



Industry trends driving the need for more data protection

PREPARED BY ESG FOR

VEEAM

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Topics Covered Today - Jason

What's shaping modern data center spending priorities

Four data protection trends you should be planning for e

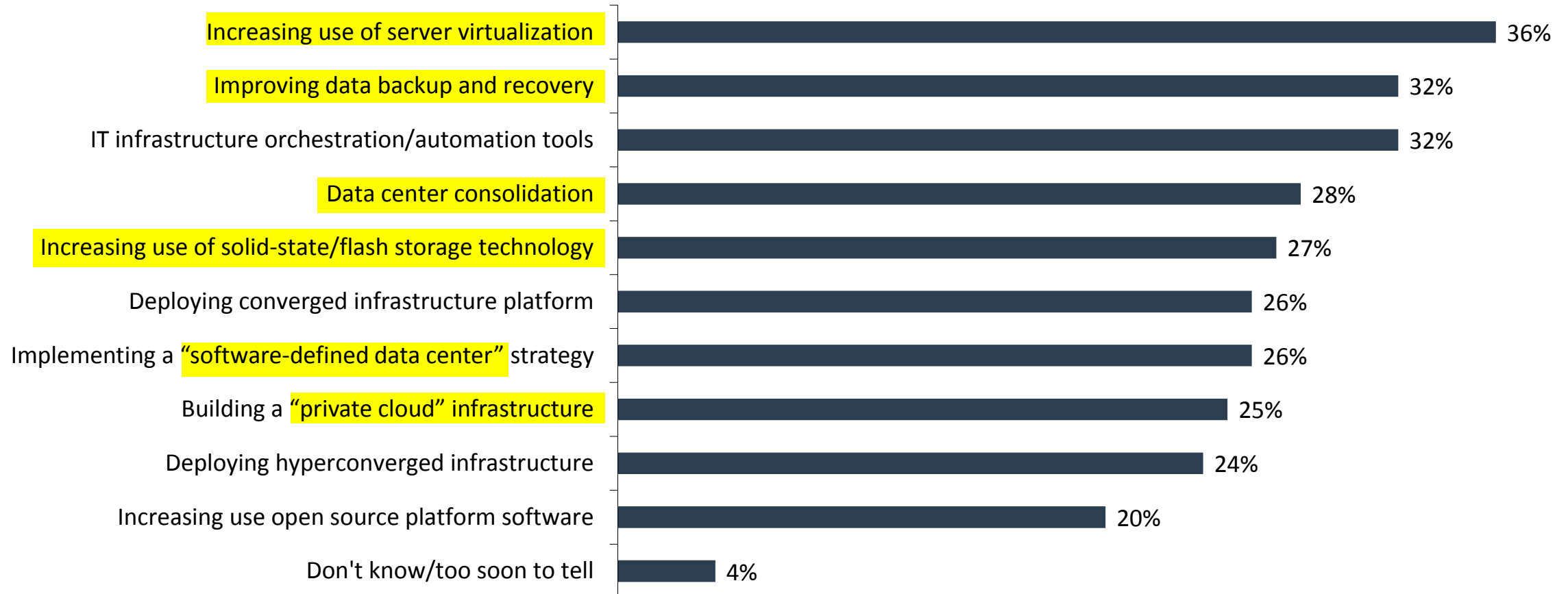
- Production Optimization via Flash
- When you modernize production, you must modernize protection
- Getting more from your data protection infrastructure
- Why you should plan for Hybrid IT

Why HPE created a partnership with Veeam Software

Q and A

2017 Data Center Modernization Spending Priorities

We would like to learn more about your specific spending plans for data center modernization. In which of the following areas will your organization make the most significant investments over the next 12-18 months? (Percent of respondents, N=339, five responses accepted)



Four Trends to be planning for

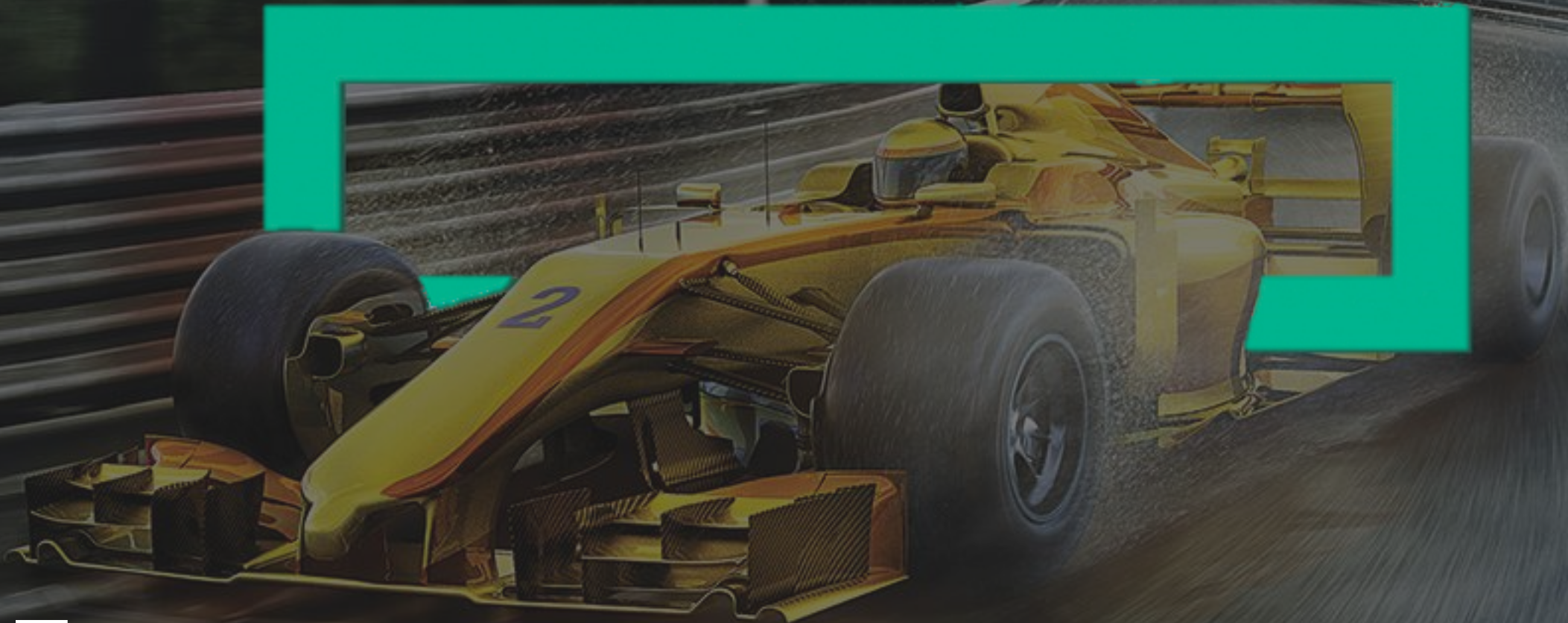
- Production Optimization via Flash
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- Plan for 'Hybrid Everywhere'

Four Trends to be planning for

- Production Optimization via Flash

The rise of the all-flash datacenter

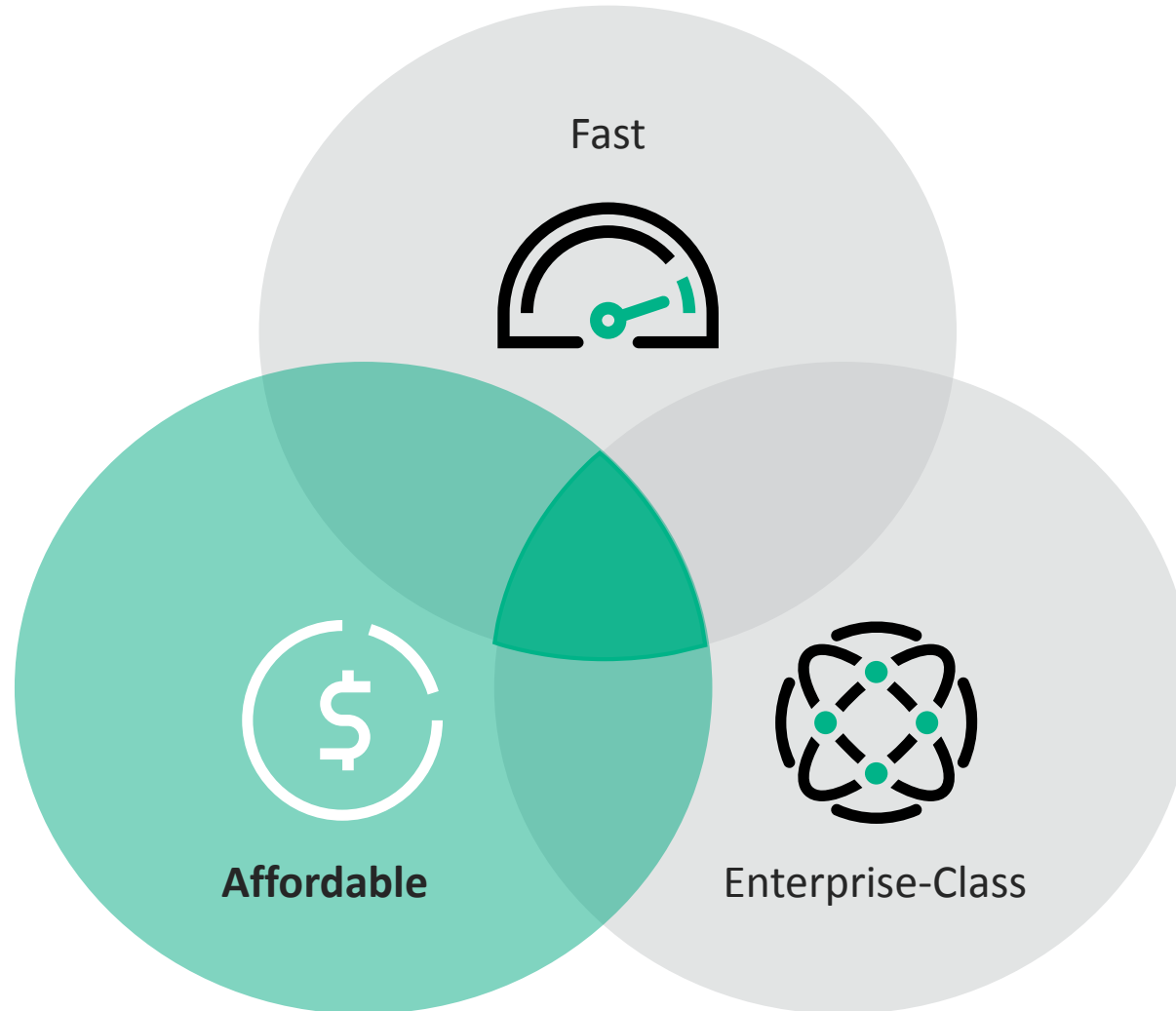
Is all-flash a good thing?



Does Flash Deliver on its promises?

Requirements for:

- Speed
- Economics
- Scale

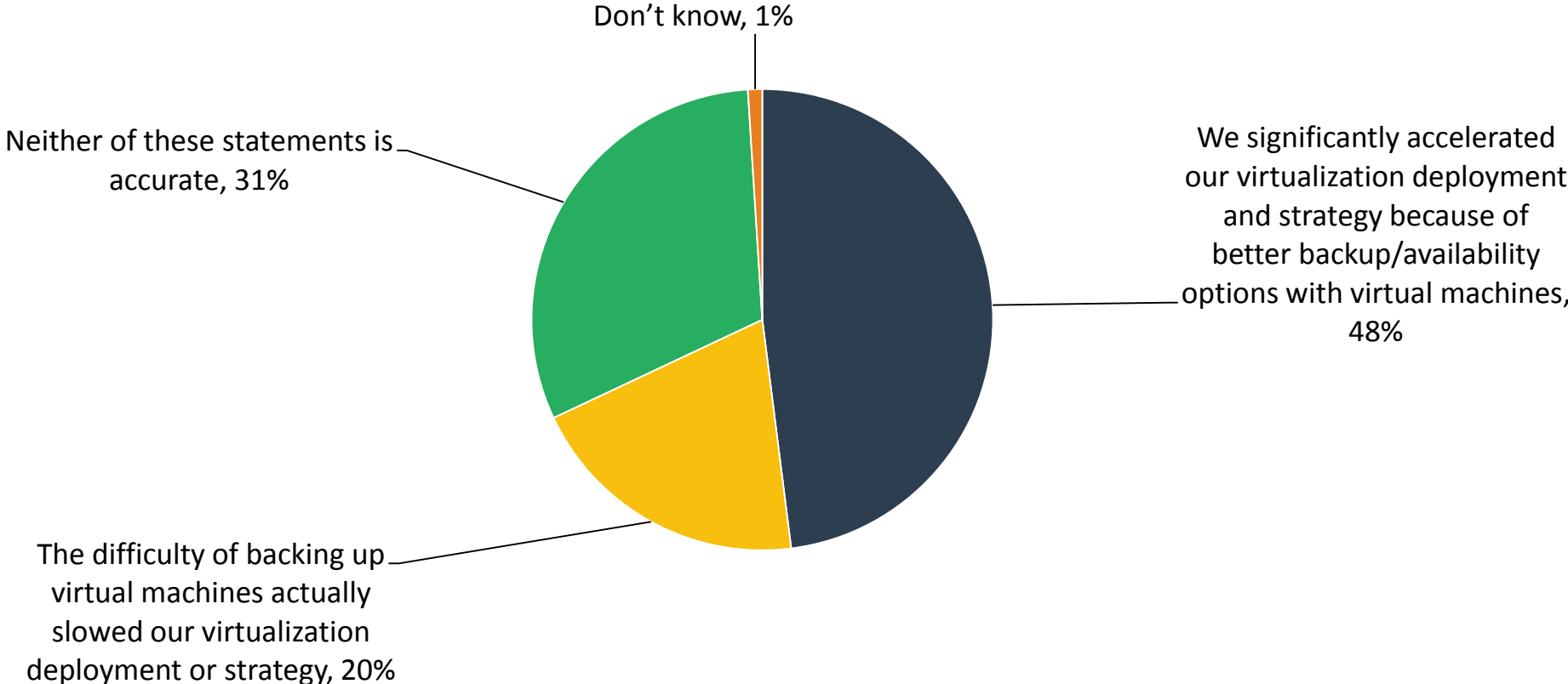


Four Trends to be planning for

- Production Optimization via Flash
- When you modernize Production, you must modernize Protection

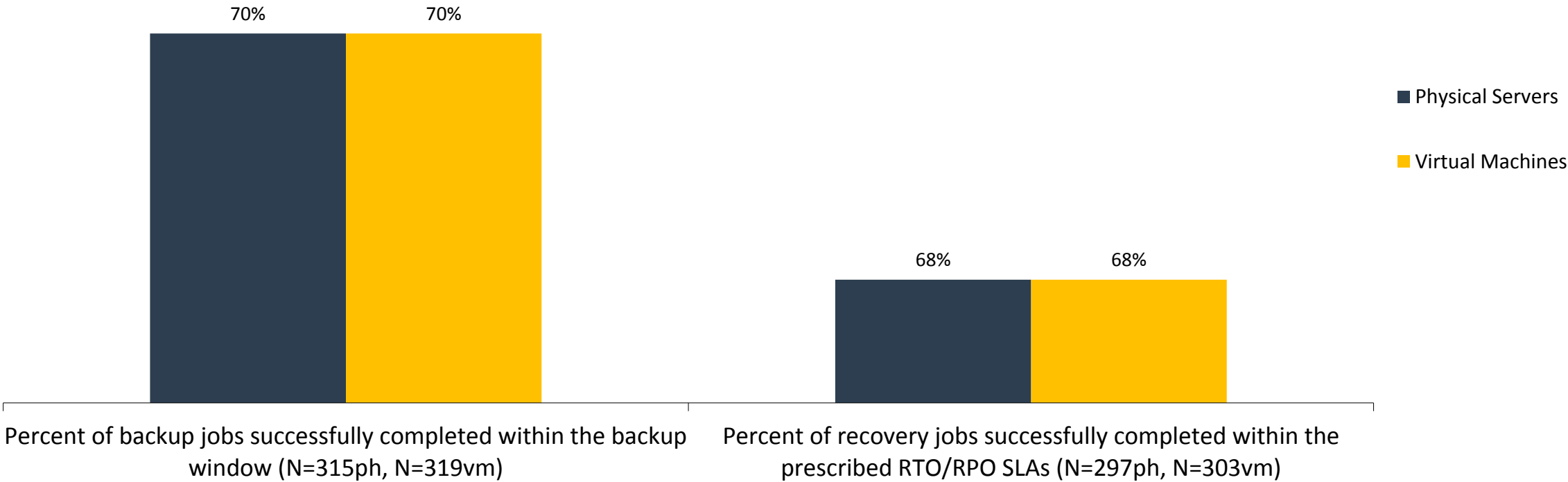
Server Virtualization and Data Protection Relationship Sentiment

Which of the following statements about the relationship between server virtualization and data protection is most accurate? (Percent of respondents, N=400)



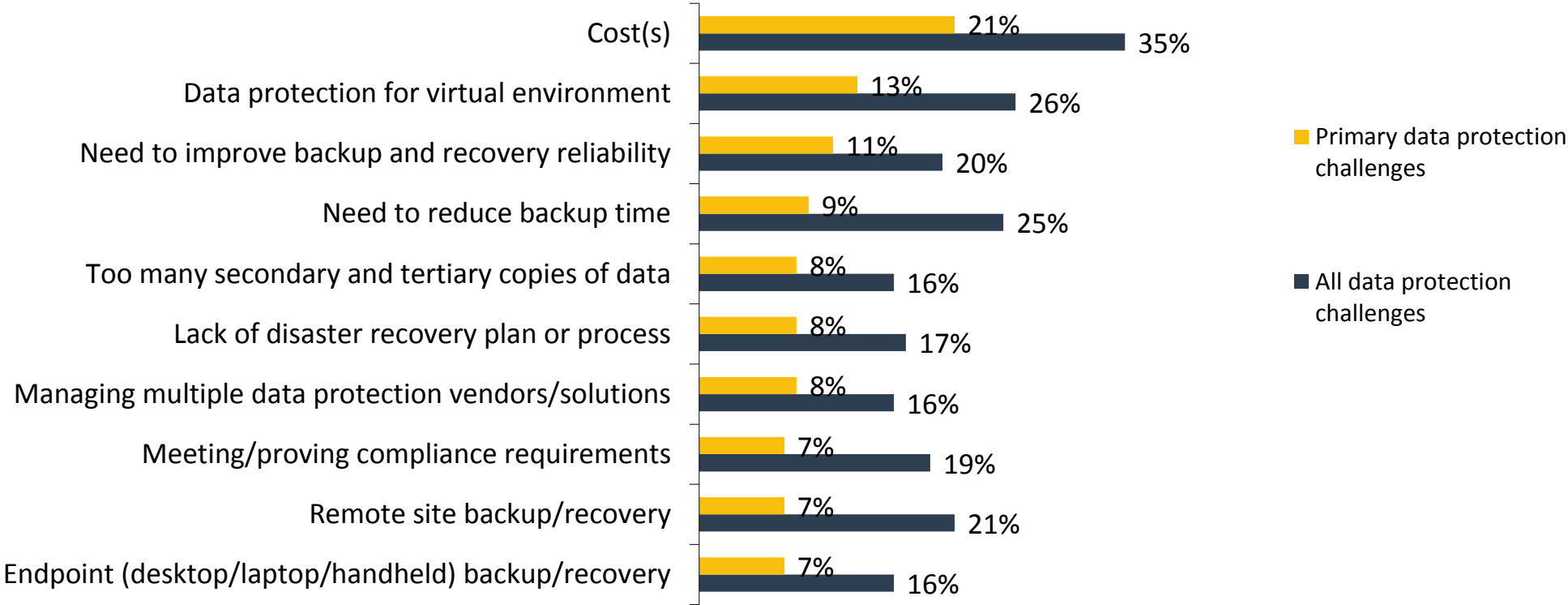
Backup Job and Recovery Job Success Rates

Approximate overall success rate for backup jobs completed within backup windows for physical servers and virtual machines and approximate overall success rate for the recovery jobs completed within prescribed RTO/RPO SLAs for physical servers and virtual machines. (Mean)



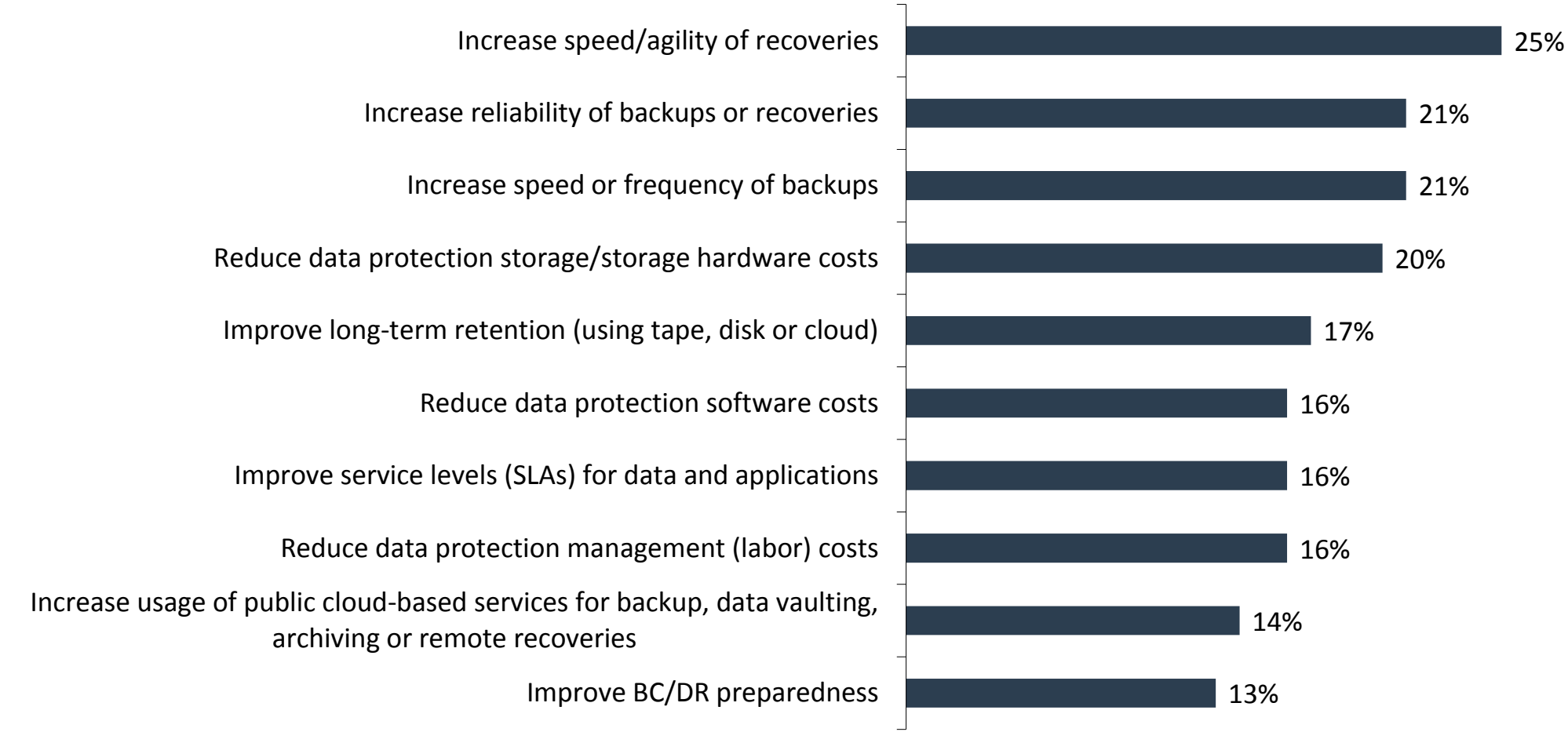
Top Ten Challenges with Current Data Protection Processes and Technologies

Challenges with your organization's current data protection processes and technologies? Which would you characterize as the top challenges for your organization? (Percent of respondents, N=387)



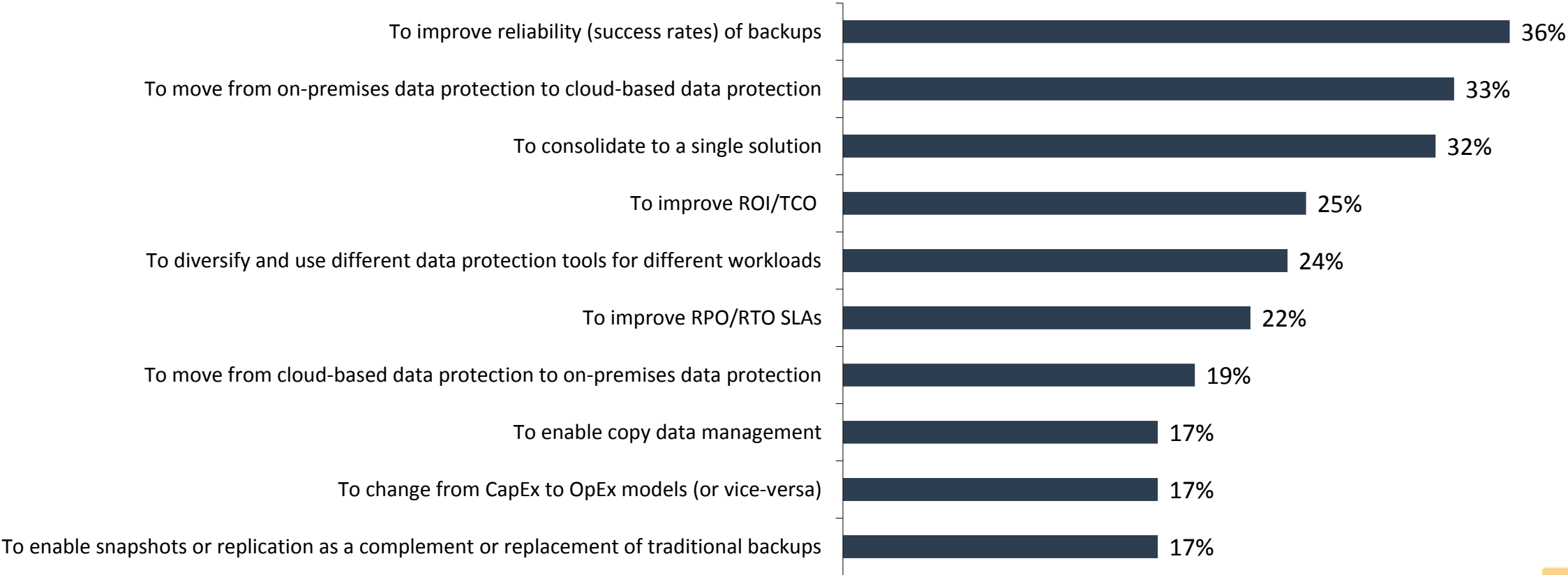
Top Ten Data Protection Mandates from IT Leadership

What are the top data protection mandates from your organization's IT leadership? (Percent of respondents, N=387, three responses accepted; top ten displayed)



Factors That Would Drive Organizations to Change Primary Backup Software Application to a New Vendor/Solution

What would drive your organization to change its primary backup software application to a new vendor/solution or service? (Percent of respondents, N=166, multiple responses accepted)



Why did HPE choose to partner with Veeam?



Transform
to a hybrid
infrastructure



Protect
your digital
enterprise

Enable
workplace
productivity



Empower
a data-driven
organization



veeam


Hewlett Packard
Enterprise

1+1=3
HPE + Veeam
Better Together

Partnership and innovation:

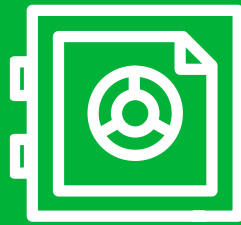
- Aligns with HPE's Hybrid IT and Protection strategy for our customers
- Complete data availability solution
- Reduce time-to-breach-resolution
- Veeam helps enable resilience and business continuity across IT environments, systems, and applications

veeam

AVAILABILITY
for the Always-On Enterprise™



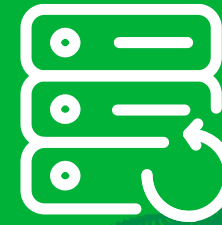
High-Speed
Recovery



Data Loss
Avoidance



Verified
Recoverability

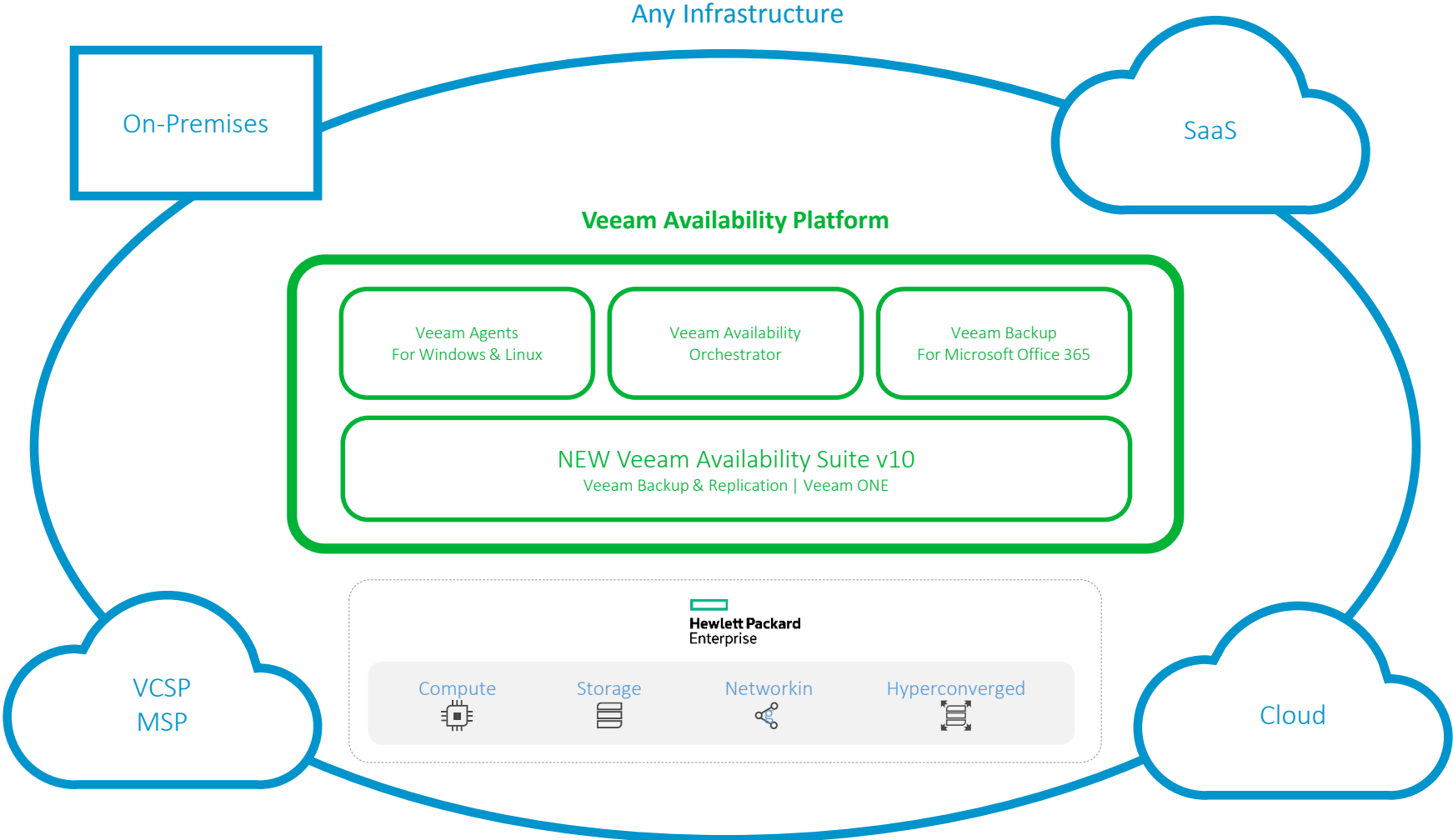


Leveraged
Data

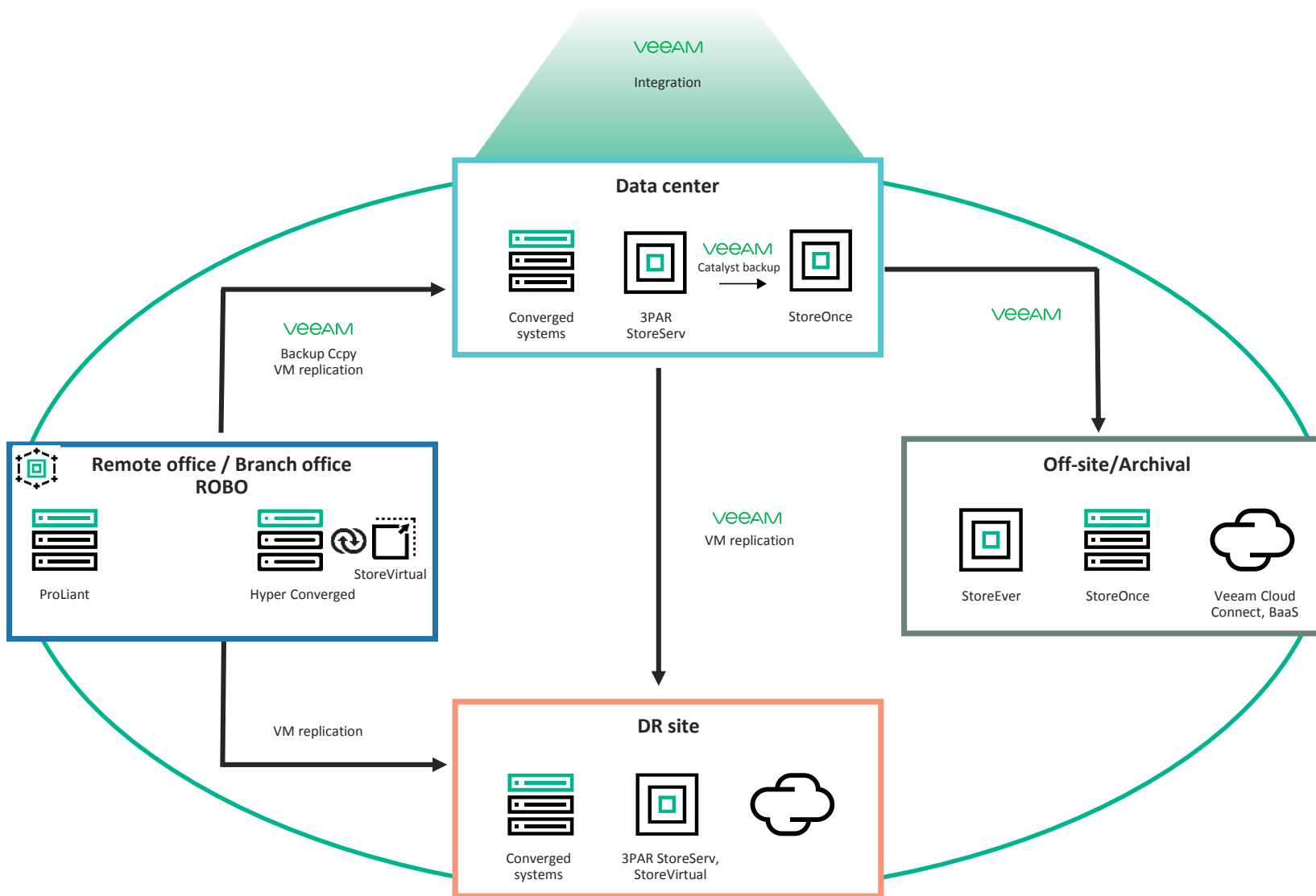


Complete
Visibility

Veeam Availability Platform

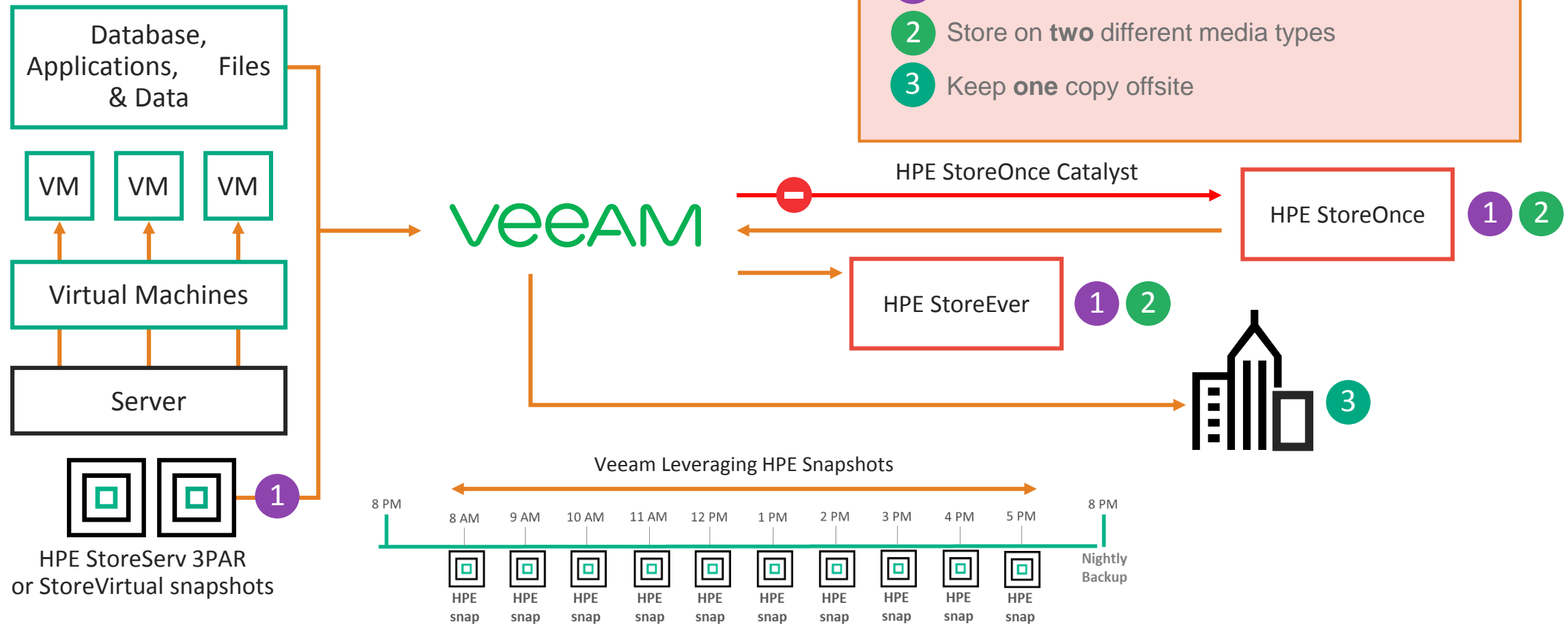


Where does Veeam fit into the Veeam



The 3-2-1 Rule with HPE Integration

Enables complete data availability



Veeam and HPE Focus Products

In-depth integration

Veeam's integration is leveraged across HPE's focus products:

- HPE 3PAR StoreServ
- HPE StoreVirtual and StoreVirtual VSA with HPE Servers
- HPE StoreOnce with Catalyst
- HPE ConvergedSystems (CS 700)
- HPE Hyper Converged (HC-250 & 380)

Position for:

Primary Storage Refresh

Data Protection Projects

Classic Backup vs Availability

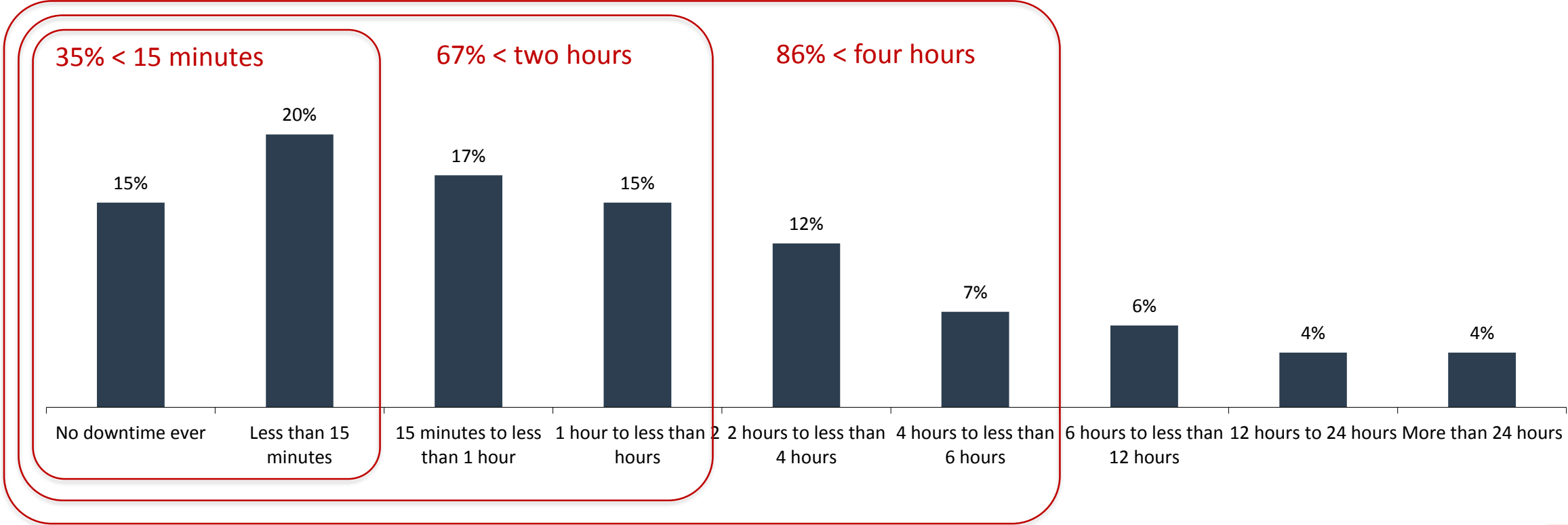
DR Site Cost Reduction

Four Trends to be planning for

- Production Optimization via Flash
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Percentage of Production Servers/Services that Fall Within Each of the Intended Recovery Times

Considering all of your organization's production applications/workloads (including both "high priority" and "normal" workloads), approximately what percentage of these production servers/services fall within each of the intended (i.e., target or "desired" recovery time RTO/SLA versus what your organization has actually delivered) recovery times listed below? (Mean, N=391)



ESG Spectrum of Data Protection

eDiscovery
& Compliance

Archiving

Backups

Snapshots

Replication

Availability

Disaster
Recovery

Business
Continuity



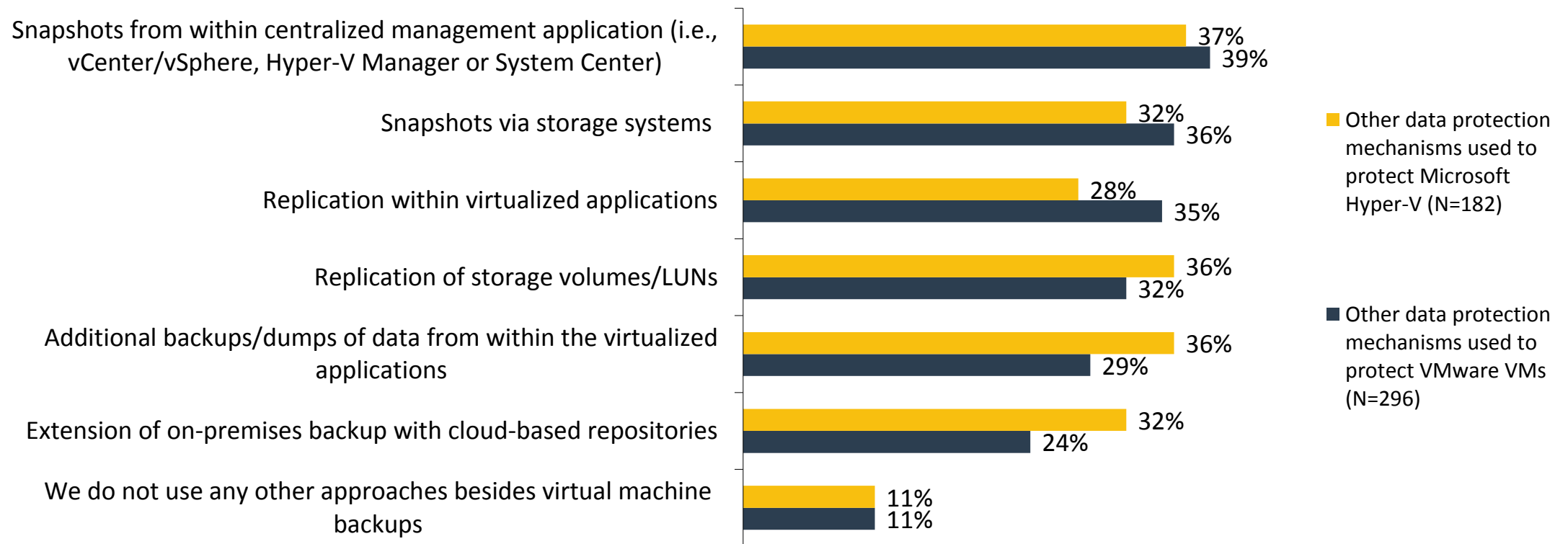
Information Governance
(DATA)

Reactive Recovery
(INFRASTRUCTURE)

Proactive Productivity
(USER)

Data Protection Mechanisms Used to Protect VMware VMs and Microsoft Hyper-V VMs

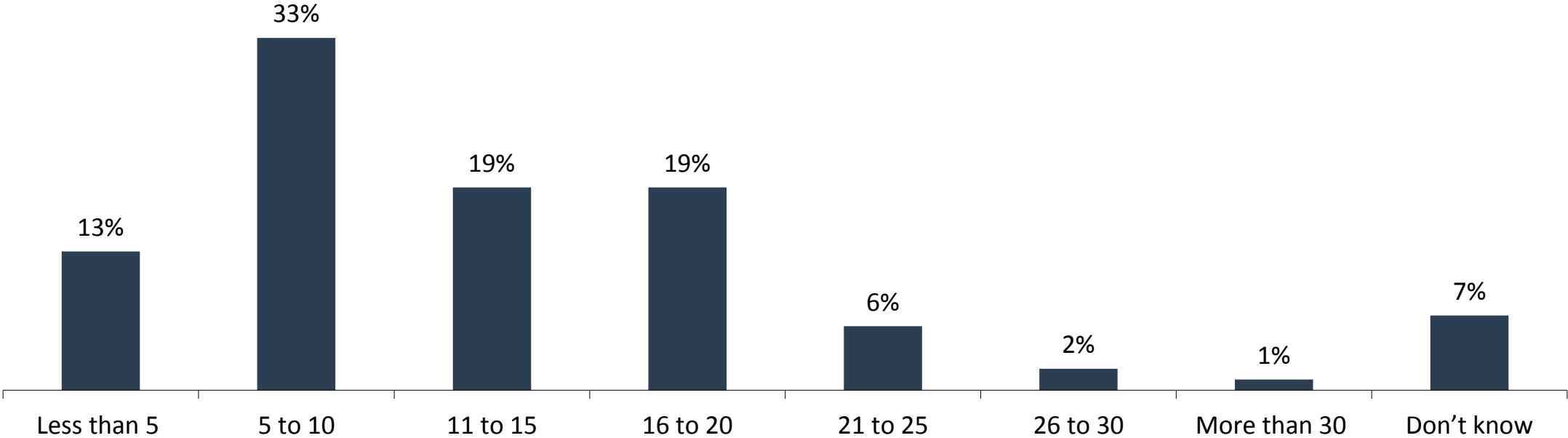
In addition to the virtual machine backups, what other data protection mechanisms does your organization use to protect its VMware virtual machines and/or Microsoft Hyper-V virtual machines?
(Percent of respondents, multiple responses accepted)



Total Copies of Data for Data Protection Purposes

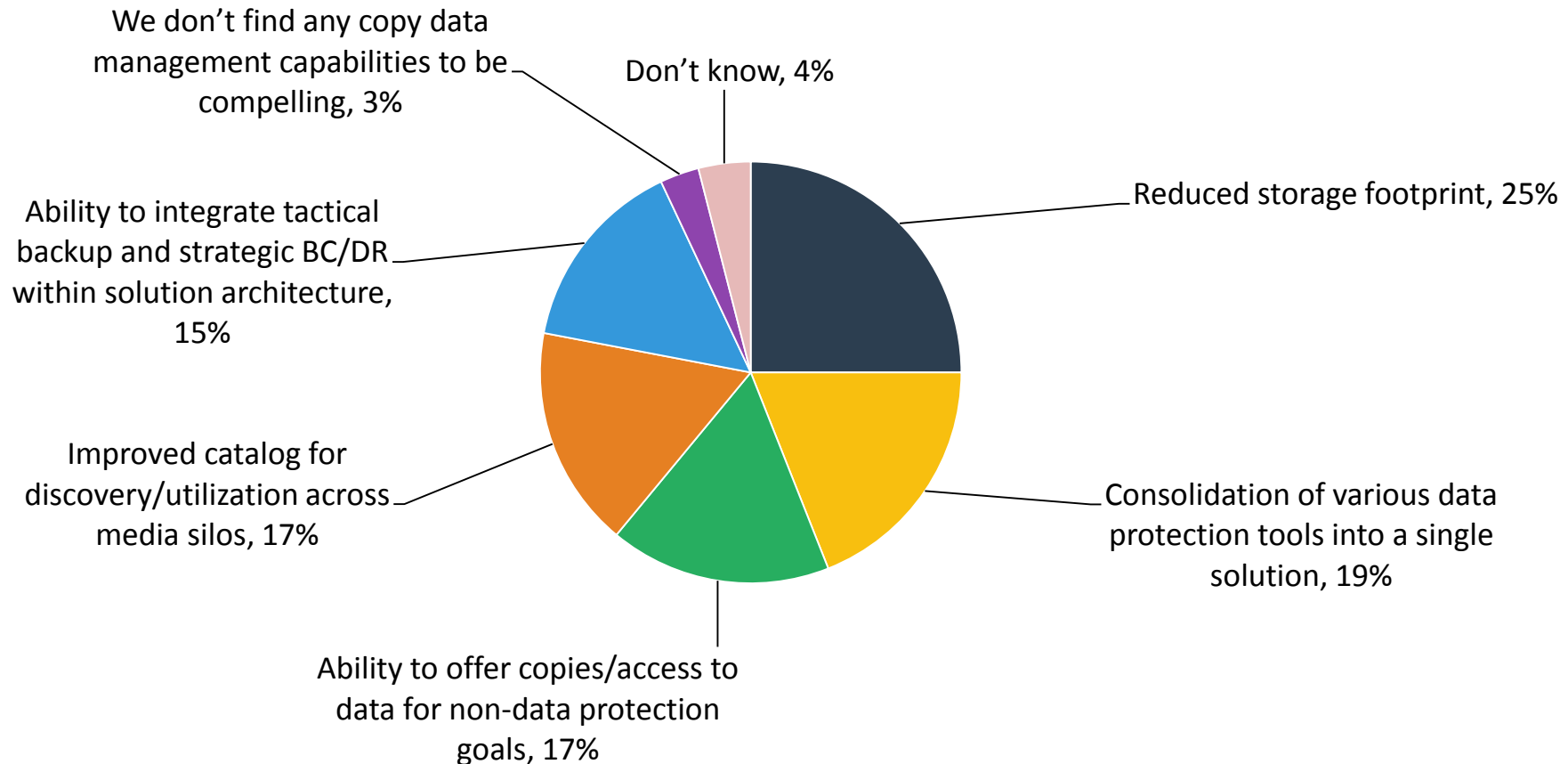
For a typical volume, how many copies of your production data are being created for data protection purposes, including backups (including dailies, weeklies, monthlies, etc.), snapshots, replicas, etc.? In addition to those copies made for data protection purposes, how many copies are created for data management purposes, such as test/development/staging, archiving/compliance, analytics, etc.? (Percent of respondents, N=387)

■ Total copies of data per volume for data protection purposes (e.g., backups, snapshots, replicas, etc.)



Most Compelling Copy Data Management Capabilities

Of the following copy data management capabilities, which do you find most compelling? (Percent of respondents, N=387)

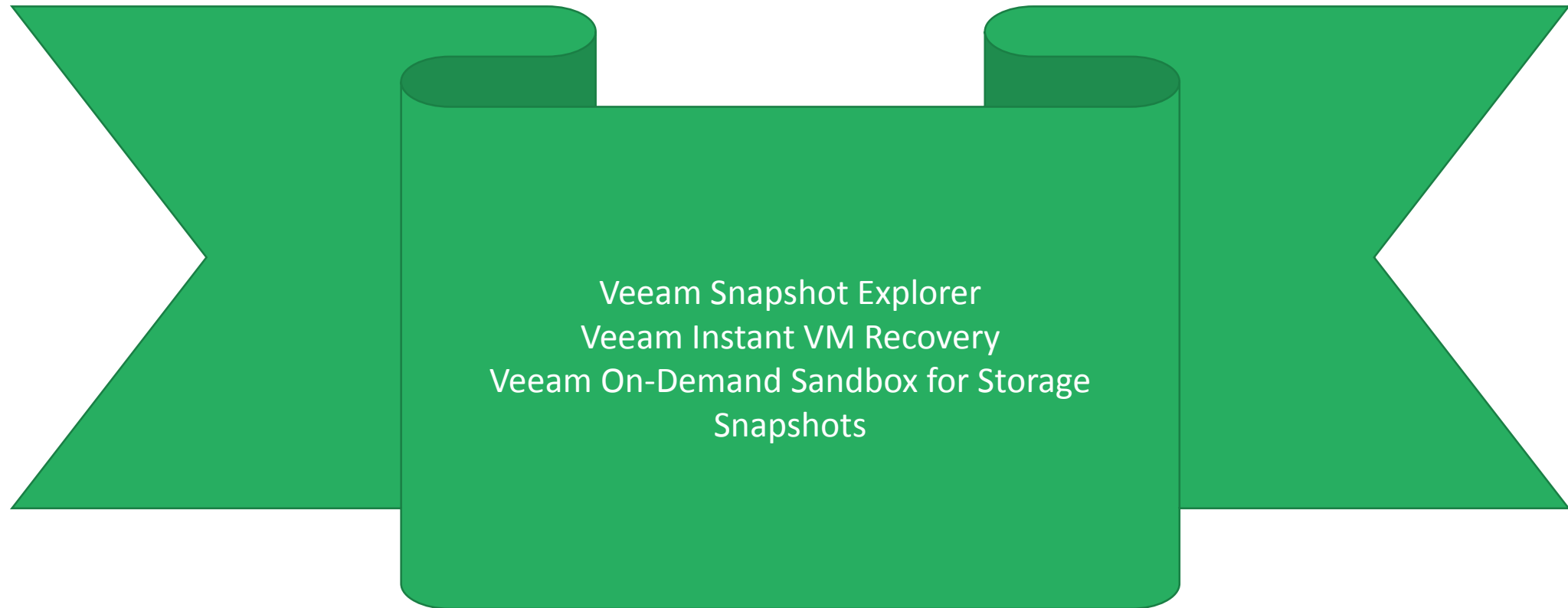


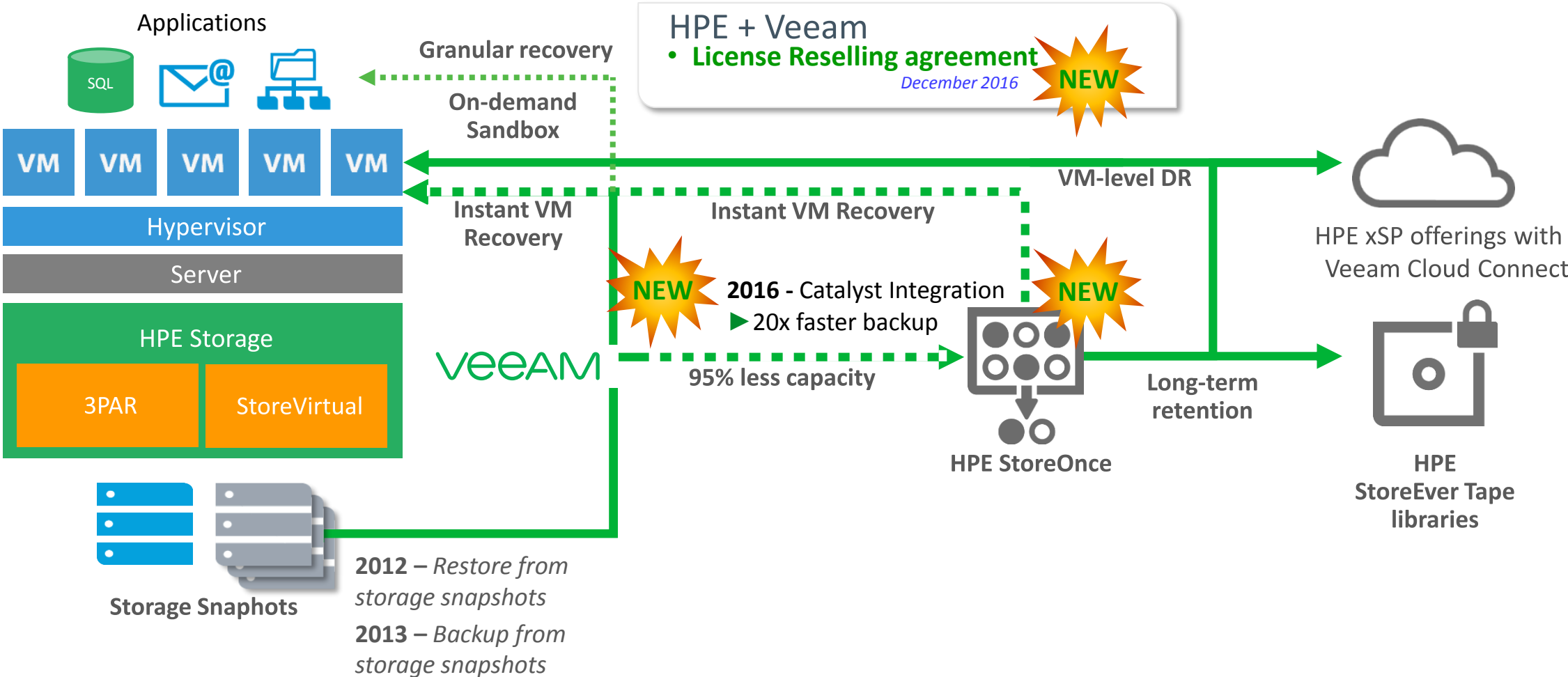
Copy Data Management (CDM) \approx *Budget vs. Lifestyle*





VEEAM – solution diagram with HPE tech(s) ?



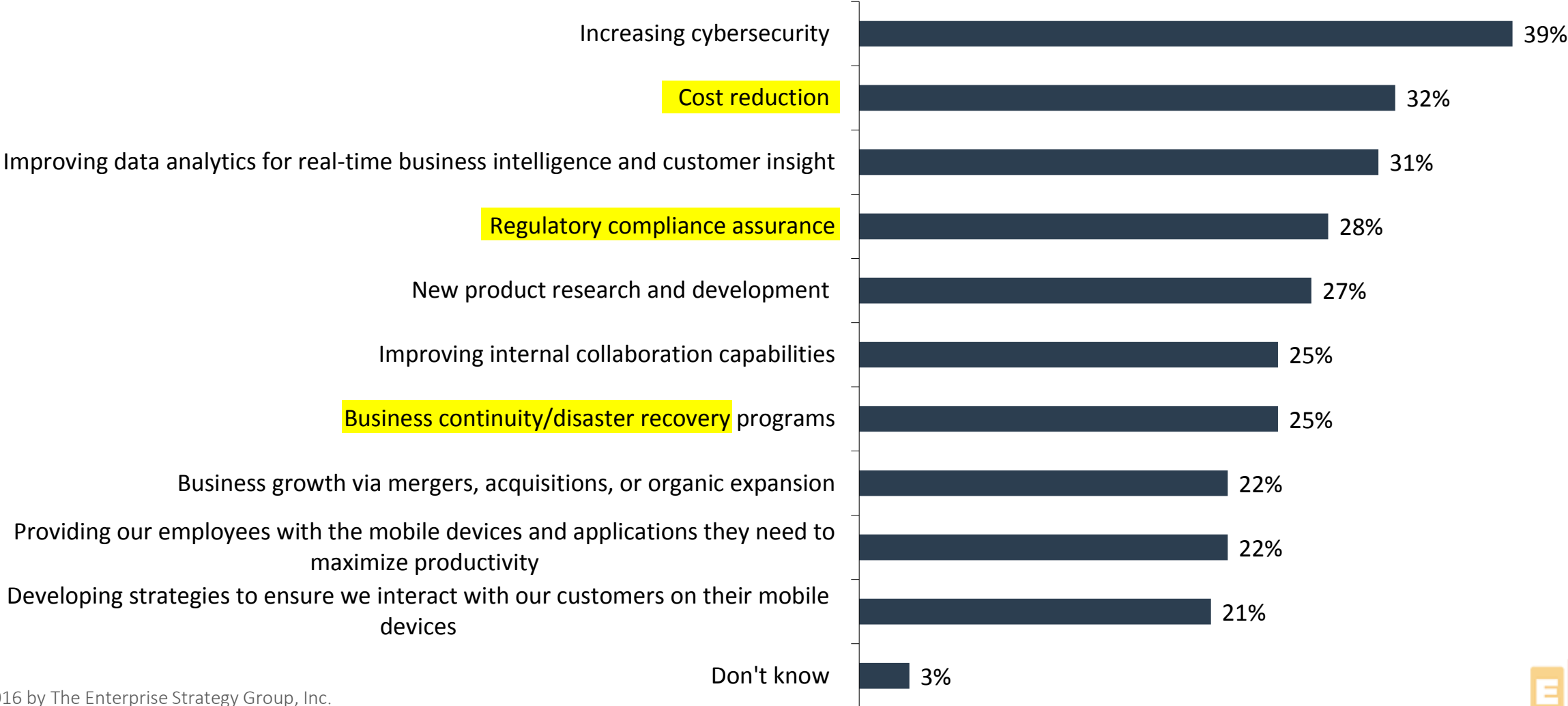


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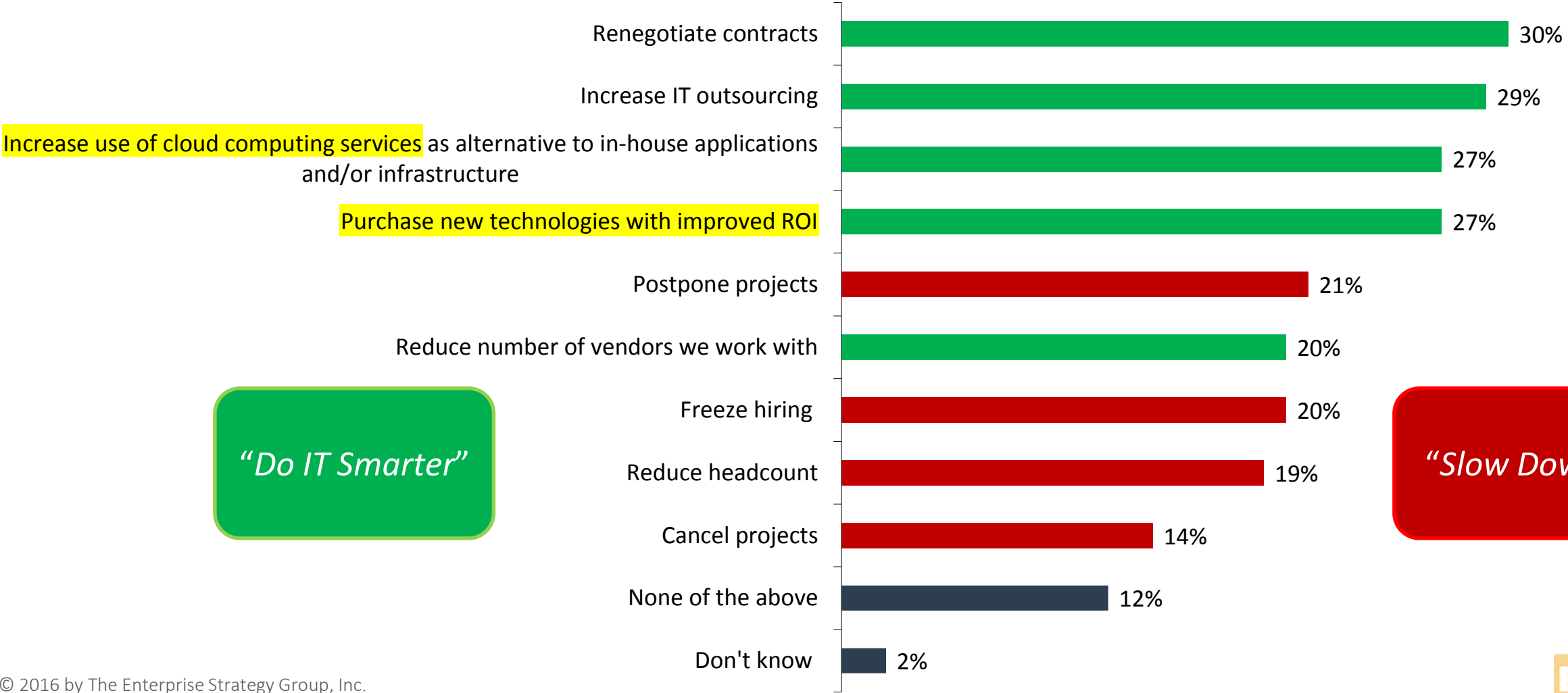
Business Initiatives Driving IT Spending in 2017

Which of the following business initiatives do you believe will drive the most technology spending in your organization over the next 12 months? (Percent of respondents, N=641, five responses accepted)



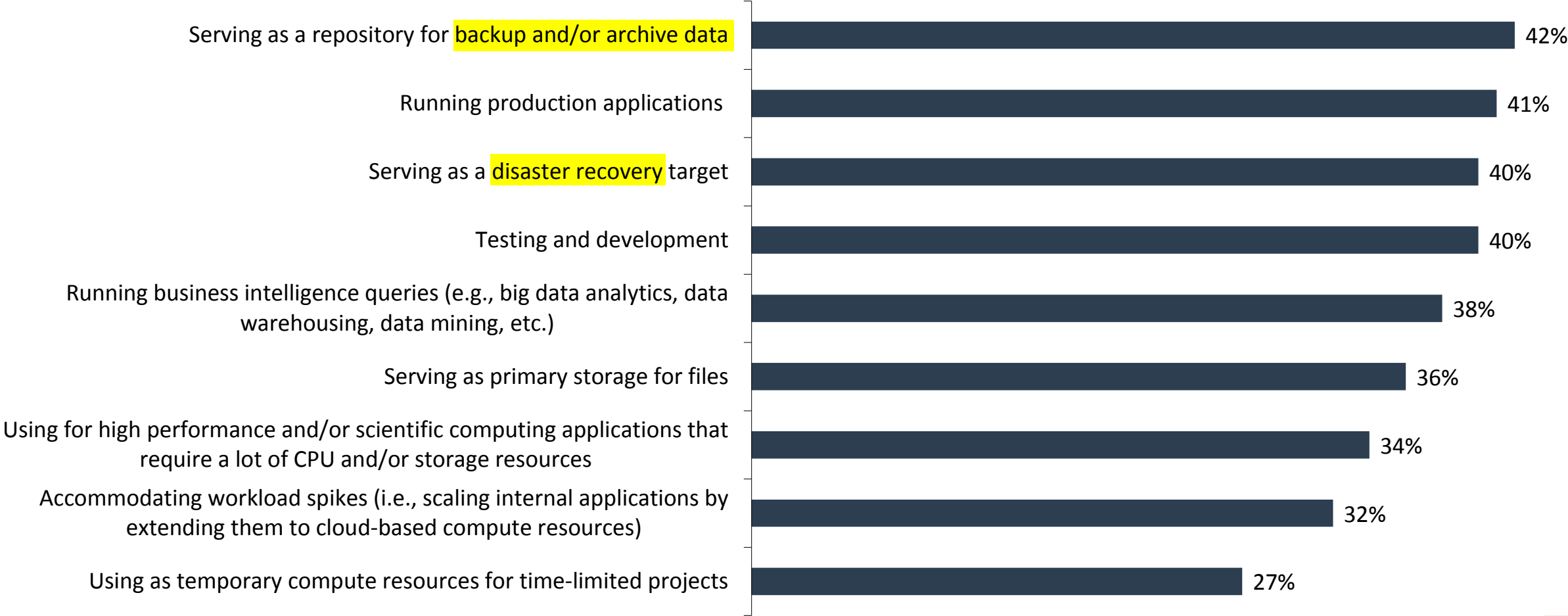
2017 Cost Containment Measures

Which of the following measures – if any – is your organization taking to reduce or otherwise contain IT expenditures over the next 12 months? (Percent of respondents, N=641, multiple responses accepted)



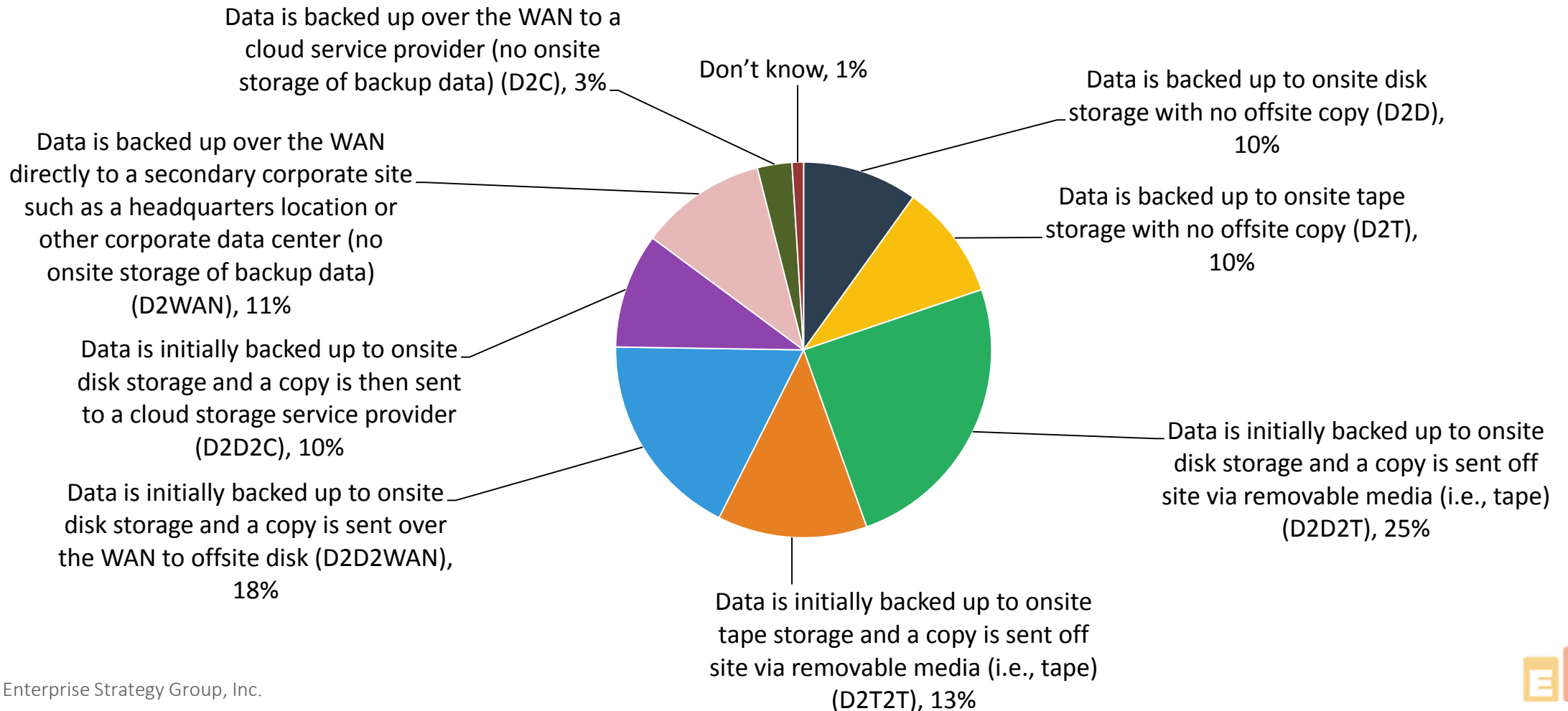
Cloud Infrastructure Use Cases

For which of the following purposes has your organization used cloud infrastructure services (IaaS and/or PaaS)?
(Percent of respondents, N=430, multiple responses accepted)



Data Backup Media Usage Today

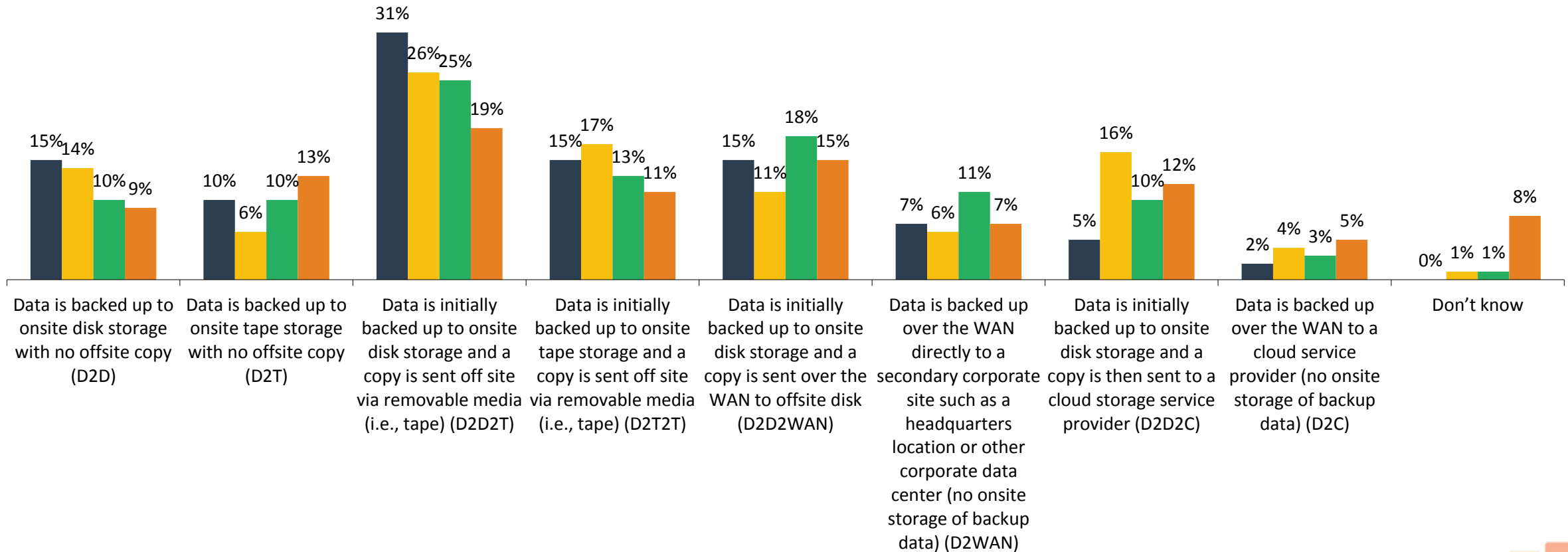
Thinking about your organization's environment today, which of the following best describes how the data backup process is generally managed for protecting on-premises servers? (Percent of respondents, N=387)



Data Backup Media Usage: 2012-2019

How the data backup process is generally managed 2012-2019. (Percent of respondents)

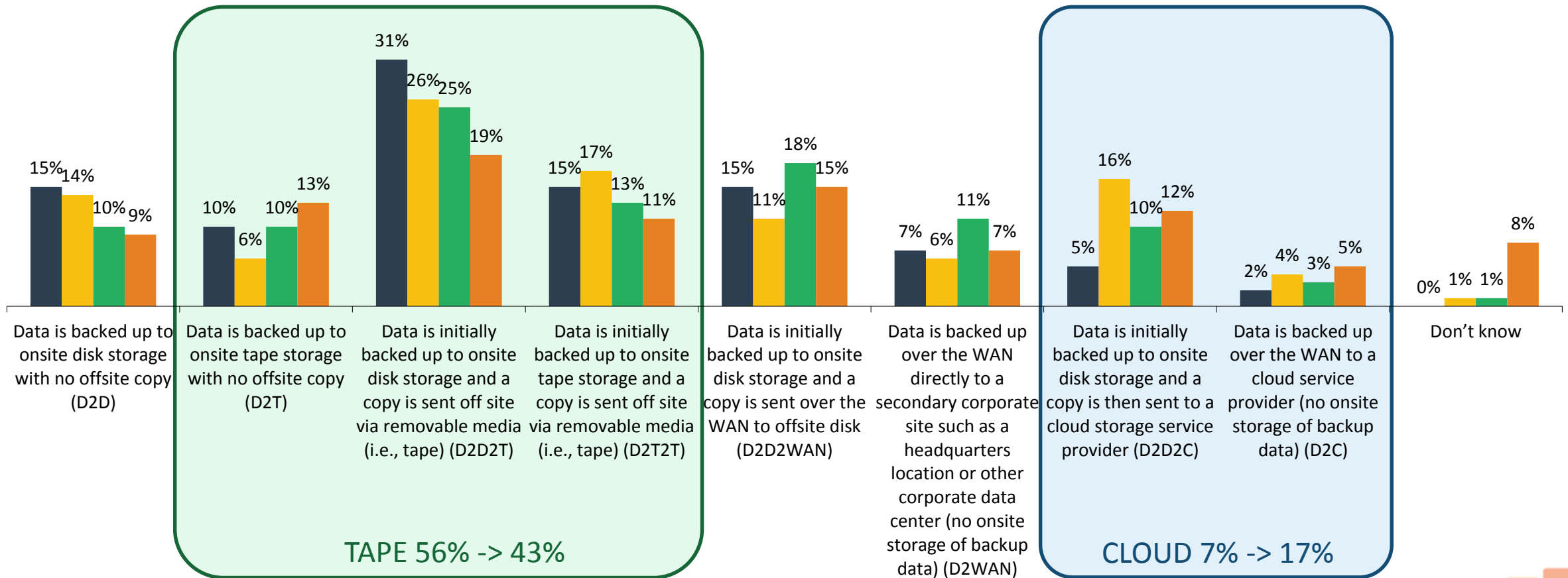
■ 2012 (N=330) ■ 2015 (N=375) ■ 2017 (N=387) ■ 2019 (N=387)



Data Backup Media Usage: 2012-2019

How the data backup process is generally managed 2012-2019. (Percent of respondents)

■ 2012 (N=330) ■ 2015 (N=375) ■ 2017 (N=387) ■ 2019 (N=387)



VEEAM cloud connector ecosystem slide



Veeam Cloud Connector
Veeam Tape Capabilities in v9 & v10

3



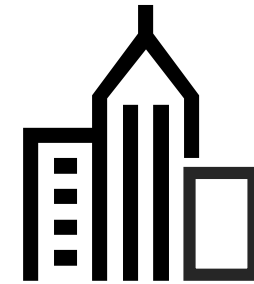
Different copies of data

2



Different media

1



of which is off-site

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Thank you!

Open Q&A

Visit

<https://www.veeam.com/hpe-availability-solution.html>

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