up to 20x faster** than competing solutions





High-speed Recovery

Instant VM Recovery





Application Item

The screenshot displays the Veeam Explorer for Oracle interface. The top navigation bar includes 'HOME' and various action buttons like 'Add Database', 'Remove Database', 'Export Database', and 'Restore Database'. The main area is divided into several panes:

- MAILBOX STORES:** Lists users such as James Moats, Jamie Mitchell, Jason Accord, Jason Leiva, Jason Lochinger, Jason Morris, and Javier Castrillon.
- CONTENT DATABASES:** Shows a tree view for 'WSS_Content.mdf' with sub-items like 'Veeam ATL LAB', 'Subsites', and 'Content'.
- ACTIVE DIRECTORY DATABASES:** Displays a tree view for 'Active Directory' with sub-items like 'Users and Computers', 'AD Demo', 'Computers', etc.
- DATABASES:** Shows a tree view for 'ATLSQL01' with sub-items like 'VEEAM_DEMOS' and 'Veeam_Demos_1'.
- DATABASES (Right Pane):** Shows a tree view for 'ALPORACLE01.GA.LOCAL' with sub-items like 'Oradb12Home1' and 'ORCL'.

The right pane provides detailed information for the selected 'ORCL' database instance:

Database Info

Name:	ORCL
Oracle SID:	orcl
ARCHIVELOG:	ARCHIVELOG
12/7/2015 10:01 PM	

Available Restore Period

Not available

Database Files

Control files

- /home/veeam/app/veeam/oradata/orcl/control01.ctl
- /home/veeam/app/veeam/fast_recovery_area/orcl/control02.ctl

Data files

- /home/veeam/app/veeam/oradata/orcl/system01.dbf
- /home/veeam/app/veeam/oradata/orcl/sysaux01.dbf
- /home/veeam/app/veeam/oradata/orcl/undotbs01.dbf
- /home/veeam/app/veeam/oradata/orcl/pdbseed/system01.dbf
- /home/veeam/app/veeam/oradata/orcl/users01.dbf
- /home/veeam/app/veeam/oradata/orcl/pdbseed/sysaux01.dbf
- /home/veeam/app/veeam/oradata/orcl/pdborcl/system01.dbf
- /home/veeam/app/veeam/oradata/orcl/pdborcl/sysaux01.dbf

The bottom status bar shows: 'All items loaded 3 items (Total size: 34 KB) Databases\WSS_Content.mdf\Veeam ATL LAB\Content\Share Load completed 5 objects found. ORCL' and the Veeam logo.

Veeam Explorer for Storage Snapshots

- | | | |
|-----------------------------------|------------------------------------|---|
| 1

Guest OS files (Windows) | 2

Guest OS files (Multi-OS) | 3

Instant VM Recovery |
| 4

Exchange item restore | 5

SQL Server DB restore | 6

Application item from Active Directory |
| 7

SharePoint item restore | 8

Oracle DB restore | 9

Recovery from SnapVault / SnapMirror |

Tape

- | |
|----------------------------|
| 16

VM from tape |
| 17

Files from tape |
| 18

Backup from tape |

General Options

- | | | | | |
|--|--|-------------------------------|--------------------------------|---|
| 27

Full VM Restore | 28

VM files restore (VMXF, NVRAM, etc.) | 29

Instant VM Recovery | 30

VM hard disk restore | 31

File level recovery (Windows) |
| 32

File level recovery (Multi-OS) | 33

Direct Restore to Microsoft Azure | 34

Quick Rollback | 35

U-AIR restore | 36

Restore VM data from replica |

vCloud Director

- | | | | | |
|--|--|---------------------------|-----------------------------|---|
| 22

Instant VM Recovery into vCloud vApp | 23

Instant VM Recovery into vSphere | 24

vApps to vCloud | 25

Full VM to vCloud | 26

Full VM to Virtual Infrastructure |
|--|--|---------------------------|-----------------------------|---|

Veeam Explorers

- | | | | | |
|--|------------------------------------|---|---|--|
| 37

Save library / document | 38

Send library/document | 39

Export container / object | 40

Save item | 41

Send item |
| 42

Restore library / document / full site | 43

Export library | 44

Restore container / object | 45

Restore folder / item | 46

Export folder / item / mailbox store |
| 47

Restore of DB schema | 48

Restore to current point | 49

Restore to specific time | 50

Restore to specific transaction | |
| 51

Export of DB schema | 52

Export to current point | 53

Export to specific time | 54

Export to specific transaction | |
| 55

Restore to current point | 56

Restore to specific time | 57

Restore to specific transaction | | |

57



Restore scenarios from Veeam Backup & Replication 9.5

Enterprise Manager

- | | | |
|--------------------------------|----------------------------------|---------------------------------------|
| 10

1-Click VM restore | 11

1-Click file restore | 12

Restore Exchange items |
| 13

Restore SQL Database | 14

Restore Exchange items | 15

Self-service Restore Portal |

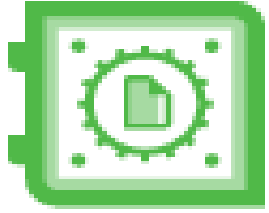
Cloud & Command Line

- | | |
|--|----------------------------------|
| 19

Extract Utility | 20

Restore from the Cloud |
| 21

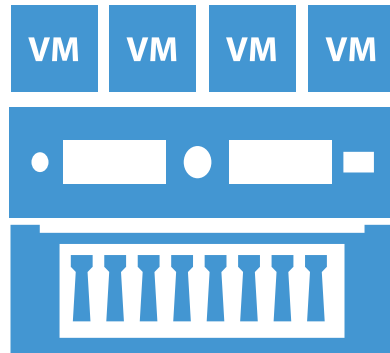
Restore via PowerShell cmdlets | |



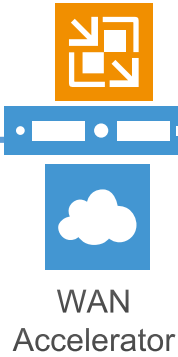
Data Loss Avoidance

Host-based Replication

Production



Main DC
192.X.X.X



WAN
Accelerator

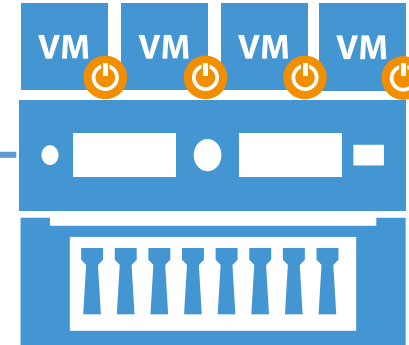


WAN
Traffic Throttling
Network Mapping
Re-IP



WAN
Accelerator

Disaster Recovery

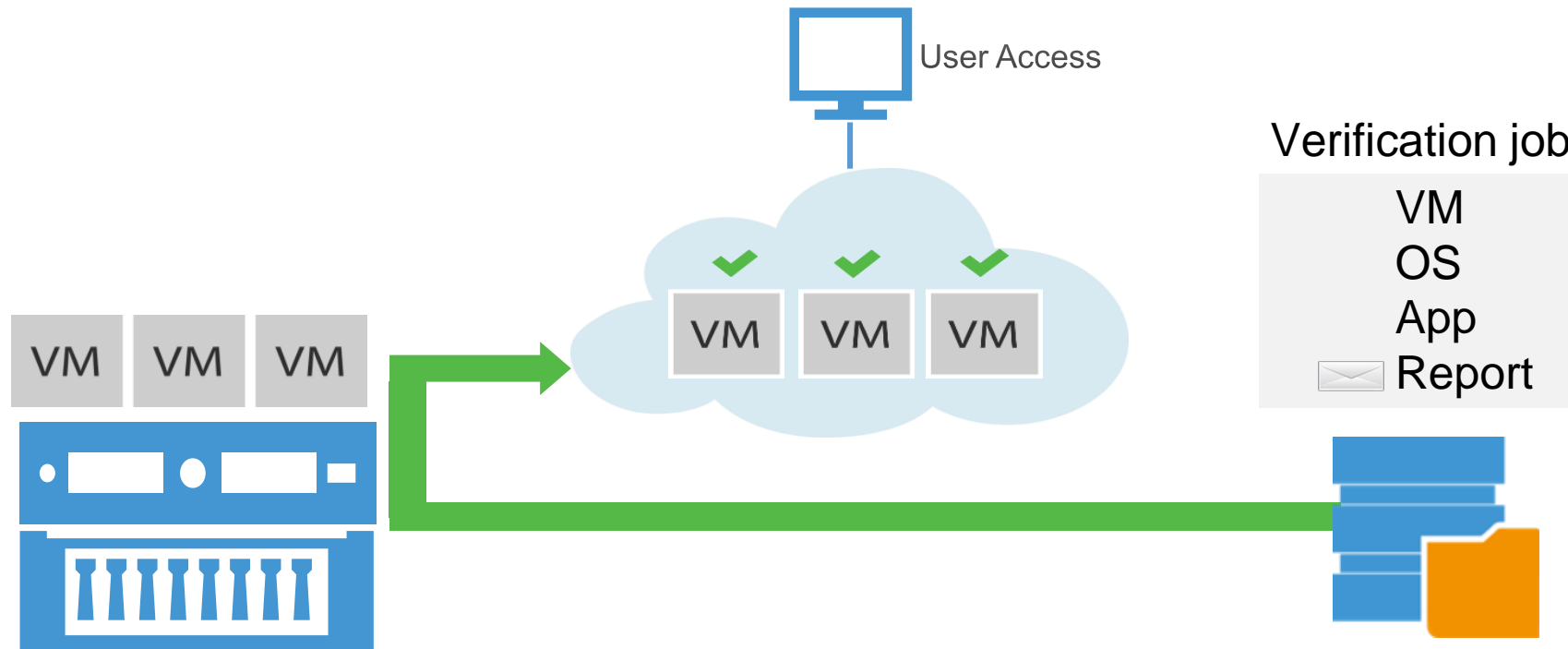


DR Site
10.X.X.X



Verified Protection & Leveraged Data

SureBackup & On Demand Sandbox



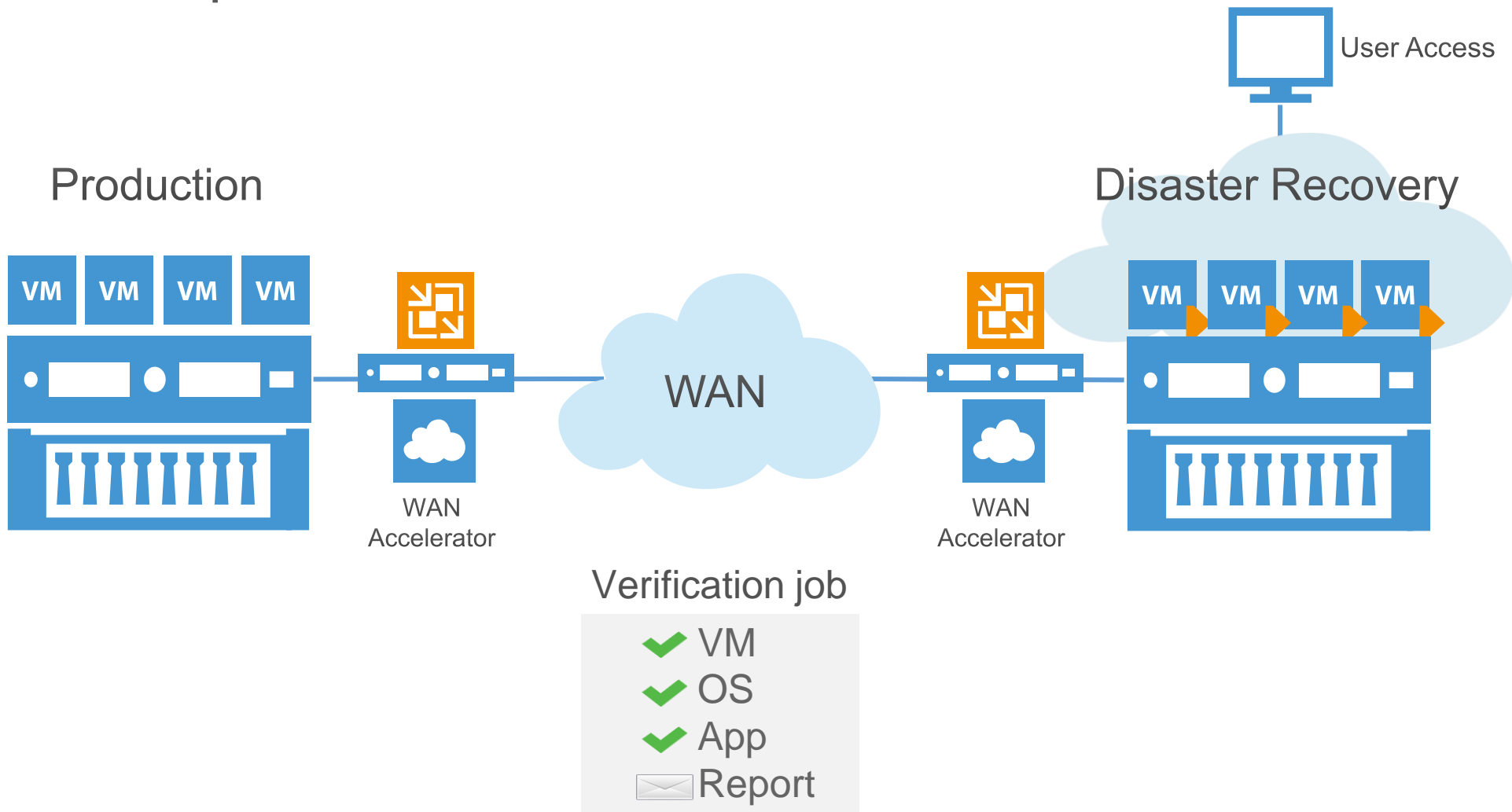
Health Check for Backup Files

Verify integrity & rebuild on error



Verified Protection & Leveraged Data

SureReplica & On Demand Sandbox





Reporting and Capacity Planning



Protected VMs

Description

This report lists all protected and unprotected VMs including their last backup state.

Report Parameters

Scope: Marketing, Demo Lab

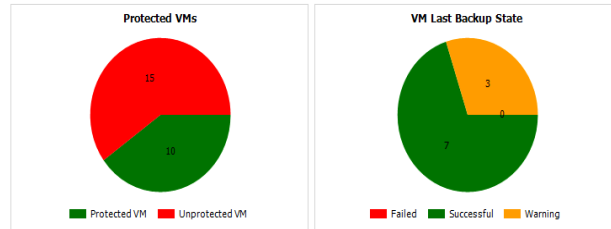
RPO period: 9/19/2012 12:40:39 PM - 9/26/2012 12:40:39 PM

Exclusion mask:

Summary Information

VMs Overview:

Total VMs:	25
Protected VMs:	10
Backed Up VMs:	7
Replicated VMs:	4
Restore Points:	38



Protected VMs

Last Backup State	VMs	Location	Backup Type	Backup Job	Oldest Backup Date	Available Restore Points	Last Backup Date
Success							
	fileserv01	vcprod01	Backup	Intranet Servers	9/25/2012	4	9/26/2012
	hp_app	vcprod01	Backup	netware	9/26/2012	1	9/26/2012
	Intranet_IAS	vcprod01	Backup	Intranet Servers	9/25/2012	4	9/26/2012
	netware_vm	vcprod01	Backup	netware	9/25/2012	6	9/26/2012
	sql02	vcprod01	Replica	SQL Servers Replication	9/24/2012	5	9/26/2012
	sql07	vcprod01	Replica	SQL Servers Replication	9/25/2012	3	9/26/2012
	sql09	vcprod01	Replica	SQL Servers Replication	9/25/2012	4	9/26/2012
	vlab01	vcprod01	Backup	VLab Backup	9/25/2012	5	9/26/2012
	vlab01	vcprod01	Replica	VLab Replication	9/26/2012	1	9/26/2012
	vu-vm1	vcprod01	Backup	VU VMs	9/25/2012	1	9/25/2012
Warning							
	fileserv02	vcprod01	Backup	Intranet Servers	9/25/2012	4	9/26/2012

Report Created: 9/26/2012 12:40:42 PM



Capacity Planning for Backup Repositories

Description

This report shows the dynamics of backup repository free space usage and identifies the date when the repository will run out of free space.

Report Parameters

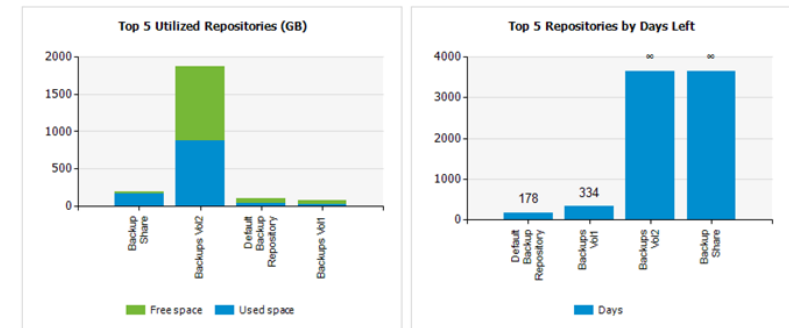
Scope: Virtual Infrastructure

Space utilization limit: 90.0 %

Ensure there is enough capacity for selected number of days: 30 day(s)

Summary

Backup Infrastructure:	Physical Resources:	Capacity Planning:
Number of repositories: 4	Total capacity: 2.2 TB	Min days left: 178
Number of jobs: 15	Total free space: 1.1 TB	Space required: 0.0 TB
Number of VMs stored: 18	Utilization ratio: 49.73 %	

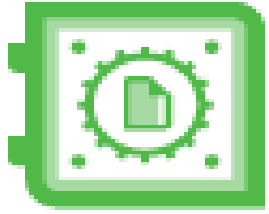


Details

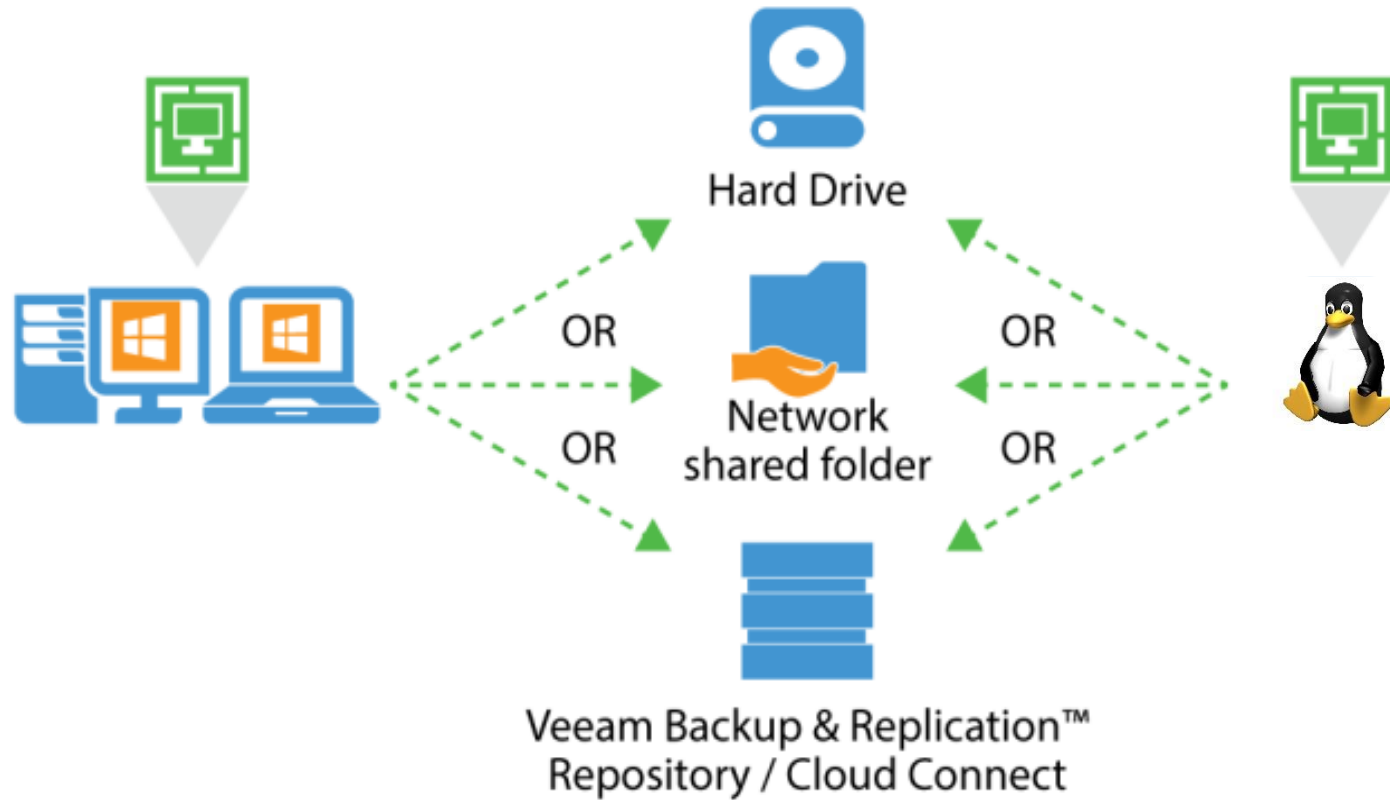
Days Left	Repository	Backup server	Type	Capacity (GB)	Free Space (GB)	N. of VMs	Days Left
>= 30 days		4					
	Backups Vol2	VeeamBackup01	Linux	1862.8	981.1	14	∞
	Backup Share	VeeamBackup01	CIFS Share	197.9	33.4	2	∞
	Default Backup Repository	VeeamBackup01	Windows	99.7	55.6	1	178
	Backups Vol1	VeeamBackup01	Windows	79.7	56.1	1	334

Report created: 8/6/2013 11:17:16 AM

Page: 1 of 1



Veeam Agent for Windows and Linux



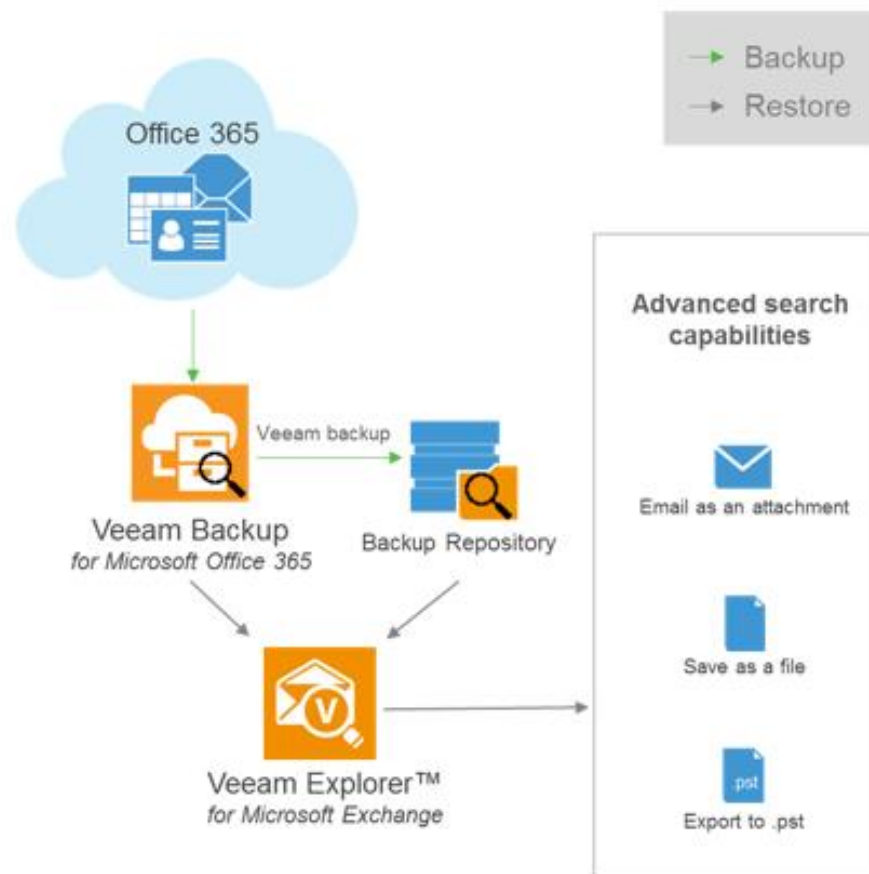


Veeam Backup for Office 365

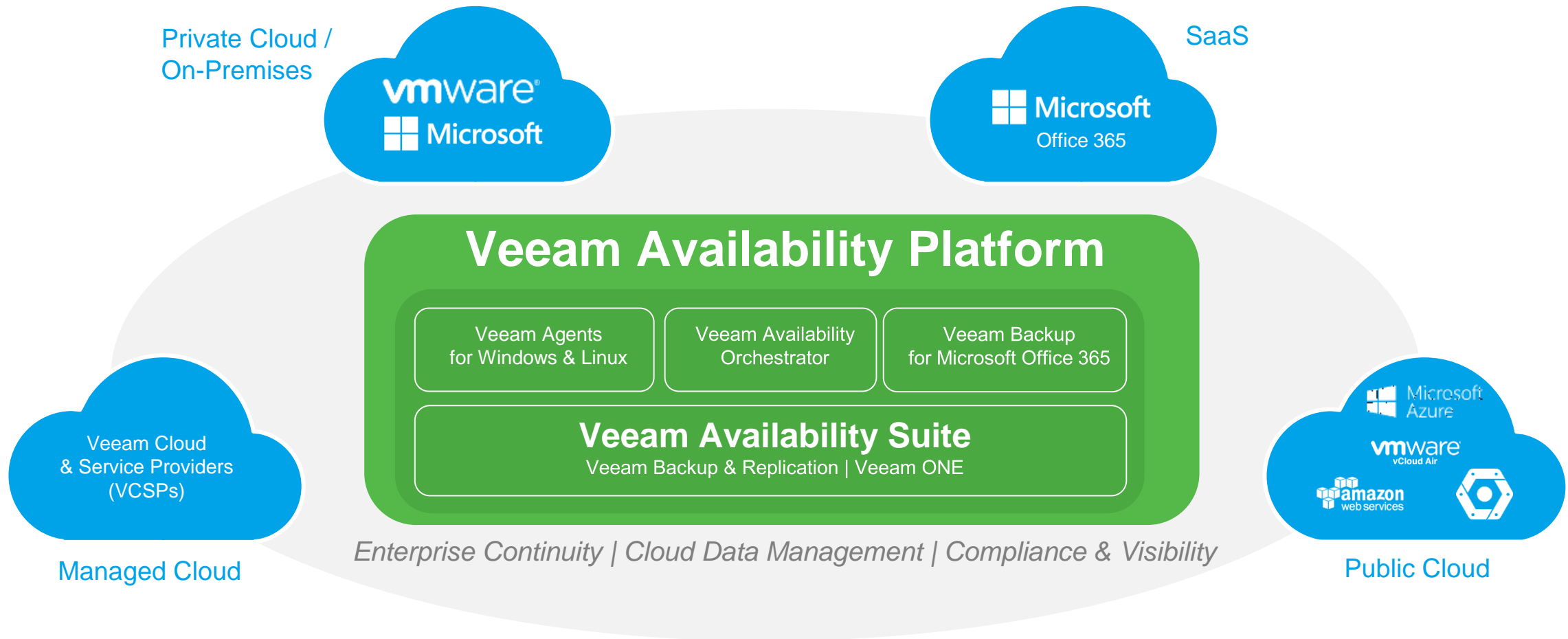
Securely backup Office 365 email data back to your environment

Quickly recover individual mailbox items with best-of-breed granularity

Efficiently perform eDiscovery of email archives



Veeam Availability Platform for the Hybrid Cloud



**Veeam[®] provides solutions
that deliver**

AVAILABILITY
for the Always-On Enterprise[™]