



Veeam Data Platform

Disaster Recovery ist mehr als nur Backup!



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Business Continuity is harder than it needs to be



Veeam Data Platform

Recovery Orchestration

Monitoring & Analytics

Backup & Recovery

Native APIs

Platform
Extensions

aws AWS
Azure
Google Cloud
Kubernetes



Cloud



Virtual



Physical



Apps



SaaS

Microsoft 365
Salesforce

On-Premises • In the Cloud • XaaS

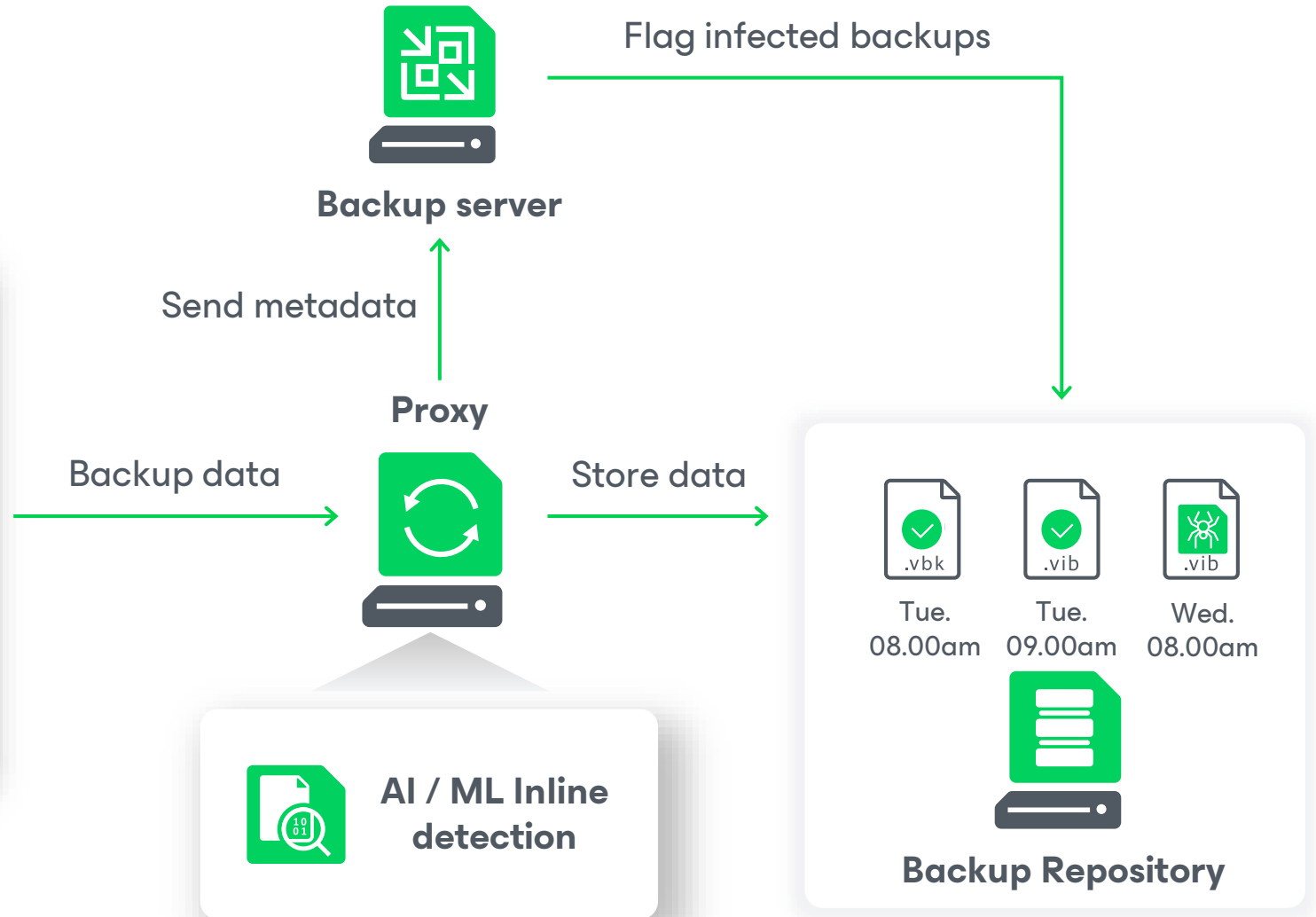
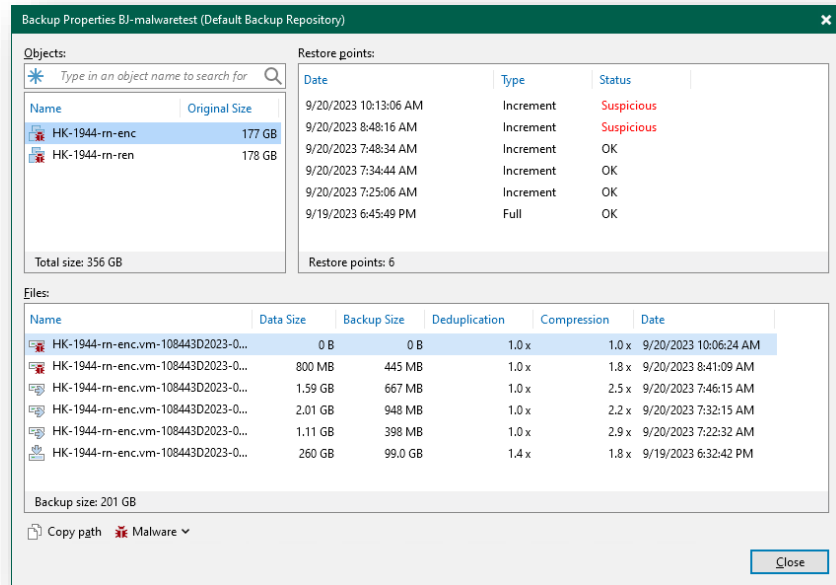
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Veeam Backup & Replication v12.1

What's New

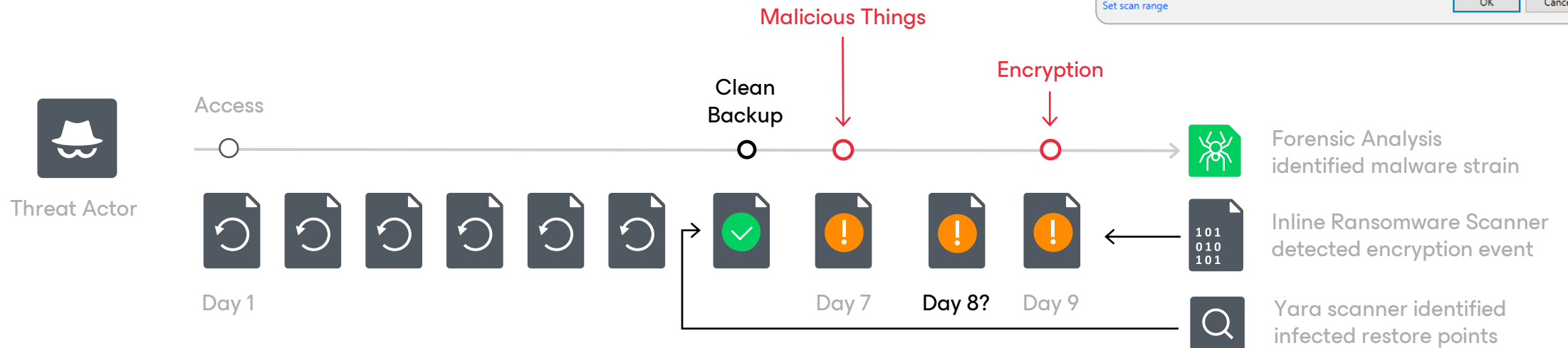
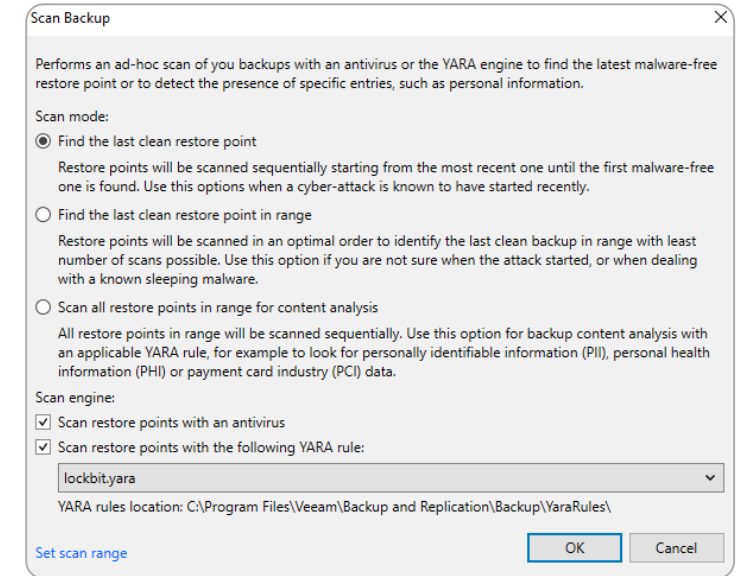


Inline Malware Detection Overview



Yara Threat Detection Engine

- a) Yara is used in digital forensics and incident response
- b) Ad-hoc Yara scan for a specific backup
- c) Integrated into Surebackup and secure restore
- d) Can be used daily or during incident response



Accelerates clean recovery from ransomware while reducing the chance of reinfection

Built-in Security & Compliance Analyzer

Over 30 security checks:

- a) Veeam Backup server hardening
- b) Environment configuration verification
- c) Built-in scheduler and email notifications
- d) Veeam Monitoring & Analytics alerts

Your data becomes safer as you successfully clear more security checks

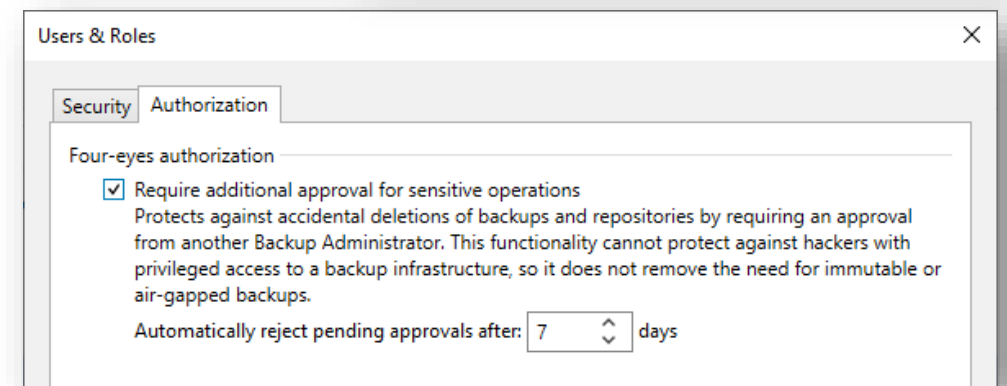
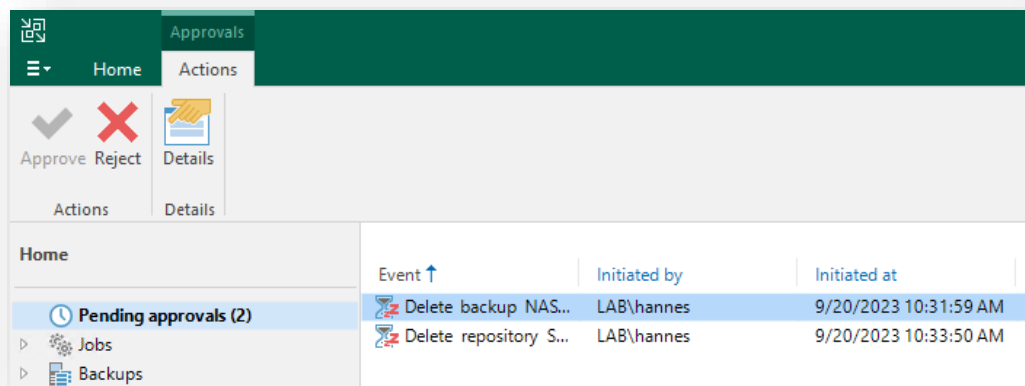
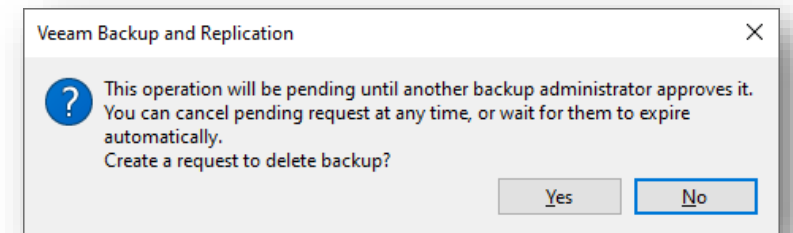
Security & Compliance Analyzer			
EY-12-1-0-1952.lab.local			
Thursday, September 21, 2023 9:58:02 AM			
Start time	9:58:02 AM	Passed	16
End time	9:58:10 AM	Not implemented	11
Duration	0:00:07	Suppressed	2
Details			
Security & Compliance Analyzer: Best Practices			Status
Backup infrastructure security			
Remote Registry service (RemoteRegistry) should be disabled			Not implemented
Windows Remote Management (WinRM) service should be disabled			Not implemented
Windows Firewall should be enabled			Not implemented
SMBv3 signing and encryption should be enabled			Not implemented
WDigest credentials caching should be disabled			Passed
Deprecated versions of SSL and TLS should be disabled			Not implemented
Windows Script Host should be disabled			Not implemented
SMBv1 protocol should be disabled			Passed
Link-Local Multicast Name Resolution (LLMNR) should be disabled			Not implemented
Product configuration			
MFA for the backup console should be enabled			Not implemented
Immutable or offline (air gapped) media should be used			Passed
Password loss protection should be enabled			Passed
Email notifications should be enabled			Passed
Configuration backup should be enabled and use encryption			Passed

Four eyes authorization

Approval by second “Backup Administrator” required for:

- Deleting backups, repositories, storage snapshots, Veeam Cloud Service Provider
- Disable four-eyes authentication
- User & roles modification

Reject own requests possible



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Veeam One v12.1

Proactive Monitoring and Analytics



Veeam One – Ransomware Detection

Veeam One Alarms

Possible ransomware activity

Suspicious increment size

Unusual job duration

Find the compromised account

Veeam ONE Client Logged in as: USDEMO\mark.polin

Summary Alarms VM Protection Cloud Backup Policies File Jobs Agent Jobs Agent Policies Veeam ONE Agent

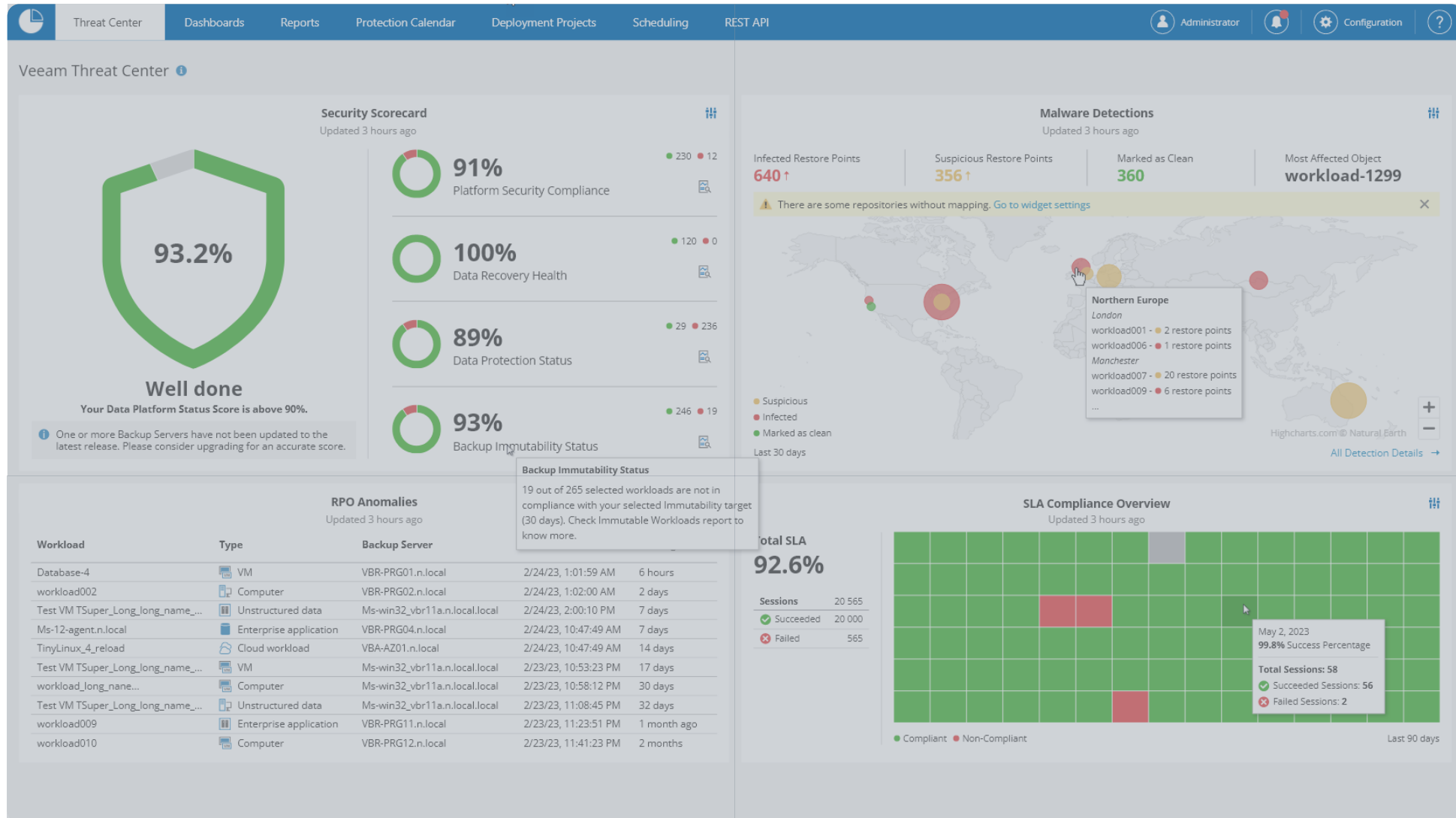
Selected Object: Backup Infrastructure - 0 errors, 0 warnings

duration Filters: All


Status	Time	Source	Type	Name
Report Parameters				
Scope:	Backup Infrastructure			
Interval:	7/1/2022 - 7/31/2022			
User:	All			
Protection types:	SureBackup, VM Backup, Replication, Backup Copy, Agent Backup Policy, Agent Backup, File Backup, CDP Policy			
Summary				
Job Modifications by User				
usdemo\brandon.mccoy	usdemo\joe.cruz	usdemo\patrick.benson		
usdemo\brett.rauber	usdemo\jorge.vargas	usdemo\peter.true		
usdemo\bruce.pellegrino	usdemo\khadarius.cleveland	usdemo\robert.moots		
usdemo\don.rogers	usdemo\kyle.shuberg	usdemo\ryan.johnston		
usdemo\jason.trier	usdemo\luciano.perez	usdemo\usdadm.j.bailey		
usdemo\jeremy.carr	usdemo\eil.henderson	usdemo\zach.chamberlin		
Modifications by Day				

Veeam job has exceeded its usual duration by more time than allowed in the configured alarm threshold

Veeam Threat Center



7 popular backup & infrastructure reports

1. Capacity Planning
2. Protected VMs
3. VM Change Rate Estimation
4. Oversized/Undersized VMs
5. How many more VMs can be provisioned
6. Immutable Workloads 
7. Recovery Verification Overview



Veeam Security Features Summary

Backup Environment Security

- Security&Compliance Analyzer
- SIEM integration
- Threat Center & Awareness

Multi-Factor Authentication

- Veeam Backup Console
- Enterprise Manager SAML
- AWS, Azure, GCP appliances

Immutable Backups

- Veeam Hardened Repository
- Object Storage
- Multiple vendor integrations

Verified, Reliable Backups

- Storage-level corruption guard
- SureBackup automated recovery verification

Airgap

- Logical airgap Veeam Hardened Repository
- True airgap native tape support

Secure client authentication

- Microsoft gMSA support
- 100% Kerberos support
- Key-based Linux authentication

Multiple resiliency domains

- Mix immutable storage platforms
- 3-2-1-1-0 Rule

Data Freedom

- Encryption key loss protection
- Self-contained backup files
- Cloud and Hypervisor mobility

End-to-end encryption

- TLS management traffic
- TLS or AES256 data traffic
- FIPS 140-2 cryptography

Role-based security

- Local privileged accounts
- Web UI for domain accounts via SAML 2.0

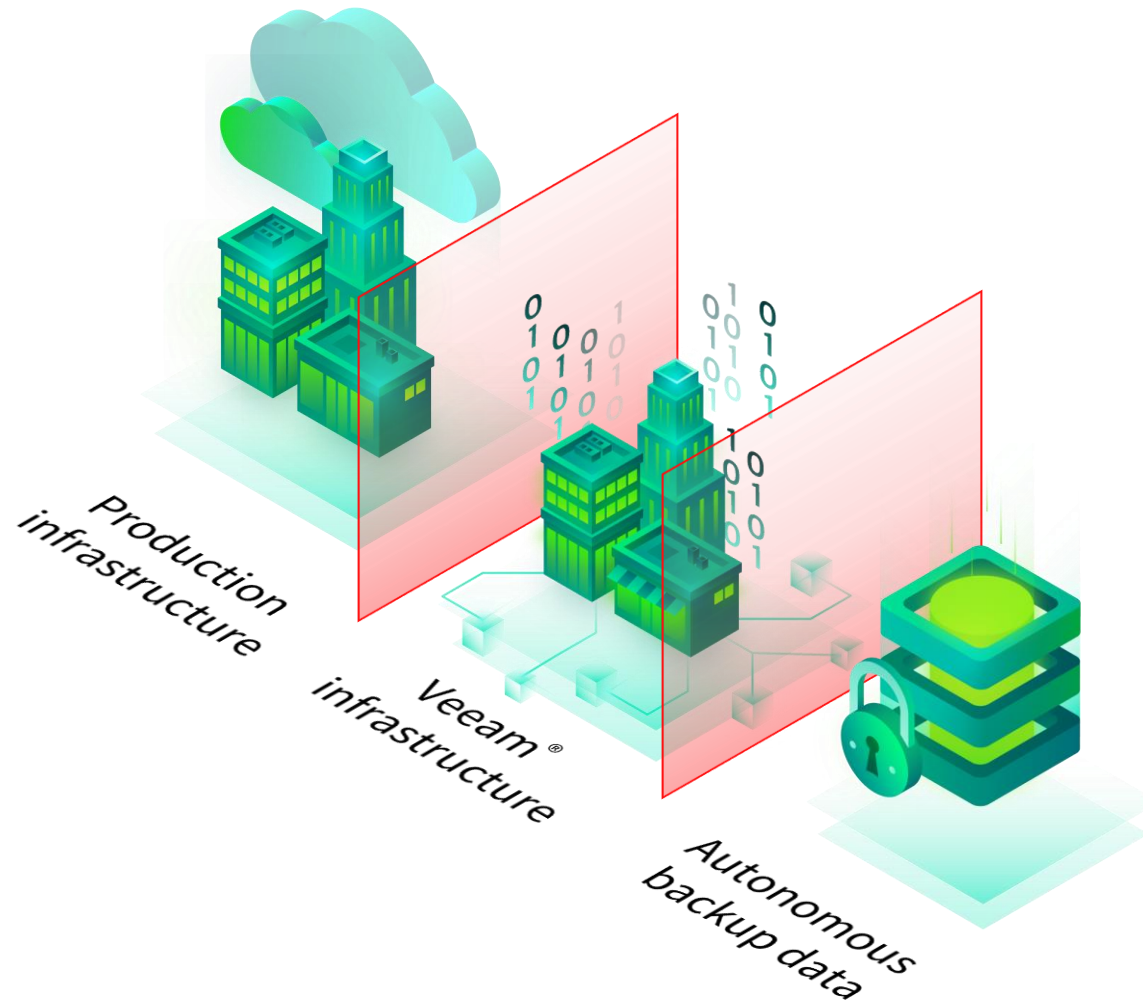
Integrated Threat Detection

- YARA backup scanner
- Signature-based scanner
- Scheduled or ad hoc

Advanced Anomaly Detection

- AI\ML entropy and content scanner
- Indexing scanner

Cyber resilience areas



Immutable

Encrypted

3-2-1-1-0

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Veeam Recovery Orchestrator v7

Recovery Orchestration



Veeam Recovery Orchestrator



Compliance

RTO and RPO reporting help meet compliance standards and SLA targets



Clean Recovery

Restore the most recent clean recovery point, powered by iterative ransomware scans and VBR-backed intelligence



Dynamic Documentation

Automatically updated reports for checks, tests and executions help correct issues with DR readiness



Recovery to Cloud

Orchestrated Direct Restore to Microsoft Azure gives your business resiliency with DR to the cloud.

Supported platforms and applications:



Azure, vSphere



Veeam Agents:
Windows & Linux



Apps:
Exchange, SQL, SharePoint



Storage:
NetApp, HPE, Lenovo



Custom
scripting

Veeam Data Platform Packages

Platform Editions	Backup and Recovery	Monitoring and Analytics	Recovery Orchestration	Ransomware Warranty (add-on)
Premium	●	●	●	●
Advanced	●	●		
Foundation	●			
Supporting product components	Veeam Backup & Replication	Veeam ONE	Veeam Recovery Orchestrator	

Also Available:

- Veeam Backup & Replication Community Edition
- Veeam Data Platform Essentials Edition for Small Business

The Veeam logo consists of the word "veeam" in a white, lowercase, sans-serif font. The text is centered within a bright green, rounded rectangular shape. This green shape is set against a background of several overlapping, semi-transparent teal and blue geometric shapes that resemble stylized mountain peaks or abstract architectural elements.

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wasabi[®]
hot cloud storage

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Introduction to Wasabi Cloud Storage

Daniel Arabié
Country Manager Central & Eastern Europe



Who Is Wasabi

Mission: Low Price, High Performance, Secure Object Storage

- Started in 2015 by Carbonite's founding team
- Privately held with \$534M in financing to date

Product: Cloud Object Storage as a Service

- Comparable to: AWS S3, Azure Blob, GCP Storage
- Thousands of customers & partners across all verticals



Rapid Company Growth



**>80K Customers &
>18K Partners**
And growing



> 2x Revenue Growth
Year over year



Multiple Exabytes
of storage under management



13 Storage Regions
And expanding



\$534 Million
In financing to date



NPS 58
Industry average 36

Doing business in more than 100 countries

Low Price, High Performance, Secure Object Storage

Optimal price, performance, and protection for object storage



Price

80% less than AWS S3

No egress charges

No API request charges



Performance

Faster than the competition

Quick uploads & downloads

Private network options



Protection

Data center redundancy

11x9s data durability

Immutable storage

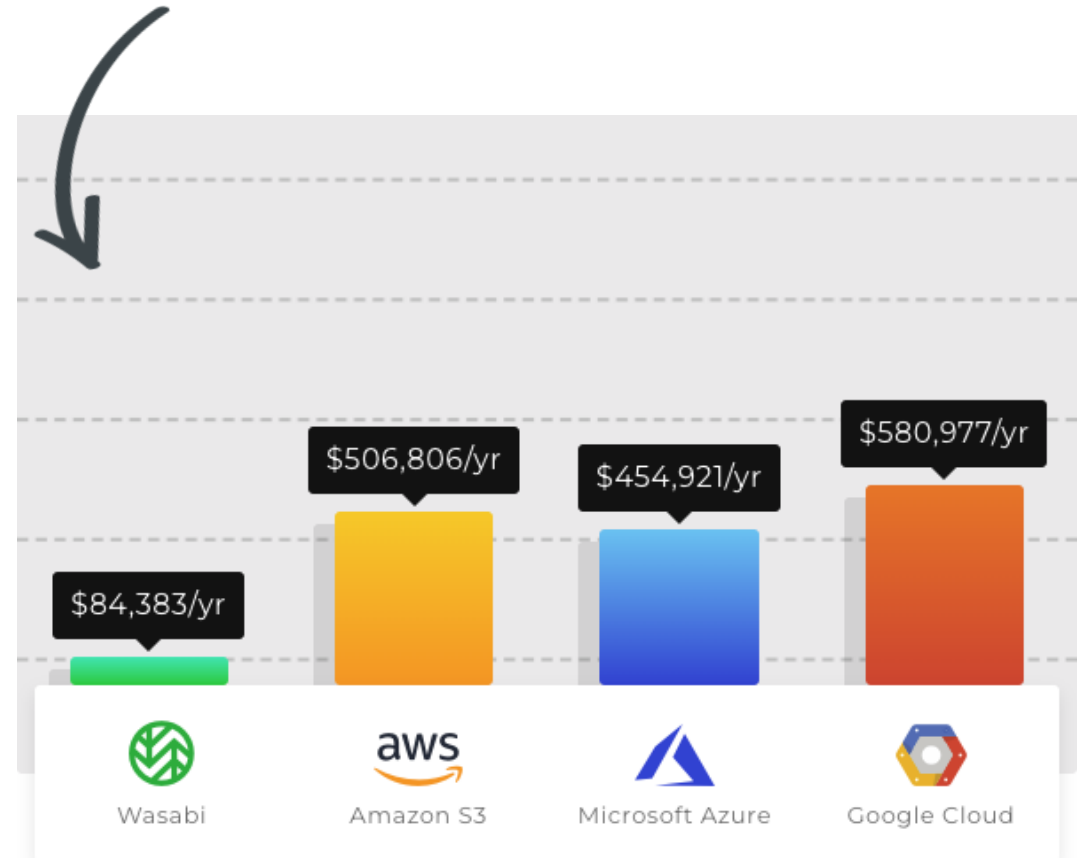
Game Changing Pricing

- ✓ Wasabi's flat fee of **\$6.99* per TB/mo**
- ✓ **No charge** for egress
- ✓ **No charge** for API requests
- ✓ **No** complex storage tiers

More info @ [Wasabi.com/pricing](https://wasabi.com/pricing)



Storage costs for 1 PB of storage
with 20% data egress per month



Pricing - Ways to Buy



Pay-as-you-go Storage

Pay monthly only for what you use

Cancel anytime

Grows with your storage needs

OR



Reserved Capacity Storage

Purchase in 1, 3, or 5 year increments

Larger discounts based on term & capacity

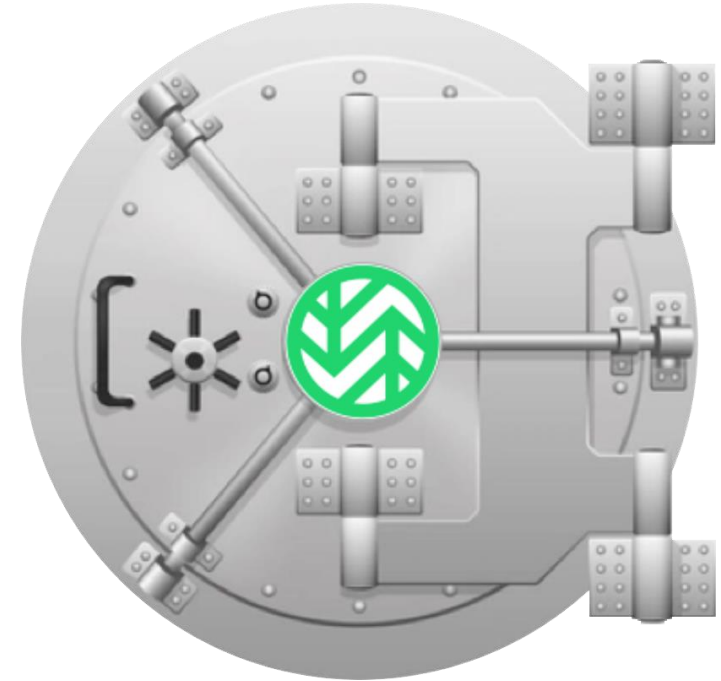
Premium support included

Protection

Durability, Availability, & Security

- ✓ **11 x 9s** data durability with exabyte scale
- ✓ **99.99%** availability SLA with multiple data centers
- ✓ Strong encryption, identity & access mgmt, & multi-factor authentication
- ✓ Immutability via S3 object lock protects against ransomware

BUILT-FOR-SCALE, DURABILITY, SECURITY AND COMPLIANCE



Compliance with industry privacy, security, and data center standards



Wasabi Storage Regions



Current Locations

North America

- us-east-1 & 2 (Virginia)
- us-central-1 (Texas)
- us-west-1 (Oregon)
- ca-central-1 (Toronto)

Europe

- eu-west-1 (London)
- eu-west-2 (Paris)
- eu-central-1 (Amsterdam)
- eu-central-2 (Frankfurt)

Asia

- ap-northeast-1 (Tokyo)
- ap-northeast-2 (Osaka)
- ap-southeast-1 (Singapore)
- ap-southeast-2 (Sydney)

Planned Locations

- govcloud sites in us-east & west
- new sites in EMEA/APAC/LATAM

Complementary Wasabi Products

In addition to Wasabi Hot Cloud Object Storage, we also offer these related products:

Specialized Services



Wasabi object storage paired with gateway software optimized for NAS use cases



Wasabi object storage paired with gateway software optimized for video surveillance use cases

Service Management & Data Migration Tools



Manage multiple Wasabi accounts from a single platform



Replicate buckets between Wasabi regions & migrate buckets from other storage clouds or S3 on-prem



Transfer on-prem storage to Wasabi via a physical appliance



Privately connect your on-prem or cloud environment to Wasabi

Use Cases for Wasabi



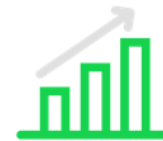
Backup and Recovery

Store more to enable business continuity across hybrid or multiple clouds



Archiving

Store more and evolve complex archive tiers into a single simple active archive



Data Analytics

Store more data to enable data analytics and better business intelligence



Application Development

Store more to enable custom app development integrated with compute & cloud partners



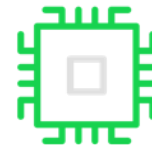
Content Delivery

Store more to accelerate audio and video content and software distribution



Surveillance

Store more video and photos to improve security and law enforcement



Internet of Things

Store more data coming from billions of smart connected sensors and devices



AI/ML

Store more data to enable artificial intelligence and machine learning to transform the future

Broad Partner Network Across Multiple Segments

Hundreds of Technology Alliance Partners



Thousands of Channel Partners

Distributors



VAR/MSP/CSP



Adoption Across Industry Verticals

Sports & Entertainment			
Science & Research		Consumer Brands	
Higher Education		Energy & Utilities	
Public Sector		Healthcare & Life Sciences	

Wasabi is turning out to be sort of a proverbial home run in that we project using it for all of our backups.

- *Brian Shield - SVP | CTO of the Boston Red Sox*



Official Cloud Storage
Partner of Liverpool Football Club



Proud Partner of the
Boston Red Sox



Official Cloud Storage
Partner of the Boston Bruins

Major Sports Brands



Storing the World's Data



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