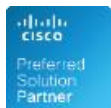


VEEAM

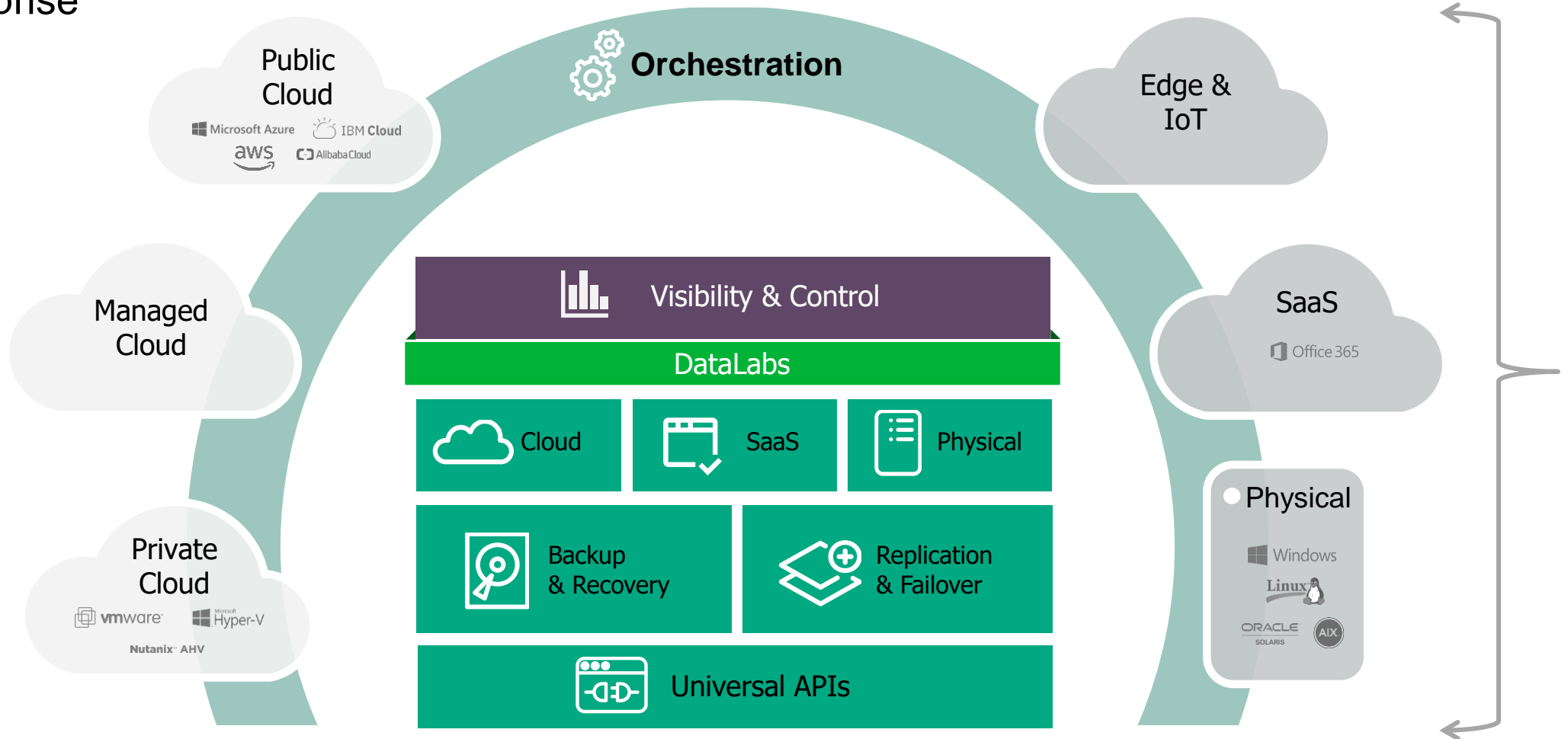
# Veeam for the multi cloud strategy

**Tomasz Turek**  
Veeam



# Veeam Hyper-Availability Platform

Intelligent data management platform that delivers the hyper-availability of data demanded from the enterprise



*Any app, any data, across any cloud*

# Veeam by the numbers



255,000

Customers worldwide  
4,000 additional per month

14.7M+

VMs protected  
in 200+ countries

57%

of Global 2000

74%

of Fortune 500

are Veeam customers

+73

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

**More than 2x the industry average**

Satisfaction level



Likelihood to renew



Product features and functionality



Likelihood to recommend



# Veeam is an industry leader

**Gartner**

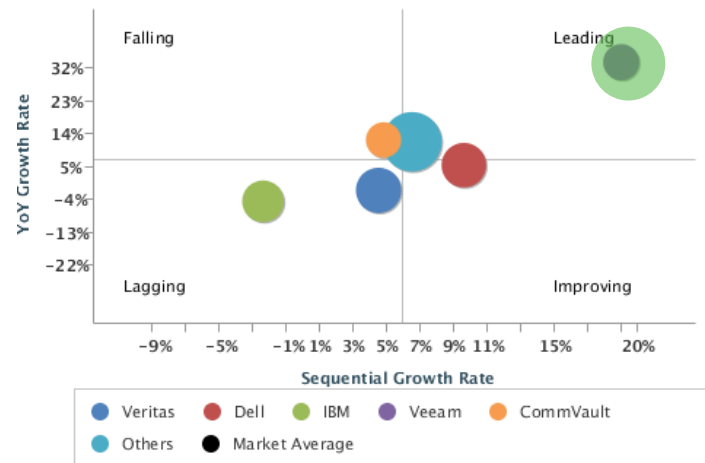
## 2017 Magic Quadrant for Enterprise Backup and Recovery Software

Figure 1. Magic Quadrant for Data Center Backup and Recovery Solutions



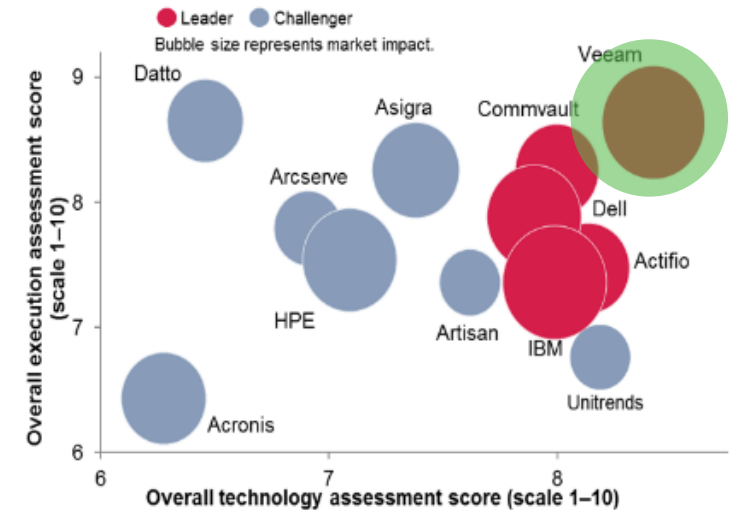
**IDC**  
Analyze the Future

## 2016H2 Semiannual Software Tracker Report



**Ovum**  
TMT intelligence | informa

## Decision Matrix: Data Availability and Protection Solutions for the Cloud Era, 2016-17



Sources: Gartner: Magic Quadrant for Data Center Backup and Recovery Software 2017 and IDC  
IDC, Worldwide Data Protection and Recovery Software Market Shares, 2016: Steady On, Aug 2017

# Veeam's alliance partnerships

## Global Strategic Partner



## Elite Partners



# The golden rule of data protection

3

Different copies  
of data



2

Different media



1

of which is off-site



1

is offline



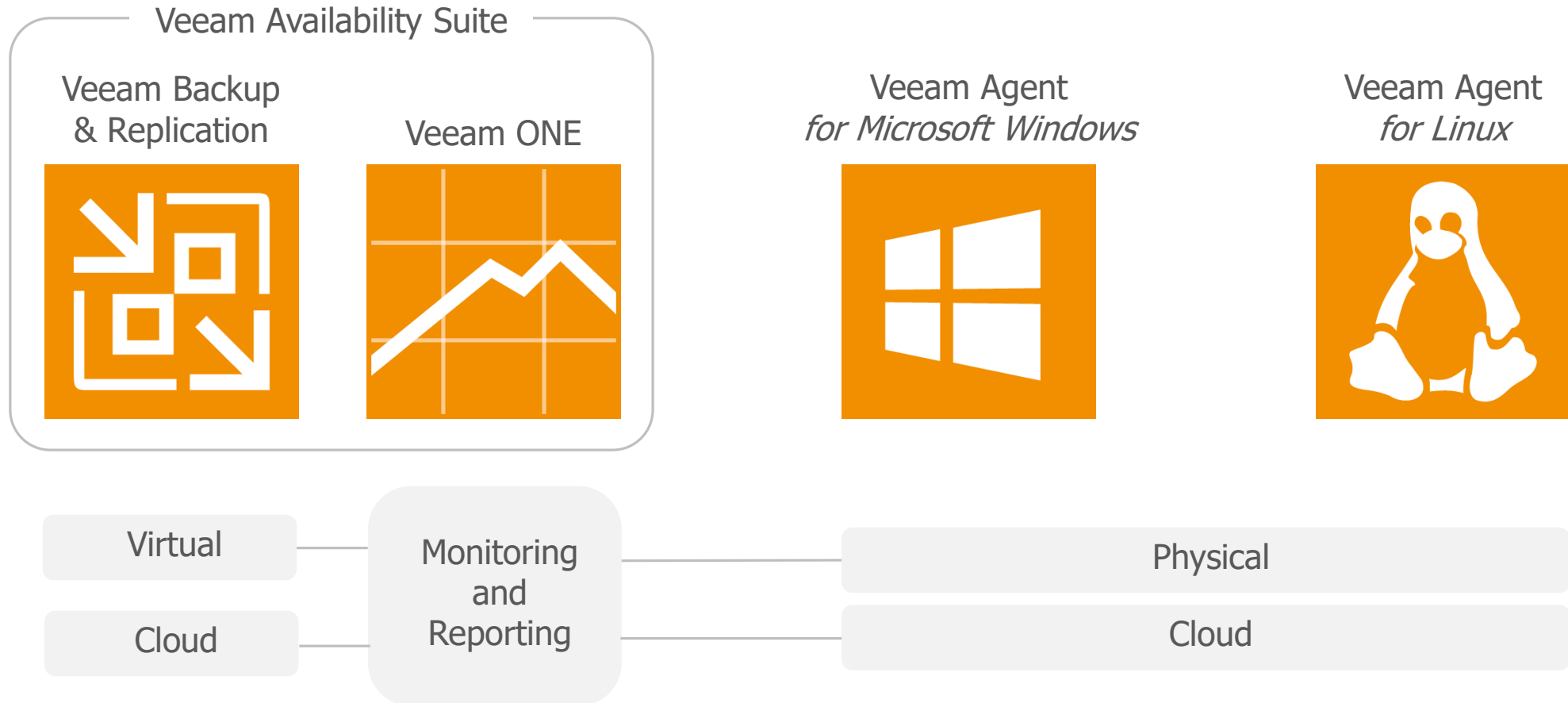
0

No errors after  
backup recoverability  
verification



# #1 Availability

Any app, any data, any cloud





The background is a solid green color with several large, overlapping, semi-transparent circular patterns. These patterns are composed of fine, concentric dots or a halftone effect, creating a textured, mesh-like appearance. The circles are arranged in a way that they seem to flow from the top left towards the bottom right.

# Backup of the Cloud

## - Office 365



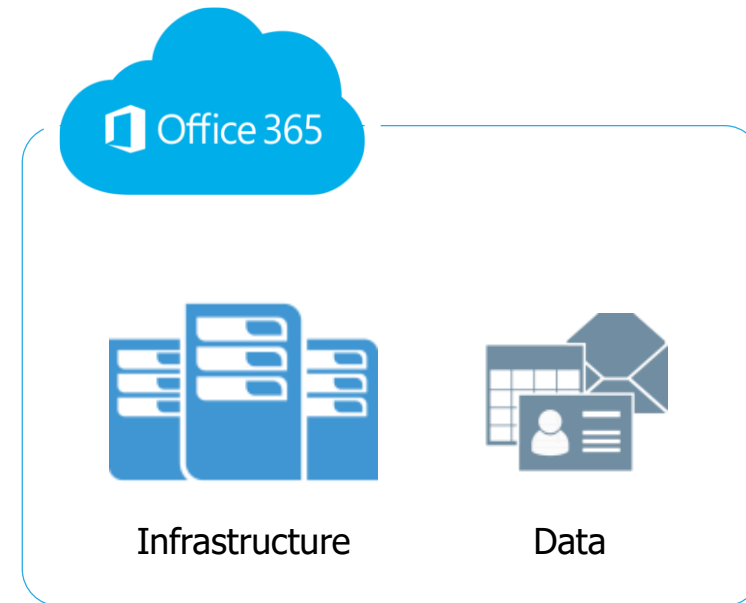


# Why do I need a backup? Microsoft takes care of it.

*This is the biggest misunderstanding in the Office 365 market.*

## Customer perception

Microsoft takes care of everything





# Why do I need a backup? Microsoft takes care of it.

*This is the biggest misunderstanding in the Office 365 market.*

## Customer perception

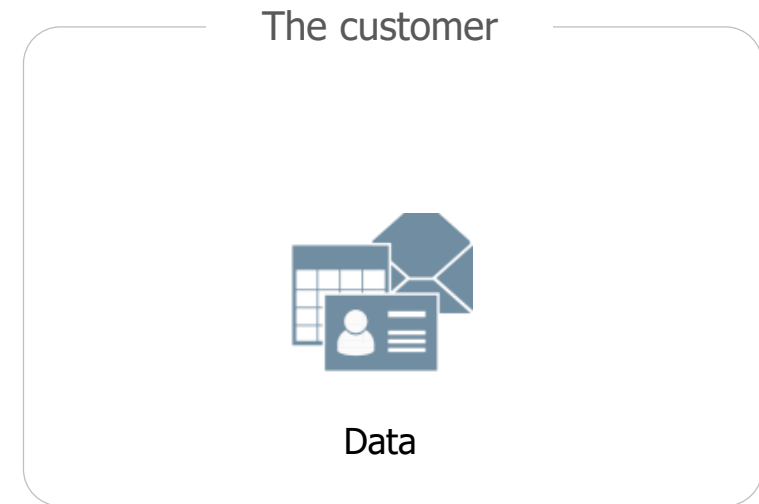
Microsoft takes care of everything



**Uptime of Office 365**

## Customer reality

Microsoft takes care of the infrastructure,  
but the data remains the customer's responsibility.



**Protection and long-term retention  
of Office 365 data**



Move your business ahead with the latest security and compliance features within Office 365 Enterprise E5. [Learn more](#)

## Office 365

# Office 365 Trust Center

Welcome to the place where we share our commitments and information about security, privacy, and compliance.

[Watch all security-related videos From Inside the Cloud](#)



With Office 365, it's your data. You own it. You control it. And it is yours to take with you if you decide to leave the service. The core tenets of our approach to earning and maintaining your trust are:

### [Built-in security](#)

- Service-level security through defense-in-depth

### [Privacy by design](#)

- Your data is not used for advertising

# The Office 365 Shared Responsibility Model

Microsoft's Responsibility

*Learn more from the [Office 365 Trust Center](#)*

YOUR Responsibility

# The Office 365 Shared Responsibility Model

## Primary Responsibility

### MICROSOFT GLOBAL INFRASTRUCTURE

Uptime of the Microsoft Office 365 Cloud Service

### Microsoft's Responsibility

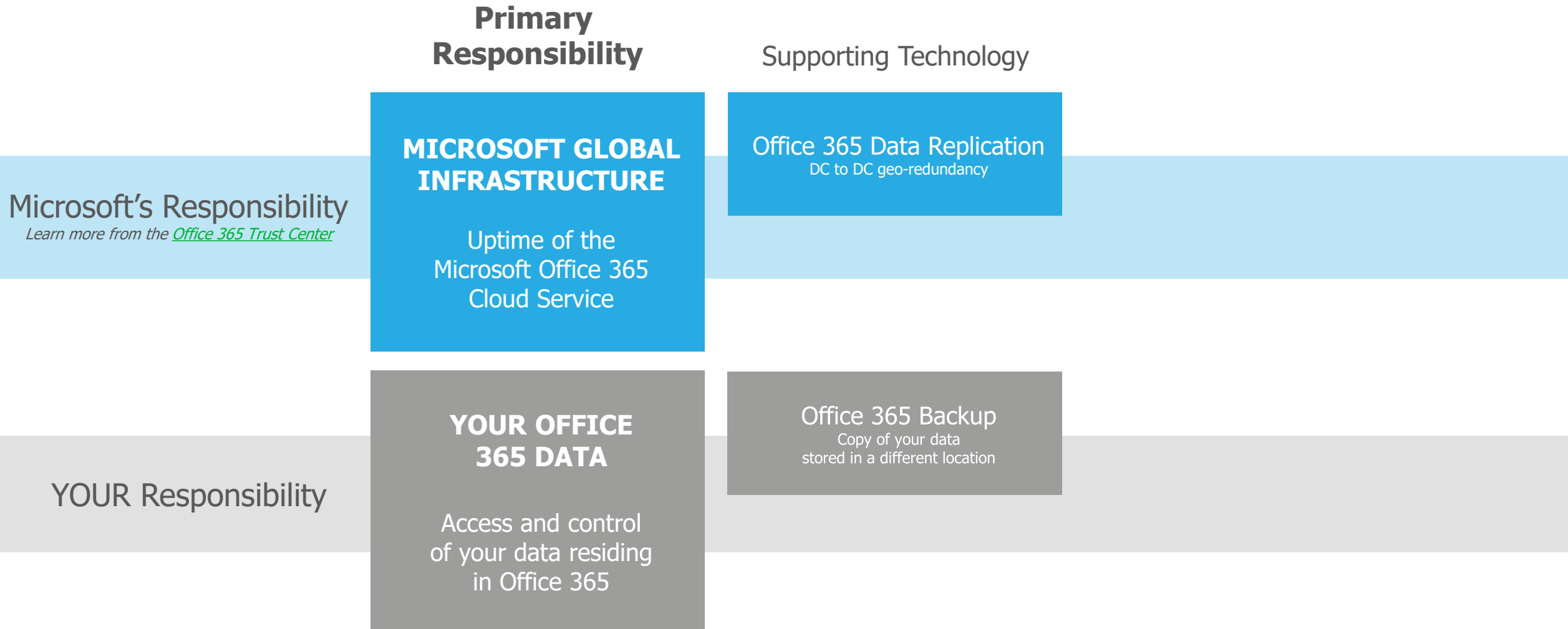
*Learn more from the [Office 365 Trust Center](#)*

### YOUR Responsibility

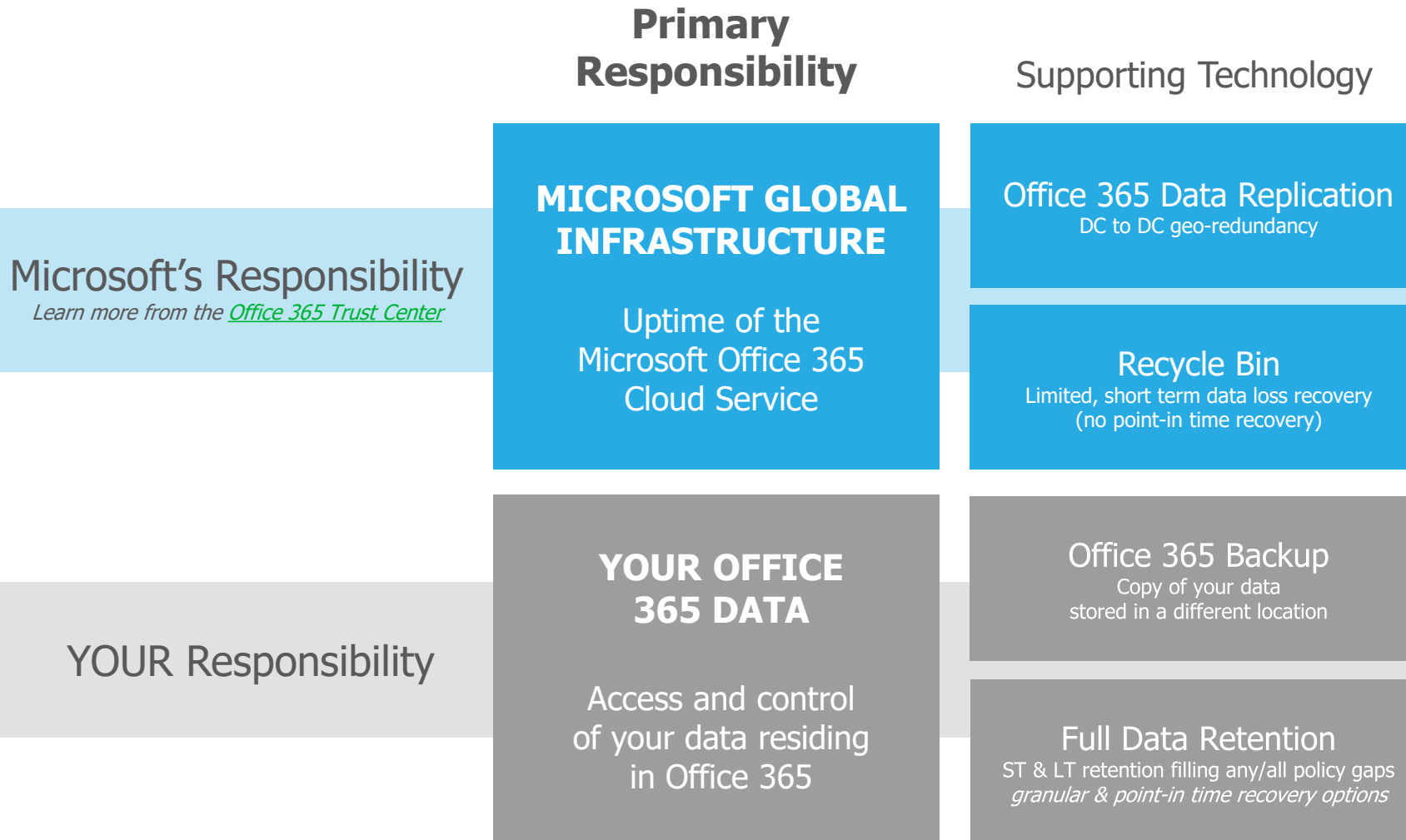
### YOUR OFFICE 365 DATA

Access and control of your data residing in Office 365

# The Office 365 Shared Responsibility Model

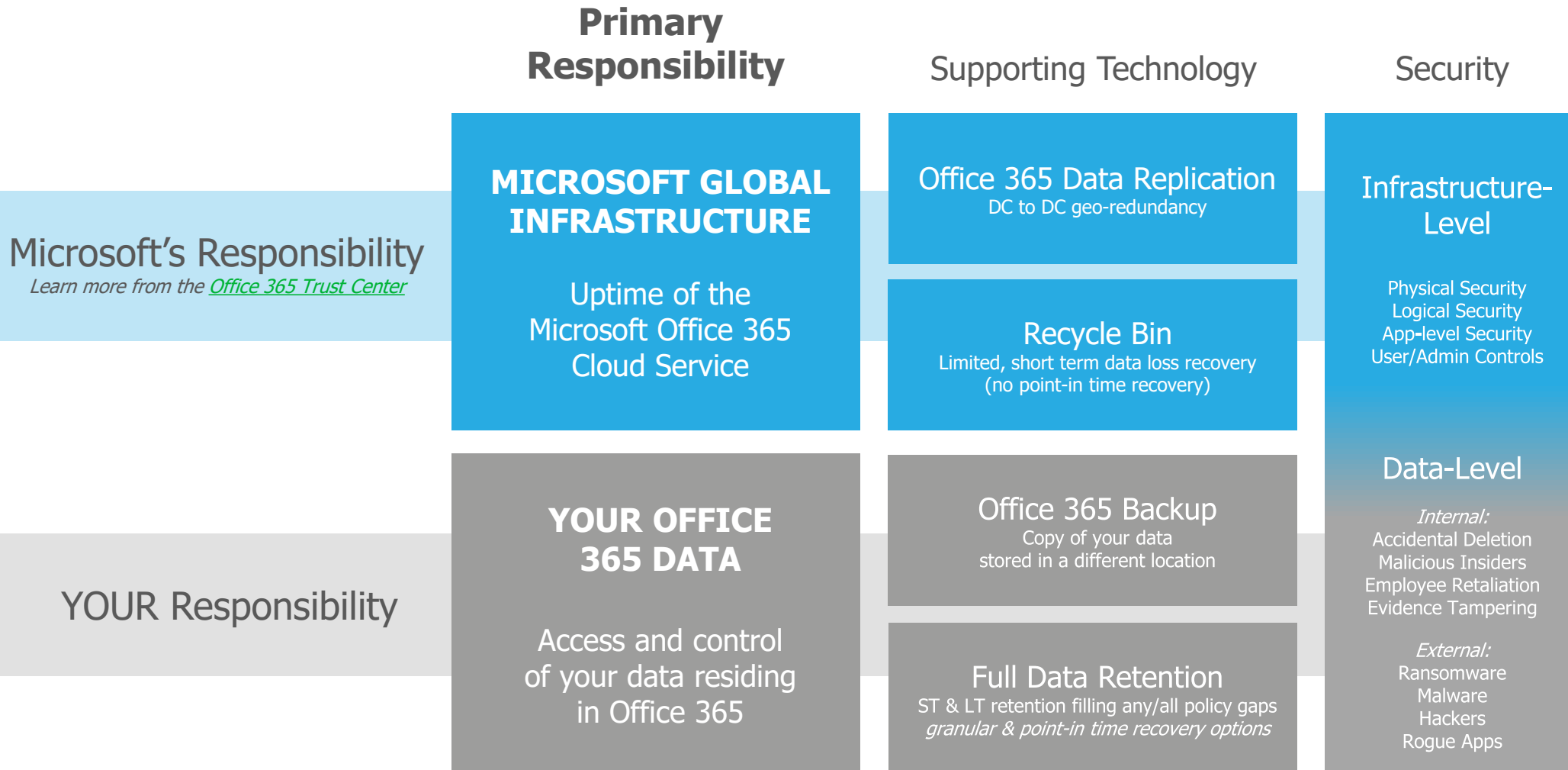


# The Office 365 Shared Responsibility Model

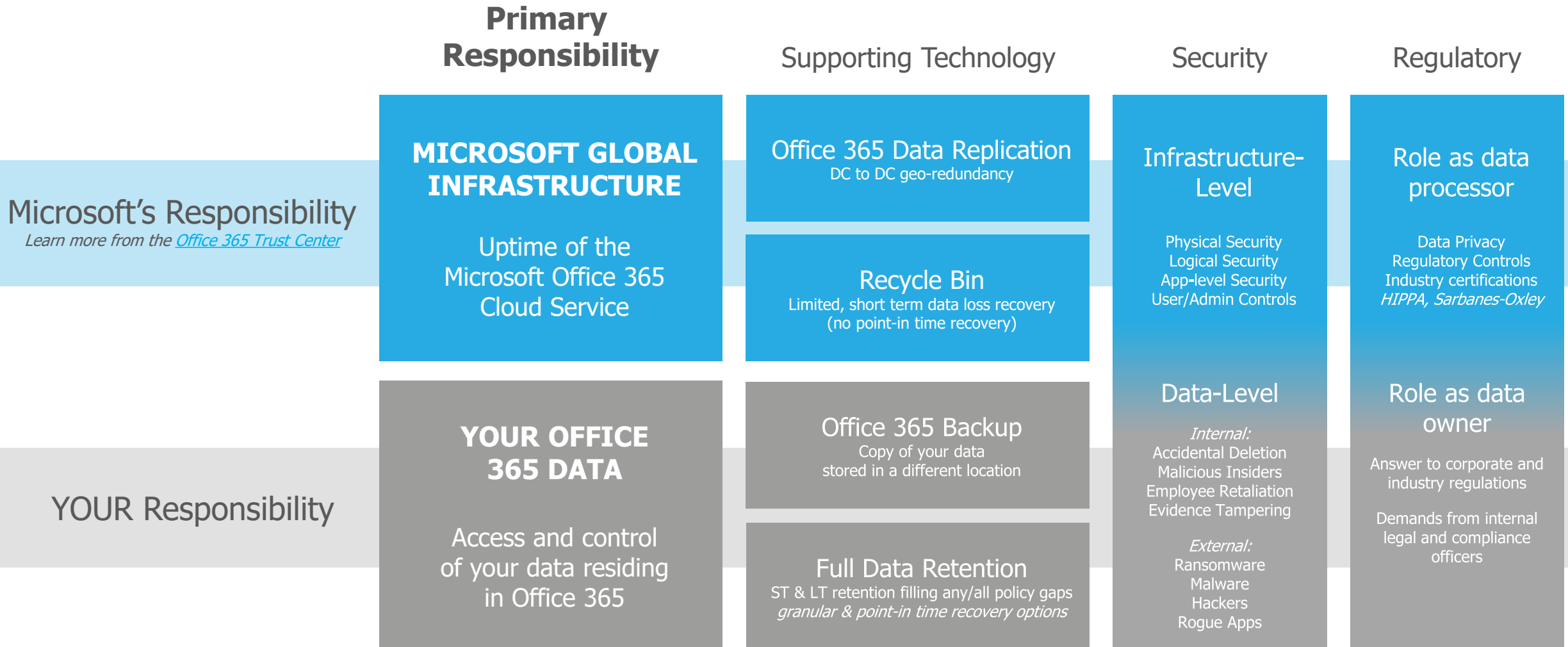




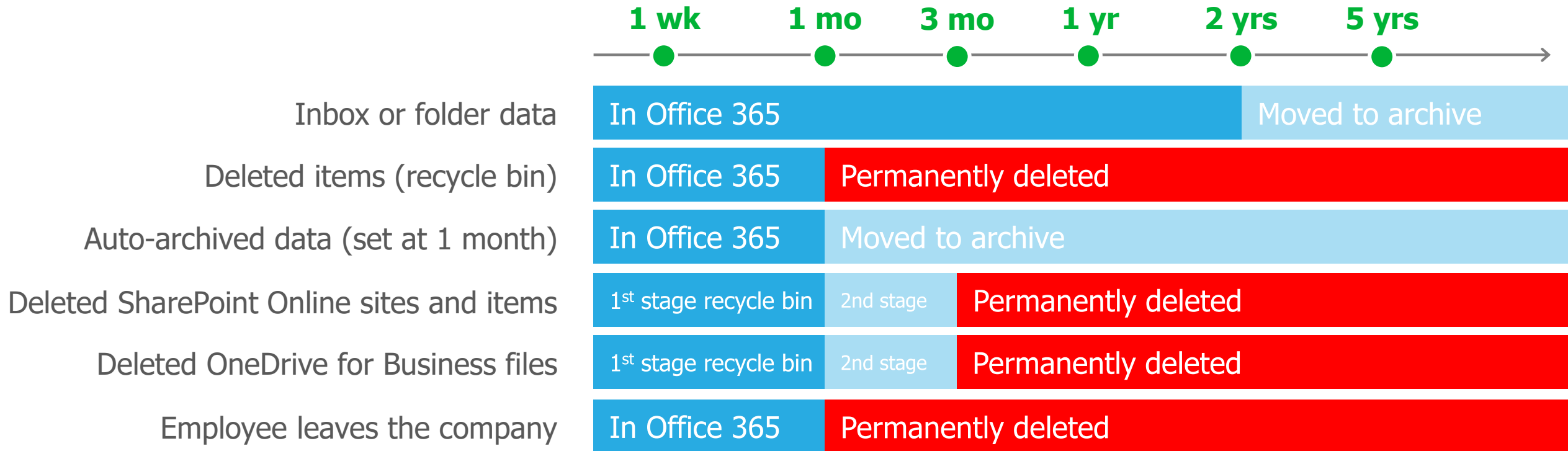
# The Office 365 Shared Responsibility Model



# The Office 365 Shared Responsibility Model



# Retention policies: What exactly does Microsoft back up?

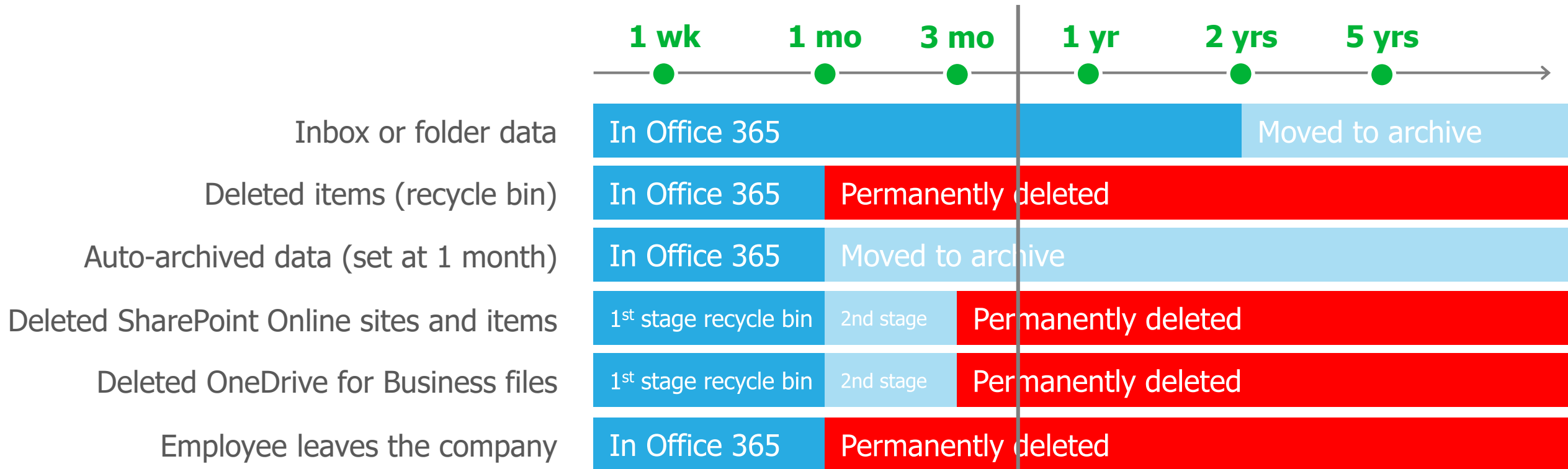


Office 365 backup and retention policies can **only protect you from data loss in a limited way** and are not intended to be a complete backup solution.

Retention policies are always evolving and tend to be **very complicated to manage and monitor**. Commonly, Admins believe they are covered, only to find that in fact certain items are gone.

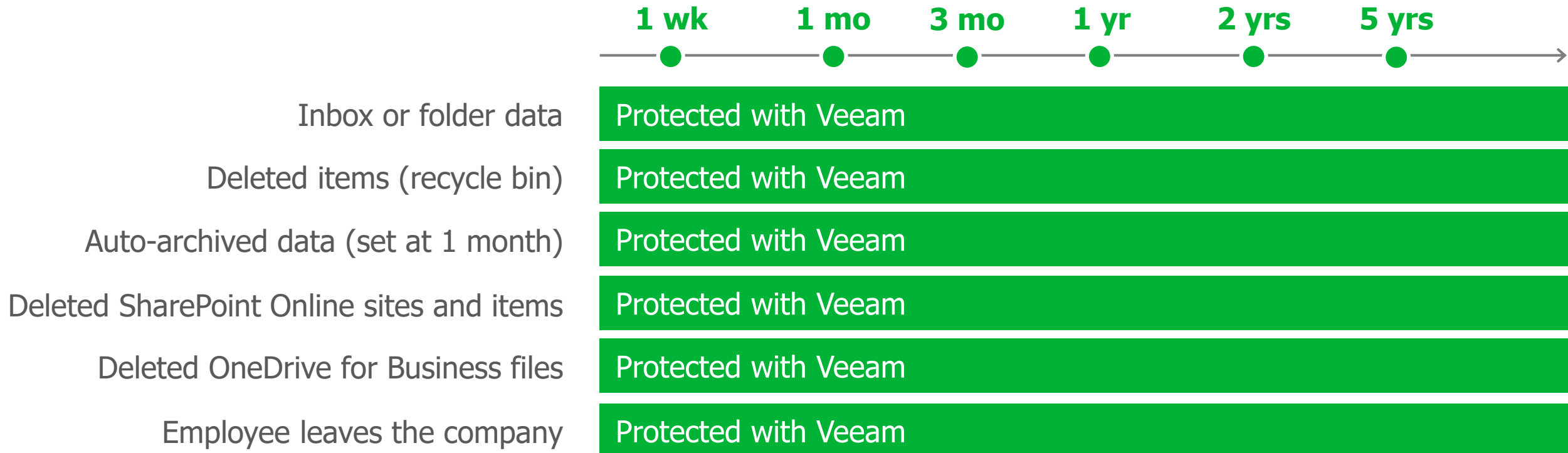
Sources: Exchange Online information above is based on Microsoft's [default MRM Policy](#). SharePoint Online information above is based on Microsoft's [support article](#). OneDrive for Business information is based on Microsoft's [support article](#). In some cases, these defaults can be customized by the IT Admin, but often require certain licenses and/or additional fees, and also carry the risk which allows Microsoft to automatically delete data ahead of retention policy dates if the recycle bin is full.

# Retention policies: What exactly does Microsoft back up?



The average length of time from **data compromise to discovery is over 140 days**, yet default settings only protect for 30-90 days.

# Retention policies: What exactly does Microsoft back up?



**Veeam Backup for Microsoft Office 365** is more than simply filling gaps.

**It's about providing access and control to ALL**

Exchange Online, SharePoint Online and OneDrive for Business data and **storing it in one location, making recovery fast, easy and reliable.**



What to expect?

# VBR 9.5 u4

- Archive Tier
- Amazon EC2 integration
- Staged Restore
- AV Check
- RMAN plugin
- SAP HANA plugin
- Automated troubleshooting



The background is a solid green color. On the right side, there is a large, abstract graphic element composed of many small, light-green dots arranged in a pattern that forms a shape resembling a stylized letter 'L' or a similar geometric form. The dots are more densely packed in some areas and more sparse in others, creating a gradient effect.

Thank you!