

Upgrade Opportunities for Backup Exec **VERITAS**

Easily upgrade customers and prospects to the latest version of Backup Exec with all-inclusive licensing



Quote quickly and increase order value with Capacity Edition and new Capacity Edition Lite for simpler environments.



Accelerate customers' move to virtual: simplify and streamline their data protection and disaster recovery strategy.



Attach and extend Backup Exec with every new Windows® server, application, and VMware or Hyper-V virtual server.



Provide Backup Exec-as-a-Service. Help customers focus on their core business with a service-led strategy.

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Migrate Active Customers

Active Backup Exec customer cross-grade to 1TB of Capacity Editions for each eligible license

- Backup Exec customers with active maintenance can migrate to Capacity Edition or Capacity Edition Lite using cross-grade SKUs which are equivalent to the renewal price. This applies to licenses purchased before 6th April 2015.
- It is not necessary to trade-in all existing licenses.
- Additional Capacity Edition or Capacity Edition Lite above the number of eligible licenses is purchased at standard price.
- Any licenses traded-in will be expired.

Migrate Inactive Customers

Backup Exec customers with old versions use Capacity version upgrades for each eligible license.

- Backup Exec customers using older versions of the product without maintenance can migrate using Capacity Edition or Capacity Edition Lite Reinstatement Fee plus appropriate renewal.
- It is not necessary to trade-in all existing licenses.
- Additional Capacity Edition or Capacity Edition Lite above the number of eligible licenses is purchased at standard price.
- Any licenses traded-in will be expired.

Migrate Competitive Customers

Customers using an alternative product upgrade to Backup Exec using Capacity Competitive Upgrades

- Customers using an alternative backup product can easily upgrade to Backup Exec 15 Capacity Editions using Capacity Edition or Capacity Edition Lite competitive upgrades.
- Current Backup Exec customers may be eligible for version update and cross-grade discounts
- Case Study: Why customers replace other backup solutions with Backup Exec

Product Features	Virtual	Physical	Windows	Linux	Mac	VMware	Hyper-V	Microsoft Exchange	Microsoft SQL	Microsoft SharePoint	Active Directory	Oracle	Lotus Domino	Enterprise Vault	Centralized Management	Deduplication	Single Drive Tape Library	Multi Drive Tape Library	Virtual Tape Library	NDRP Support	File / email archiving
Capacity Lite Front-End TB	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓			✓		*		
Capacity Front-End TB	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓

*Single Tape Drive Support