

PACKAGING BY FEATURES

Product features		Capacity Edition Lite	Capacity Edition
		Per front-end TB	Per front-end TB
Protection coverage	Virtual	●	●
	Physical	●	●
Platform support	Windows	●	●
	Linux	●	●
	VMware	●	●
	Hyper-V	●	●
Application support	Microsoft Exchange	●	●
	Microsoft SQL Server	●	●
	Microsoft SharePoint	●	●
	Active Directory	●	●
	Oracle	●	●
	Enterprise Vault	●	●
Other key features	Physical to Virtual conversion	●	●
	Centralized Management		●
	Deduplication		●
	Physical Tape Drive Library support	Single drive	Multiple drives
	Virtual Tape Drive Library support	Single drive	Multiple drives
	NDMP support		●

Discounts are available for higher data volumes. Below are the quantity tiers.

- 1 TB
 - 2 to 5 TB
 - 6 to 15 TB
 - 16 to 25 TB
 - 26 plus TB
- Tier discounts will be applied at the time of transaction on individual order line quantity

Veritas Capacity Assessment Tool (VCAT)

VCAT measures the amount of front-end terabytes of data to be protected in the customer's environment. This tool helps customers understand and streamline licensing requirements making capacity licensing even easier.

VCAT is at no cost and is available for download via the following TechNote link:

<http://www.veritas.com/docs/000025175>

LICENSING EXAMPLES

Example A:	Customer environment and needs	Customer needs to purchase
	<ul style="list-style-type: none"> • 3 TBs of data (this includes data growth) • Needs deduplication 	<ul style="list-style-type: none"> • 3 x Backup Exec Capacity Edition • At the 2 to 5 TB tier
Example B:	Customer environment and needs	Customer needs to purchase
	<ul style="list-style-type: none"> • 1 TBs of data (this includes data growth) • No special backup needs 	<ul style="list-style-type: none"> • 1 x Backup Exec Capacity Edition Lite • At the 1 TB tier

LICENSING FAQs

Is Backup Exec a perpetual or subscription license?

Backup Exec is currently offered as a perpetual license (use of the product does not expire). However to get product updates and support, you must stay on active maintenance.

How many TBs do I purchase?

You need to purchase licenses for the amount of front-end data (data that is uncompressed/ not deduplicated) that you will back up within the next year. If you think the volume of data you need to back up will increase, but are unsure by how much, we recommend you factor in a 20% data growth rate and include that amount in the total TBs purchased.

What if I purchased 5 TBs and need to purchase an additional 1 TB at a later time, does that incremental purchase qualify for a volume discount?

No. The first purchase would qualify for the 2 to 5 TB tier discount. The second purchase would qualify for the 1 TB tier price. The discounts are based per line per order. At renewal time, you can receive the appropriate tier discount for the aggregate amount if renewing all license amounts at the same time.

I have 1 main site and 2 remote sites, can I purchase Capacity Edition for the main site and Capacity Edition Lite for the remote sites?

No. You must purchase the same capacity license for all sites.

If I buy Capacity Edition Lite and then later decide that I need more features, can I upgrade to Capacity Edition?

Yes. Upgrading from Capacity Edition Lite to Capacity Edition is allowed. We have a cross grade SKUs that are available to easily allow the upgrade where you will get a discount to account for the cost of Capacity Edition Lite.

I am an existing customer with legacy a la carte licensing and would like to switch to Capacity Edition, is that allowed?

Yes. We allow both active and expired maintenance customers with non-capacity based Backup Exec licenses to easily migrate to our capacity offerings by utilizing the appropriate cross grade SKUs. See next page.

PACKAGING BY AGENTS/ OPTIONS

Agents/Options	Capacity Edition Lite	Capacity Edition
	Per front-end TB	Per front-end TB
Backup Exec Server	●	●
Agent for Windows	●	●
Agent for Applications and Databases	●	●
Agent for VMware & Hyper-V	●	●
Agent for Linux	●	●
Agent for Remote Media for Linux Servers		●
Enterprise Server Option		●
Library Expansion Option		●
Deduplication Option		●
VTL Unlimited Drive Option		●
NDMP Option		●

MIGRATION TO CAPACITY LICENSING

Eligible Backup Exec products that qualify for migration and migration ratios:

- | | |
|---|--|
| • Backup Exec Server, 1:1 | • NDMP Option, 1:1 |
| • Agent for Windows, 1:1 | • VTL Unlimited Drive Option, 1:1 |
| • Agent for Applications and Databases, 1:1 | • File System Archiving Option*, 1:1 |
| • Agent for VMware & Hyper-V, 1:1 | • Exchange Mailbox Archiving Option*, 1:1 |
| • Agent for Remote Media for Linux, 1:1 | • V-Ray Edition, 1:1 |
| • Agent for Linux, 1:1 | • Small Business Edition*, 1:1 |
| • Agent for Mac*, 1:1 | • Small Business Edition Agent for Windows*, 1:1 |
| • Library Expansion Option, 1:1 | • BE Appliance Essential Protection Suite*, 1:5 |
| • Enterprise Server Option, 1:1 | • BE Appliance Total Protection Suite*, 1:5 |
| • Deduplication Option, 1:1 | |

* Product is EOL, however licenses can be turned in for the above migration ratio.

Migration ratio examples:

- For every 1 Agent for Windows, you can get 1 TB of capacity licenses
- For every 1 BE Appliance Essential Protection Suite, you can get 5 TBs of capacity licenses

Active Maintenance Licenses	Expired Maintenance Licenses
Utilize Capacity Cross Grade SKUs for active maintenance licenses	Utilize Capacity Cross Grade SKUs for expired maintenance licenses
<p>Terms and Conditions:</p> <ul style="list-style-type: none"> • Active maintenance only. • Existing license needs to have been purchased before 7 November 2016. • Customer can choose between upgrading to Capacity Edition or Capacity Edition Lite. • If customer wishes to migrate in the middle of their current maintenance period, they must forfeit the remaining support period. No credit will be given for unused support. • Customer does not have to purchase the same amount of TBs as the amount of eligible number of BE licenses they have. • If customer needs more TBs than the amount of eligible BE licenses they have, they need to purchase the remaining TBs at the standard price. • Eligible licenses turned in for migration will be retired. • The capacity cross grade SKUs for active maintenance licenses must be used to migrate to capacity. 	<p>Terms and Conditions:</p> <ul style="list-style-type: none"> • Expired maintenance only. • Customer can choose between upgrading to Capacity Edition or Capacity Edition Lite. • Customer does not have to purchase the same amount of TBs as the amount of eligible number of BE expired licenses they have. • If customer needs more TBs than the amount of eligible expired BE licenses they have, they need to purchase the remaining TBs at the standard price. • Eligible expired licenses turned in for migration will be retired. • The capacity cross grade SKUs for expired maintenance licenses must be used to migrate to capacity.

MIGRATION FAQs

I have 5 active maintenance Backup Exec eligible licenses, do I have to purchase 5 TBs of capacity license?

No. You can purchase up to 5 TBs of capacity licenses. You do not need to purchase all 5 TBs. If you need 3 TBs, you can purchase that amount.

Can I exchange the remaining Backup Exec eligible licenses for capacity licenses at the special pricing for active maintenance licenses at a later time?

Yes. But only if the remaining a la carte licenses are on active maintenance. Once they are expired, the licenses will be only eligible for the special price for expired licenses.

What if I have 4 active maintenance Backup Exec eligible licenses but I need to purchase 5 TBs of capacity licenses?

You will need to purchase 1 TB at the standard price.

What if I am a new customer and I purchase a la carte and then decide later to go to capacity, can I use the cross grade SKUs for active maintenance licenses?

No. The special cross grade SKU for active maintenance are only for licenses purchased before 6 April 2015. This is to prevent price arbitrage from happening.

Are there any cross grade SKUs for new customers who purchased a la carte after 7 November 2016 and then decides later to go to capacity?

No. We need to be initially selling new customers the capacity licenses.

MIGRATION ORDER INSTRUCTIONS

- All migration orders must attach proof-of-purchase of existing licenses.
- The following are proof-of-purchases we accept: Install Base ID, Renewal Service Contract ID
- Due to legal requirements, BE Appliance must follow the below additional instructions:
 - Customers must complete and sign a Certificate of Destruction form. Please contact a Veritas rep to obtain the document.
 - Specific form details:
 - Serial #(s): this is the actual serial # that is on the BE Appliance HW
 - Signature: this needs to be a handwritten signature. Electronic signatures are not accepted.
 - Veritas rep must attach the Certificate of Destruction form to the order. Deal ID must be referenced on the PO.

CAPACITY SKU AND OFFER GUIDE

For new customers	Standard SKU	
To migrate active maintenance customers to capacity	Cross Grade SKU for active maintenance licenses	Customers pay for capacity maintenance. License upgrade cost is waived.
To migrate expired maintenance customers to capacity	Cross Grade SKU for expired maintenance licenses	Customers pay 35% off license MSRP + capacity maintenance.