ONE BACKUP TO RULE THEM ALL.

Virtual. Physical. Cloud.
Backup Exec.

Backup Exec in Partnership

Presenter Name

VERITAS™

ONE BACKUP TO RULE THEM ALL.

Virtual. Physical. Cloud.
Backup Exec.

Veritas Corporate

Survey Feedback

Bringing Value

Key Features

Customer References

Selling and Renewing

VERITAS™

The Digital Business Relies on Information

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But There Are Significant Challenges Today

Poor Visibility

- *Data is scattered, mostly unstructured, across heterogeneous systems*
- *No single source of truth to make informed decisions*

Exposed to Risk

- *Low visibility into what is being stored or accessed by users, backed up, retained*
- *Business risk from non-compliance, unplanned downtime, service interruption*

Paying Too Much

- *Storing everything, including old, redundant or irrelevant data*
- *Maintaining accumulated legacy infrastructure*

Not Agile Enough

- *Not developing new applications quickly enough*
- *Limited by traditional IT processes*

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IT is Under Pressure from Multiple Directions

Hybrid Clouds

Need ability to reliably migrate/failover workloads seamlessly across Clouds as needed

Big Data

Need to provide visibility into large sets of unstructured data for business decision making, monetization

Open Source

Open Stack and Containers being adopted by developers, but need enterprise class '-ilities'

Increased Regulation

Need to know where your data is, and apply compliance policies consistently

"White Box" Storage

Need to reliably store, protect and provision enterprise data at scale on choice of hardware

Always On

Need to protect and preserve data at all times, ensure it is available & recoverable with no interruption to operations

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Evolving IT Architecture Does Not Solve the Problem…

Pressures

- ‘Always On’
- Data Explosion
- Cloud Economics
- More Regulations
- Open Source

APPLICATION	docker, CLOUD FOUNDRY
DATABASE	PostgreSQL, MySQL
INFRASTRUCTURE	openstack, amazon web services
STORAGE	ceph, NUTANIX

Challenges

- Nothing Goes Away
- Workload Proliferation
- Developer Demands
- Skillset Shortage
- DIY Integration

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How Do You Meet the New Requirements?

New Business Capabilities

BI / Analytics | New Products | New Services | New Processes | B2C / B2B | DevOps | LOB Value

Heterogeneous Sources

On Premises | Hybrid Clouds | Structured Data | Unstructured Data | Open Source | Hyper Converged

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The Veritas Approach: Holistic Information Management

New Business Capabilities

BI / Analytics | New Products | New Services | New Processes | B2C / B2B | DevOps | LOB Value

VERITAS™ Information Management

Information Protection

Ensure data and apps are safe no matter where they travel

Information Availability

Ensure performance, uptime, resilience and scale

Information Insight

Reduce risk with visibility, control and governance

Heterogeneous Sources

On Premises | Hybrid Clouds | Structured Data | Unstructured Data | Open Source | Hyper Converged

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Important Capabilities within Each Category

Information Protection

- Backup & Recovery
- Integrated Appliances
- Copy Data Management
- Distributed File System

Information Availability

- Software Defined Storage
- Disaster Recovery
- Business Resiliency
- Storage QoS for OpenStack

Information Insight

- Archiving & Retention
- File Classification
- eDiscovery
- Data Provenance

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The Veritas Portfolio of Information Management Capabilities

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The Veritas Portfolio of Information Management Capabilities

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COMPANY CONFIDENTIAL

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The Journey to Higher Information Value

Protection

Ensure data and apps are safe everywhere

Availability

Provision or migrate data anywhere

Insight

Control all my data simply via policy

Monetize

Maximize my return on data

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Find the Right Solution for the Customer

Positioning Backup Exec and NetBackup

- **Define the Customer**
  - What is their level of IT administration capability?
  - How price-sensitive are they?
  - What is the organization's growth path?
- **Assess the Environment**
  - What OS, platforms, databases, apps do they have?
  - What advanced storage capabilities do they use?
  - How much admin centralization do they require?
- **Propose the Right Solution**
  - Present Solutions, not products or features
  - Veritas wins by stopping the competition!

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2.2 million organizations rely on Backup Exec

Available in 200 countries worldwide

Backups completed: 800 million

Restores performed: 7 million

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The Market Opportunity

$6bn Growth continues at 8%

Data Protection is Highly Fragmented

#1 Vendor Worldwide

VERITAS™ | Microsoft | vmware® | amazon web services™

Mid-Market Backup & Recovery

- Physical & On-Premise ← Flat Growth
- Highly Virtualized ← Positive Growth
- Cloud-to-Cloud & MSP ← High Growth

VERITAS

http://www.itpro.co.uk/back-up/25923/veritas-ba
ONE BACKUP TO RULE THEM ALL
Virtual, Physical, Cloud Backup Exec from Veritas
Register for our Backup Exec event
19th July 2016
VERITAS
ITPRO
IT ANALYSIS. BUSINESS INSIGHT.
SECURITY
MOBILE
SERVER
NETWORKING
CLOUD
STRATEGY
PUBLIC SECTOR
STORAGE
MORE
NEWS
REVIEWS
IN-DEPTH
APP
BUSINESS TRAVEL
INNOVATION AT WORK
LEADERSHIP
WHITEPAPERS
Veritas Backup Exec 15 review
Easy backup management, excellent VM support and attractive pricing make this a tempting choice for SMBs
PC PRO
RECOMMENDED

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MSExchange.org
Home
Articles & Tutorials
KBase Tips
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Reviews
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Blogs
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Forums
White Papers
Contact Us
ONE BACKUP TO RULE THEM ALL
Virtual. Physical. Cloud
Backup Exec from Veritas.
Register for our Backup Exec event
19th July 2016
VERITAS
Veritas Backup Exec - Voted MSExchange.org Readers' Choice Award Winner - Exchange Backup
by The Editor [Published on 18 May 2016 / Last Updated on 18 May 2016]
Veritas Backup Exec was selected the winner in the Exchange Backup Category of the MSExchange.org Readers' Choice Awards. Veeam Availability Suite and Acronis Backup Advanced for Exchange were runner-up and second runner-up respectively.
Winner in the Exchange Backup Category of Readers' Choice Awards: Veritas Backup Exec
MSExchange.org
READERS' CHOICE WINNER
1
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http://cw.com.hk/sites/default/files/media/attachments/domain13/ezines/june-2015.p
ONE BACKUP TO RULE THEM ALL
Virtual. Physical. Cloud
Backup Exec from Veritas.
Register for our Backup Exec event
19th July 2016
VERITAS
COMPUTERWORLD HONG KONG
Hong Kong's Source of IT Insight
Home · News · Features · Opinions · Blogs · Whitepapers · Events · Awards
Business Software | Cloud | IT Management | Mobile | Networking | Security | Servers & Data Centers | Storage | Industry Issues | Internet
AWARDS 2015
Storage
BACKUP & RECOVERY
WINNER:
Symantec Backup Exec 15
2ND PLACE: IBM
3RD PLACE: MICROSOFT
Backup Exec 15 targets hybrid cloud environments
The backup and recovery market leader wants to help simplify information management in an increasingly hybrid cloud IT setup
By Gigi Onag
COMPUTERWORLD AWARDS 2015

VERITAS

So what are the problems that Backup Exec solves so well?

VERITAS™

Lets start by asking some questions . . .

OBJECTIVE: Market research to gain insight into data protection practices, including the role of cloud and virtualization.

RESEARCH METHODOLOGY: In June 2016, Spiceworks surveyed 906 IT decision-makers across the globe.

RESPONDENT PROFILE:

COUNTRY

COMPANY SIZE

TOP INDUSTRIES

JOB TITLE

SPICEWORKS Where IT goes to work.

VERITAS

Where is data today?

Nearly half of data currently resides in physical systems

SPICEWORKS
Where IT goes to work.

VERITAS

Where will data be tomorrow?

In the next 3 years, more data is expected to move to the cloud

Data backup & recovery is a top use case for cloud

SPICEWORKS
Where IT goes to work.

VERITAS

What is the main use case for cloud?

Backup and Recovery is the

number one

cloud use being considered

SPICEWORKS
Where IT goes to work.

VERITAS

What Won’t You Send To The Cloud?

“This can pose a large barrier to cloud-based solutions for organizations”

SPICEWORKS
Where IT goes to work.

VERITAS

How complicated is data protection today? How complicated will it be tomorrow?

4.1

On average respondents had 4.1 data protection products in place

64% expect data growth over next three years

33% estimated increase in data volume

SPICEWORKS
Where IT goes to work.

VERITAS

What Benefits Do You Expect From a Unified Data Protection Solution?

"One stop solution means less management, subscription, licensing of multiple products."

SPICEWORKS Where IT goes to work.

VERITAS

Backup Exec delivers solutions to key customer problems

VERITAS™

POWERFUL
FLEXIBLE
TRUSTED

VERITAS™

POWERFUL

“What benefits do you expect from a unified data protection solution?”

HOW RECENT CAN YOU ACCESS? **HOW QUICKLY CAN YOU ACCESS?**

VERITAS™

“Backup and Recovery is the number one use case being considered for cloud”

FLEXIBLE

DO YOU HAVE THE POWER TO MAKE THE RIGHT TECHNOLOGY DECISION?

VERITAS™

“What would you do with the time you currently spend on backup and restore?”

TRUSTED

amazon web services

vmware

TIMELY PLATFORM AND APPLICATION SUPPORT

EASE OF INSTALLATION AND OPERATION

PREDICTABLE PRICING AND A SINGLE RENEWAL

VERITAS™

COMPLETE PROTECTION

BE Cloud Ready

A cloud-ready operating system requires cloud-ready data protection across virtual and physical platforms. It should also combine the ability to enable organizations migrate applications and information off-premise.

Backup Exec™ 16* delivers immediate support for:

- **Windows Server 2016**
- **Hyper-V 2016**
- **Microsoft Azure**

Leverage powerful, flexible protection in one unified interface that is trusted around the world to secure and manage virtual, physical and cloud platforms.

Whether you are deploying the latest Windows operating system and hypervisor or migrating to Microsoft Azure, Backup Exec is the logical choice.

WINDOWS SERVER 2016

HYPER-V 2016

MICROSOFT AZURE

VERITAS

WHAT'S NEW

BACKUP EXEC 16

Virtual machines protection: Hyper-V 2016
vSphere 2016
Instant Recovery for Hyper-V 2016

Install Backup Exec Server on Windows 2016
Protect supported workloads on Windows 2016
Simplified Disaster Recovery of Windows 2016
Protection of SQL 2016
BEDB hosted on SQL 2014

Microsoft Azure cloud connector; direct cloud storage target support

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Key Feature Topics

Virtual

Physical

Cloud

Unified

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Virtual: Recovery Flexibility

- Any level of recovery
- From a single VM backup
- From any Backup Exec storage

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Instant GRT – Faster Backup

- Minimize time needed for VM backups
- More frequent backups reduce data loss
- Reduced data loss minimizes business risk and cost

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Instant Recovery – Faster Recovery

- Minimize the time needed for VM recovery
- Eliminating need to restore increases availability
- Improved availability increases business productivity

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Key Feature Topics

Virtual

Physical

Cloud

Unified

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Physical: Platform Support

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Physical: Hardware Support

Disk Storage Devices

- **Local Disk**
  eSATA, SAS, PCI*n*, USB/RDX
- **Network Disk**
  UNC, CIFS
- **Deduplication Disk**
  Local/Shared, OST
- **Shared Storage**
  FC, iSCSI

Tape Storage Devices

- **Tape Drives**
  FC, SAS, SCSI, NDMP
- **Tape Libraries with Drives**
  FC, SAS, SCSI
- **Virtual Tape Libraries**
  FC, SCSI, NDMP

Appliance Storage Options

- **3rd-Party Appliances**
  OST/Ethernet, NDMP
- DELL, FUJITSU, datadomain, FalconStor, EXAGRID, hp, Quantum, VERITAS

Cloud Storage Options

- **Quantum Q- Cloud**
  Public cloud storage
- **AWS Storage GTW-VTL**
  AWS cloud storage
- **NetApp AltaVault Appliances**
  Cloud storage Gateway
- **Private Cloud Services**
  Ethernet/VPN

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Deduplication

Integrated Data Deduplication

- Flexible deduplication choices maximize infrastructure utilization
- Deduplication across multiple clients, platforms and technologies minimizes storage costs
- Deduplication Assessment Tool helps predict storage savings as a result of implementation

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Simplified Disaster Recovery

Protects System State Components

- ✓ System volume
- ✓ Boot volume
- ✓ Services volumes
- ✓ System state components

Enables Extended Benefits

- Bare metal recovery
- Dissimilar hardware
- Online server recovery
- Physical to virtual (P2V)
- Virtual to Physical (V2P)
- Backup to virtual (B2V)
- Convert to virtual without a backup stream
- Ad-hoc virtual conversions

- Minimize time needed to recover
- Bare metal restore increases availability
- Improved availability increases productivity

Complete Windows System Protection

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Key Feature Topics

Virtual

Physical

Cloud

Unified

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Cloud: Connectors

No additional licensing required

Microsoft Azure

Install in Azure

Via NetApp AltaVault

Direct to Azure (available November)

amazon web services™

Amazon S3

Amazon Glacier

Any S3 Connector

amazon web services | Test Drive

EC2

Storage Gateway

Google Cloud Platform

Quantum

- Reduce total storage ownership cost
- Incorporate and transition to cloud
- Integrated ‘in-flight’ and ‘at rest’ encryption

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Managed Cloud

- Reduce cost and complexity over tape management
- Integrated encryption ‘in flight’ and ‘at rest’
- Combine deduplicated off-site backup with fast local recovery
- Automated off-site copy process managed locally or remotely
- Manage regulatory concerns around public cloud host locations

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Managed Cloud

- Backup Exec servers at customer sites in MSP's domain
- Use transfer drives to seed the cloud Backup Exec server
- Backup Exec servers at customer sites protected by encryption
- Local backups of customer servers for fast restore capability
- Leverage deduplication to optimized backup storage
- Optimized duplication can improve WAN transfer speeds

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Key Feature Topics

Virtual

Physical

Cloud

Unified

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Unified Solution

One License

- Minimize time to purchase, manage and use
- Spend less effort “doing backups”
- Reallocate time to core competencies

One Interface

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Centralized Management

- Minimize time to manage sites and servers
- Ensure all data is included in protection regime
- Minimize risk of loss and time to manage

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Key Feature Topics

Virtual

Physical

Cloud

Unified

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Backup Exec success

experienced globally

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bültel
INTERNATIONAL FASHION GROUP

Organization profile

Website: www.bueltel.com
Industry: Manufacturing
Headquarters: Salzbergen, Germany
Employees: 1,800

Key challenges

Bültel Bekleidungswerke GmbH needed to standardize technology serving three different lines of clothing, and stabilize basic services such as backup, security, and archiving.

Solution

The company turned to Veritas for backup, endpoint and messaging security, and archiving solutions that deployed quickly and drove many efficiencies.

Benefits

- €62,800 (US$78,000) in drive space reclaimed by deduplication
- Up to 10 times faster recoveries and higher success rates than previous backup solution
- Zero disruption from malicious code since deploying endpoint security
- 99% of spam blocked with no disruption from false positives, boosting productivity
- Projected €4,700 (US$5,600) in drive space saved by email archiving

Organization Profile

Website: www.betaoffshore.com
Industry: Power and Energy
Headquarters: Long Beach, California
Employees: 250

Key Challenges

Beta Offshore has more than a million files and dozens of virtual machines to protect, and needed a backup and recovery solution that would minimize risk and be easy to operate.

Solution

The organization uses Veritas Backup Exec because of a long track record of reliability and ease-of-use.

Benefits

- 1.4 million files protected with 100% recovery success to date
- About 4 recoveries per month
- 98% backup success rate

SkyLink DATA CENTERS

Organization Profile

Website: www.skylinkdc.com
Industry: Technology
Headquarters: Naples, Florida
Employees: 35

Key Challenges

As it hosts 4,000 businesses and 30,000 users, Florida's SkyLink Data Centers needs to provide them with reliable, fast, cost-efficient backup and recovery.

Solution

The company upgraded to Veritas Backup Exec 2014 to gain from faster backup, faster and higher yield deduplication, and a long, proven track record in backup and recovery reliability.

Benefits

- Up to 20% reduction in backup time
- 3x faster deduplication time vs. Backup Exec 2010
- Up to 10% improved deduplication ratio vs. Backup Exec 2012
- 99% backup success and 100% recovery success with 20 recoveries per month
- 15 servers recovered to dissimilar hardware in three hours, minimizing disruption

Selling, Renewing, Building the Future

VERITAS™

Licensing Options

Product Features	Virtual	Physical	Windows	Linux	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	NDMP Support
Capacity Lite Front-End TB	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓			✓		*	
Capacity Front-End TB	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
V-Ray Virtual Socket	✓	+	✓	✓	✓	✓	✓	✓	✓	✓	✓				✓				
À la Carte Per License	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓

+Backup Exec Server license included
*Single Tape Drive Support

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Migrate And Renew

MIGRATE EACH ELIGIBLE BACKUP EXEC LICENSE TO 1 TB OF CAPACITY

ACTIVE MAINTENANCE

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.
- Applies to licenses owned 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.

INACTIVE MAINTENANCE

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 cross-grade SKUs for expired maintenance.
- 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.

COMPETITIVE PRODUCTS

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.

CAPACITY RENEWAL PRICE CHANGES

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Keep your Backup Exec Support Maintenance Contract up to date

Enjoy the powerful benefits of an automated and proactive support services system designed to protect your software investments

Maintenance Renewal

Ensure your Backup Exec investment is at its best and keeping your critical data resources protected and supported.

Benefits of an Active Support Maintenance Contract

Lower Total Cost of Ownership

Automated processes and approaches to technical support mitigate support costs and risks and improve overall case handling.

Improved Reliability and Serviceability

Active support engagement improves data gathering and results in high Enterprise Vault reliability.

Expedited Issue Resolution

Proactive data gathering services improve the overall support experience and allow customer issues to be resolved much faster.

Key Features of an Active Support Maintenance Contract

ACCESS

24x7 Support

- ✓ Telephone-based support
- ✓ Web-based support
- ✓ Support website
- ✓ Knowledgebase support

MAINTENANCE

Patches and Updates

Free proactive delivery of product updates, patches, and bug fixes. Free proactive product updates.

CONTACTS

Support Liaisons

- ✓ World class multi-language technical support experts
- ✓ Best practices based on deep and wide industry experience
- ✓ Assistance with license renewals and access to online portals

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https://www.veritasrenewals.com/

Renewals Portal: Quick and Easy

- Complete view of your renewals opportunity
- Search and sort renewal opportunities
- Identify “Hot to Buy” and Cross-sell
- Easily generate renewal quotes
- Dashboard view of your business

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Backup Exec: Renew or Upgrade

Backup Exec 15 customer without maintenance:

Renew prior to release

Backup Exec 16 upgrade included

Older version customer without maintenance:

Upgrade prior to release

Backup Exec 16 upgrade included

Product Release
7th November

No Grace Period

All customers without maintenance must pay to upgrade

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Veritas Renewal Policy Change Overview

- *Veritas has discontinued the 30-day grace period for renewal of maintenance.*
- *Full enforcement starts with renewals due from November 1st 2016*

The 30-day grace period no longer supports Veritas' Support strategy.

Once maintenance expires, customers are no longer entitled to access any maintenance deliverables.

On-time renewal of Maintenance is the only way to ensure uninterrupted coverage and continuous protection

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Backup Exec Continuous Delivery Roadmap

Planned Roadmap

Q3 CY'16 TRUST / PERFORMANCE	Q4 CY'16 PLANNING	Q1 CY'17 TRUST	Q2 CY'17 PERFORMANCE
Trust my data can be recovered from my virtual machine	Allow me to **Plan** for the newest operating systems, hypervisors and cloud storage	**Trust** that my Virtual Machine and Cloud backups can be used for long-term disaster recovery	Improve my backup **Performance** to the cloud while optimizing my disk storage and
Feature Pack 5 – *August 2016*	**Backup Exec 16**	**Feature Pack 1**	**Feature Pack 2**
• Instant Recovery of virtual machines • Enhanced MSP / Private Cloud support with "Any S3" target	• Support for Windows 2016, Hyper-V 2016 & vSphere 2016 • Azure cloud storage support	• Enhance resiliency for Instant Recovery virtual machines • Enhance cloud provider selection UI • Enhance license compliance & awareness • SharePoint 2016	• Enhance deduplication performance / dedupe to cloud • Enhance license compliance & awareness per geo (China) • Parity + proliferations • Enhanced Telemetry reporting

Virtual, Physical & Cloud

Disclaimer: Any forward-looking indication of plans for products is preliminary and all future release dates are tentative and are subject to change. Any future release of the product or planned modifications to product capability, functionality, or feature are subject to ongoing evaluation by Veritas, and may not be implemented and should not be considered firm commitments by Veritas and should not be relied upon in making decisions.

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Competitive Landscape

Commvault Simpana is more complicated and more expensive

Backup Exec is designed with ease of use for the small business to small enterprise market so overall setup, configuration and usability are easier. CommVault typically requires significant professional services to implement.

Granular Recovery with Commvault is more much complicated

Backup Exec has one agent that runs a single pass backup. CommVault may require several agents and multiple backups in order to do granular recovery of application data.

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Competitive Landscape

Arcserve deduplication is less flexible

In addition to client-side and target deduplication, Backup Exec also offers 3rd party appliance and storage integration via OST

Arcserve requires multiple backups to restore Exchange

Backup Exec has been delivering granular restore for multiple applications for many years all from a single pass backup. No mailbox backup required

COMMVAULT

arcserve®

assured recovery™

VEEAM

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VERITAS

Competitive Landscape

Veeam is confused by mixed environments

Backup Exec delivers the same look and feel, same set of capabilities and user experience across virtual, physical and cloud all from one unified interface and a single license

Veeam price increases and variable margins . . .

Veeam B&R Standard has increased in price by 120% and yet margins are reported to be decreasing at best; unpredictable at worst with margin being set on an individual opportunity basis recently

COMMVAULT

arcserve®

assured recovery™

VEEAM

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VERITAS

Driving Profitability, Opportunity and Learning

VERITAS™

Caps Off Margin Builder

Register Opportunity

Validation By Veritas

Claim Up To 20%

UP TO 20% UP-FRONT DISCOUNT

Elastic Grid

VERITAS

Drive Backup Exec™ Demand through VERITAS GRID

https://veritas.elasticgrid.com

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Why the Veritas Grid Marketing Platform?

74%

of partners require more sales tools to help them close deals

53%

of partners consider simplicity as one of the top deciding factors to run a co-branded vendor marketing campaign

66%

of partners want outside expertise to generate content for different stages of the buying lifecycle

87%

of partners prefer an integrated multi-touch nurture program

92%

of partners want marketing expertise to help them

VERITAS

Veritas Grid Helps You Solve These Problems

Easy to use launcher	Nurture Flows	Marketing & Sales assets	Passionate people that are there to help you	Results

VERITAS

Lead Nurture Management

Lead Scoring
Lead Scores are calculated automatically based on each contact's level of engagement with the campaign's Grid Module landing page.

10-15mins Lead Alert
Sales teams receive Lead Alerts automatically in their Inboxes, for appropriate follow-up.

Built-In CRM
Lets you nurture leads to close and record all activity per contact and per campaign, easily.

Salesforce
You can push Elastic Grid leads nurtured through the simple, built-in CRM system into your Salesforce account.

VERITAS

Drive Backup Exec Demand

VERITAS GRID: DEMAND GENERATION PLATFORM

- Engage your contacts with professional co-branded Backup Exec campaigns
  - ✓ Co-branded email templates and responsive micro-sites
  - ✓ Supporting collateral and Social media posts
  - ✓ Personalised calls to action to compliment your business model
  - ✓ Automated Lead Alerts sent directly to your sales team

- Flexible Platform to suit your business model:
  - ✓ Campaign-in-a-Box: direct through the Grid Platform. Create, Personalise and Go.
  - ✓ Campaign-to-Go: build your own compelling and bespoke value proposition leveraging Grid Resources
- Leverage the Grid Marketing Support Team for help and advice

VERITAS

Campaign analytics

Detailed reporting for your co-branded campaigns

- Leads
- Visits
- CTAs
- Sources
- Opens
- Opt-outs

VERITAS

Enablement Path

Veritas Training | VERITAS PartnerNet

Learn how to sell, install, configure, and deploy Veritas solutions.

We offer a variety of training and enablement resources to help you become more proficient with our solutions.

Visit our learning management system, Veritas University for Partners, to

- Access defined learning paths
- Browse online training by product
- Browse Veritas Sales Academy Replays
- Browse Veritas Technical Academy Replays
- Listen to the latest Veritas Technical Podcasts
- Register for live webinars & events
- Contact Education Services to get up to 50% off instructor-led training

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Backup Exec™

Current training, exams, and enablement

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VSE Training & Exam

BE 15

VSE+ Training & Exam

BE 15

Veritas Certified Specialist

Click below for exam objectives, prep guide, study guide, and sample exam:

Administration of Veritas Backup Exec 15

Course audE ...
Symantec Backup Exec 15: Differences

The Symantec Backup Exec 15: Differences course provides a...

Actions START

Learn

Course 001198
Backup Exec 15 FP5: Instant Recovery for...

This video demonstrates the Instant Recovery feature for VMware virtual...

Actions START

Learn

Course 001197
Backup Exec 15 FP5: Instant Recovery for...

This video demonstrates the Instant Recovery feature for Hyper-V virtual...

Actions START

Engineering TOIs

BE 2014

BE 15

Education eBooks

BE

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ONE BACKUP TO RULE THEM ALL.

Virtual. Physical. Cloud.
Backup Exec.

Backup Exec

- Enables complete protection across technologies and platforms
- Helps to meet recovery objectives, minimizing downtime
- Drives consolidation of products reducing cost, complexity and risk
- Minimizes time spent “doing” backup
- Is the award winning, trusted solution from the market leader

VERITAS™

ONE BACKUP TO RULE THEM ALL.

Virtual. Physical. Cloud.
Backup Exec.

What Next?

- Drive customers to download the Veritas Spiceworks report
- Explore and execute Backup Exec Grid campaigns with your customers
- Encourage use of the free 60-day trial: http://backupexec.com/trybe
- Maximize your profitability by registering in Margin Builder

VERITAS™

Thank you!

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Backup & Recovery
is a

$6bn

Global market

of which 20% is Midmarket

VERITAS™

8% Market Growth

VERITAS™

“The future is **Unified Backup Solutions** covering **Virtual, Physical, Cloud**”

VERITAS™

Veritas has dedicated resources to drive Backup Exec Globally

Backup Exec is Sold in 200 countries Worldwide

VERITAS

“Backup Exec just worked”
Caroline Kiel. CEO, PingUs
VERITAS

“**Backup Exec** is an **exceptional product** which **works really well** in **both physical and virtual scenarios: it’s time for Backup Exec!**”

Zubair Ismail,
Avnet Technology Solutions

VERITAS™