



Microsoft Playbook

The Veritas Connection

[START HERE ▶](#)

GIVING MICROSOFT CUSTOMERS THE POWER TO TAKE CONTROL

WELCOME TO VERITAS' **MICROSOFT PLAYBOOK**.

This playbook is designed for partners who have a large Microsoft business. It provides an easy way to identify the key opportunities to attach Veritas solutions to existing or potential Microsoft deals. The playbook includes tools and resources to help you successfully grow your joint Microsoft-Veritas business.

Finding the Veritas connection

Veritas' suite of information management products is specifically designed to protect and enhance Microsoft environments.

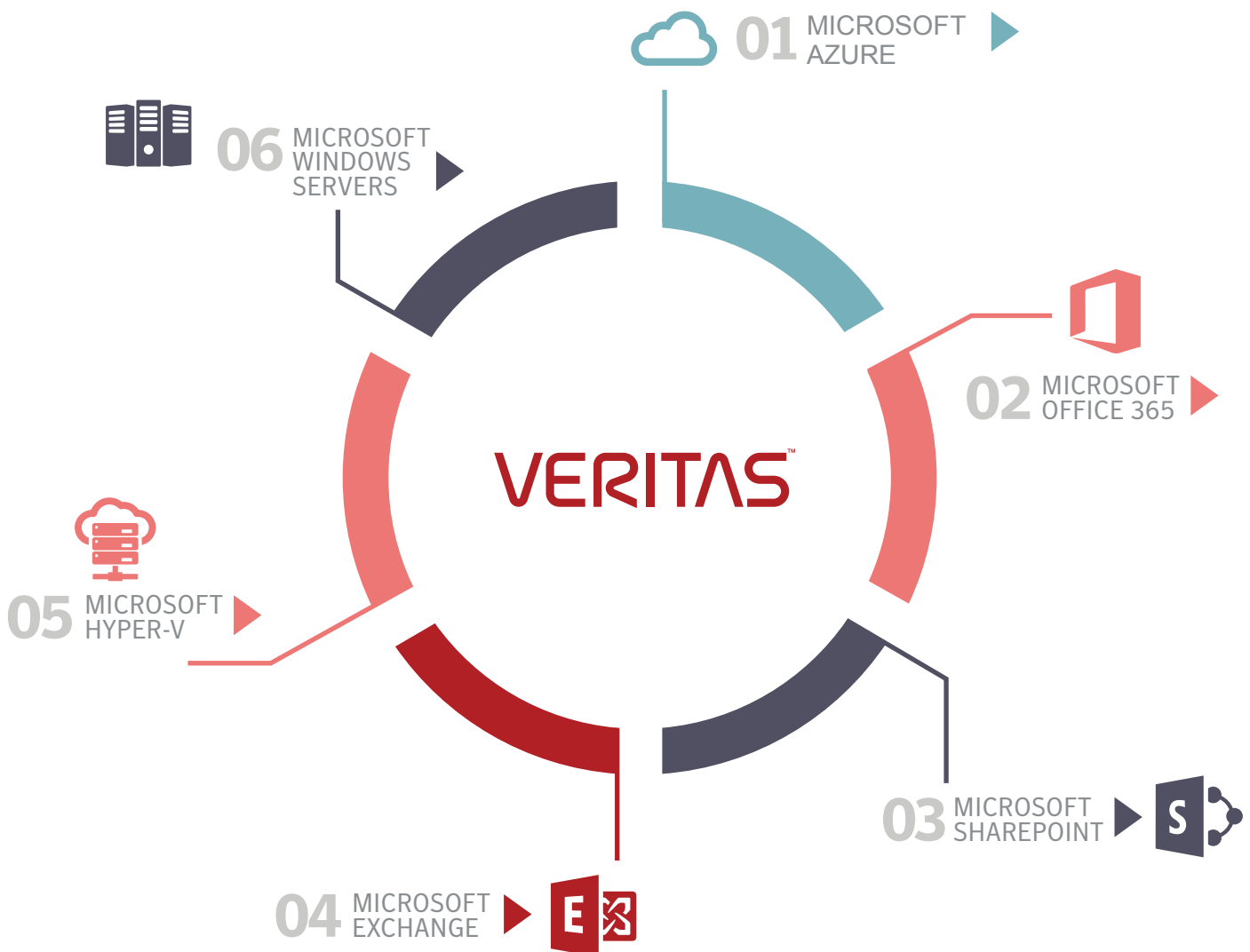
Our industry leading solutions help customers take greater control of their applications, cut the time spent on setting up systems, and reduce costs. They give customers the chance to add a host of dynamic features to their existing Microsoft products and see immediate benefits.

The combination of Veritas and Microsoft creates a significant opportunity for Veritas' channel partners. These include:

- Growing your subscription revenue
- Generating new services opportunities
- Strengthening customer relationships

HOW TO USE THIS PLAYBOOK

The playbook is divided into 6 sections, based on the main Microsoft offerings. Simply go to the relevant page to see which complementary Veritas solutions are designed to integrate and enhance Microsoft environments



MICROSOFT AZURE



MICROSOFT AZURE

THE VERITAS CONNECTION

It's hard to keep track of huge amounts of data when it's stored in the cloud. Finding, monitoring, and protecting information is a complex and time-consuming task.

The Veritas connection: Microsoft Azure customers or prospects storing data in the cloud can use Veritas solutions to ensure their data is better protected, more organised and easier to find.

Veritas Disaster Recovery Orchestrator

Veritas DRO integrated with Microsoft Azure brings the advantages of cloud computing to the familiar challenge of Disaster Recovery. It allows businesses to automate and manage the takeover and failback of Microsoft Windows based applications to the Microsoft Azure cloud. It's equally effective for physical or virtual machines (VMs).

- Orchestrated recovery between on-premise and Microsoft Windows Azure
- Application-based replication
- On-premise compute independence
- Provides non-disruptive recoverability confidence
- Simplified deployment and DR management experience

USEFUL LINKS:

- [Product Information – Veritas Disaster Recovery Orchestrator](#)

Veritas Backup Exec and Veritas NetBackup

With the ability to support flexible infrastructure, Veritas offers comprehensive data protection for the workloads in Microsoft Azure cloud, VMware vSphere, and Hyper-V on-premise setup.

- Data protection for application workload in cloud infrastructure
- Provides flexible disaster recovery scenarios for on-premise and cloud



USEFUL LINKS:

- [Product Information - Veritas NetBackup Media Server Deduplication in the Cloud](#)

MICROSOFT OFFICE 365



02

MICROSOFT OFFICE 365

THE VERITAS CONNECTION

As businesses become increasingly cloud-reliant, cloud service outages can have crippling effects on productivity.

The Veritas connection: When it comes to data and productivity protection, it pays to be proactive and implement failsafe measures against service disruptions. Enhance Office 365 with our seamlessly integrated Veritas cloud-based solutions.

Veritas Enterprise Vault.cloud

As a purpose-built, cloud-based archiving service, Enterprise Vault.cloud offers advanced archiving and eDiscovery features that exceed those available in Office 365.

It integrates seamlessly with Office 365 to provide the additional layer of functionality you need to archive, defend, and easily find your business-critical information.

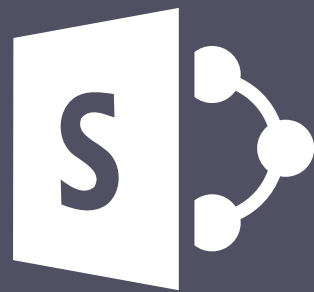
- Easily archives Exchange Online messages
- E-discovery requests handled quickly and effectively
- Compliance made simple
- Smooth email migration to Office 365



USEFUL LINKS:

- [Product Information – Veritas Enterprise Vault.cloud for Office 365](#)

MICROSOFT SHAREPOINT



03

MICROSOFT SHAREPOINT

THE VERITAS CONNECTION

SharePoint environments have quickly become a primary application, and a repository for organisations' intellectual property. Customers moving information from file servers to SharePoint need to know their information is safe and secure.

The Veritas connection: Veritas solutions for SharePoint give you maximum uptime and storage optimisation, plus advanced backup and recovery features.

Veritas Enterprise Vault

SharePoint content continues to expand rapidly when introduced into a new environment. Veritas' leading archiving service makes it easy to store, manage, and find important information stored in SharePoint.

- Reduces SharePoint clutter and optimises storage
- Enables SharePoint compliance and governance
- Preserves the SharePoint user experience with seamless shortcuts that maintain end-user edits of content in the archive



USEFUL LINKS:

- [Product Information – Veritas Enterprise Vault for Microsoft Sharepoint Server](#)

Veritas Data Insight

Data Insight helps customers identify the most critical information about their data stored in SharePoint repositories. Users are able to make more informed decisions with all the intelligence at their fingertips.

- Gives users greater visibility into SharePoint
- Helps customers identify where data is, who owns or accesses it, and even what it's being used for

USEFUL LINKS:

- [Product Information – Veritas Data Insight](#)

Veritas Backup Exec and Veritas NetBackup

As the leader in data protection, Veritas offers comprehensive data protection for SharePoint environments of all sizes. Easily protect databases, lists, and documents with a single pass backup, while significantly reducing storage costs and improving backup and recovery times.

Its centralised and automated backup management also works to improve service levels.

- Online backups to restore SharePoint environments
- Rapidly restores individual files, folders, sub-sites and lists
- Archives and removes an entire document library when a project ends
- Restores complete SharePoint server farms in minutes, in the event of disaster
- Reduces data protection costs, storage and complexity as data grows
- Supports both physical and virtual environments

USEFUL LINKS:

- [Product Information – Veritas Backup and Recovery Solution](#)



Veritas InfoScale Availability

InfoScale Availability provides the high availability and disaster recovery of your ~~critical~~ business services, including database, custom applications and complex multitier applications across physical and virtual environments. Intelligent monitoring on Microsoft SharePoint and SQL infrastructure detects possible risks to availability and automatically recovers SharePoint services when necessary.

- Recover faster with instantaneous failure detection
- Inject efficiency into cluster resource utilisation
- Maintain higher uptime for multi-tier SharePoint & SQL



USEFUL LINKS:

- [Product Information – Veritas InfoScale Availability](#)

MICROSOFT EXCHANGE



MICROSOFT EXCHANGE

THE VERITAS CONNECTION

Many businesses using Microsoft Exchange spend a lot of time on mailbox housekeeping – archiving and recovery take a lot of time and effort.

The Veritas connection: Safely access your data wherever it is. Veritas solutions help protect customers' Exchange data kept in storage systems.

Veritas Enterprise Vault

Veritas' premier archiving service makes it easy to store, manage, and find important information. It also provides a faster and smoother upgrade process to Exchange 2013.

- Provides a virtually unlimited mailbox
- Eliminates mailbox quotas and .pst files
- Optimises storage through tiering and deduplication of data
- Proactively deletes junk mail to keep only important emails
- Meets regulatory compliance requirements by archiving the `{ } ^ `` emails.



USEFUL LINKS:

- [Product Information – Veritas Enterprise Vault for Microsoft Exchange Servers](#)

Veritas Backup Exec and Veritas NetBackup

Voted MExchange.org Readers' Choice Awards Winner. Veritas' backup solutions allow Microsoft Exchange customers to recover individual messages, folders and mailboxes. IT administrators are also able to eliminate separate mailbox backups.

- Reduces required backup and optimises storage infrastructure with integrated deduplication
- Helps meet recovery point objectives with continuous data protection ensuring recovery to virtually any point in time
- Saves storage space and easily restores individual emails, folders, or mailboxes



USEFUL LINKS:

- [Product Information – Veritas Backup and Recovery Solution](#)

MICROSOFT HYPER-V



05

MICROSOFT HYPER-V

THE VERITAS CONNECTION

Organisations want to reduce costs, improve efficiency, and decrease complexity. Virtualisation can solve these problems, but it also presents its own set of issues. Customers need help moving data, making sure their current systems are compatible, and keeping their information totally protected.

The Veritas connection: Veritas solutions provide end-to-end backup, recovery and protection, making it easy for Microsoft customers to manage physical and virtual infrastructures.

Veritas Backup Exec and Veritas NetBackup

Perfect for customers moving to a fully virtualized system, Veritas' backup solutions offer an easy way to protect virtual environments.

It provides reliable application-aware backups for Microsoft Hyper-V users.

- A single, intuitive management console for all backup and recovery activity
- Easily apply consistent policies and service levels
- Save time, cut costs, and reduce the risk of losing data



USEFUL LINKS:

- [Whitepaper – Protecting Microsoft Hyper-V Environments](#)

Veritas InfoScale Availability

Veritas protects the most important applications from planned and unplanned downtime. InfoScale Availability provides availability for virtual machines running critical business services across metro sites, without any data loss (Zero Recovery Point Objective).

- Enables virtual machines to be configured in a single stretch cluster, with heterogeneous storage
- Ensures no data loss when virtual machines failover across metro distance



USEFUL LINKS:

- [Product Information – Veritas InfoScale Availability](#)

MICROSOFT WINDOWS SERVERS



06

MICROSOFT WINDOWS SERVERS

THE VERITAS CONNECTION

Customers worried about possible data loss need to have the most important business applications easily accessible, but secure. They don't want unexpected downtime, poor storage visibility, or difficulty sharing files.

The Veritas connection: Maximises storage efficiency in physical and virtual environments. Enables a flexible, agile and reliable storage infrastructure.

Veritas InfoScale Storage

Veritas InfoScale Storage gives Microsoft customers powerful storage options, with no interruptions to servers or critical applications.

- Provides comprehensive insight into the storage environment enabling improved usage and efficiency across all major operating systems including Microsoft Windows
- Can be used for physical and virtual storage
- Makes it easy for users to manage and share storage



USEFUL LINKS:

- [Product information – Veritas InfoScale Storage](#)

Veritas Backup Exec and Veritas NetBackup

Veritas Backup Exec and Veritas NetBackup are the fundamentals of Windows Servers by backing up the – directly to a bare metal system

- Recover a physical system into a virtual environment
- Allows users to search across all backups and all systems simultaneously

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USEFUL LINKS:

- Product Information - Veritas Backup and Recovery Solution

Veritas Data Insight

Veritas Data Insight provides visibility into what users are storing in the Windows storage infrastructure

- Gain visibility into what users are storing in the Windows storage infrastructure
- Take action from the increased visibility of infrastructure.
- Resume control of storage growth in Windows servers to ensure corporate governance



USEFUL LINKS:

- Product information – Veritas InfoScale Storage

Veritas Enterprise Vault

Enterprise Vault reduces the management, administration cost and legal risk in storing data on Windows servers.

- Removes PST files from Windows Servers & backup volume, time and cost.
- Reduces the amount of data for performance improvement of Windows services and applications



USEFUL LINKS:

- [Whitepaper – Your Backup is Not an Archive](#)

KEY CONTACTS

If you have questions related to additional marketing and sales resources, please contact us on pmc.apj@veritas.com.

To request additional training on the Veritas connection to Microsoft technology, please contact your Partner Success Manager.

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