HORNETSECURITY

AGENDA

- About Hornetsecurity
- Product Overview
- Installation & Deployment
- Backing up & Restoring VMs
- Different Editions & Licensing
- Partner Program
- Q&A

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HORNETSECURITY IN NUMBERS

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- Over 400 employees worldwide
- 11 Redundant Datacenters
- Over 50,000 customers
- 14 Services
- 12 Offices around the globe

50,000+ CUSTOMERS ARE USING OUR SOFTWARE

Our customers are mainly small and mid-market businesses – but our scalable solution also hits the spot for industry leaders!

HORNETSECURITY VM BACKUP 9

AN INTRODUCTION

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VM BACKUP KEY POINTS

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- **Easily back up and replicate** virtual machines hosted on Microsoft Hyper-V and VMware hypervisors
- **Protection against ransomware** through Immutable Cloud Storage
- **Ease of use** through intuitive interface and minimal maintenance
- **Scalable** for any size of business
- **Optimized performance**: fast, small backups, while easy on resources

VM BACKUP

- Unbeatable value
  - Includes all the tools needed for a solid backup and replication strategy for Hyper-V & VMware, with honest and simple pricing
- 24/7 lightning-fast support
  - Call pickup of 22 seconds on average
  - No bots or gatekeepers
  - Premium support offered as part of the package to everyone
  - Experts in Hyper-V and VMware

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FEATURES & BENEFITS

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BACKING UP YOUR VMS

- Hot / Live backups - zero downtime on your VMs during backup
- Backup of all guest Operating Systems - Unix, Old Windows versions etc.
- Backup of Exchange / SQL VMs - Transaction logs for SQL and Exchange will be truncated
- Change Block Tracking (CBT) - Real-time change tracking for both Hyper-V and VMware
- Backup Compression
- Multiple offsite backup locations
- Backup Encryption - Military grade 256-Bit AES Encryption
- Host-level concurrency & full control over backup operations
- And....

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GRANDFATHER / FATHER / SON ARCHIVING (GFS)

- Users choose a retention policy and any Backup Version older than the retention policy is deleted
- GFS Archival can be enabled to keep Weekly, Monthly and Yearly Backups outside of the Retention Policy

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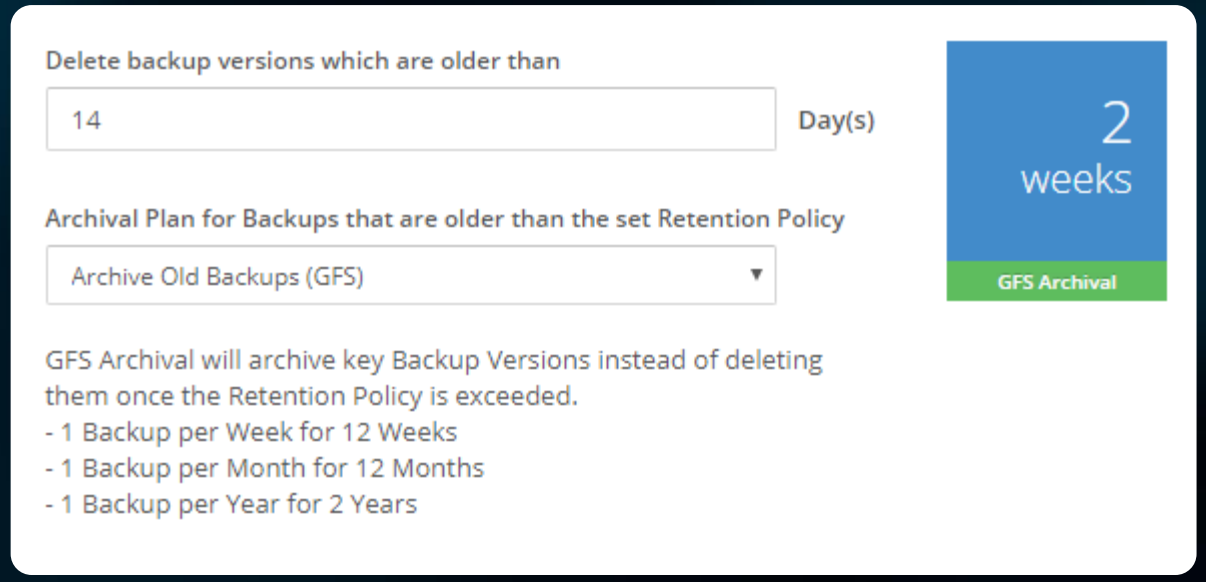

CONTINUOUS DATA PROTECTION (CDP)

Manage backup times

- You can switch from scheduled daily backups to continuous backups
- Default max. frequency = 15 minutes per VM; can be increased to one backup every 5 minutes
- Reduce Recovery Point Objectives (RPO) of critical VMs down to a minimum of 5 minutes

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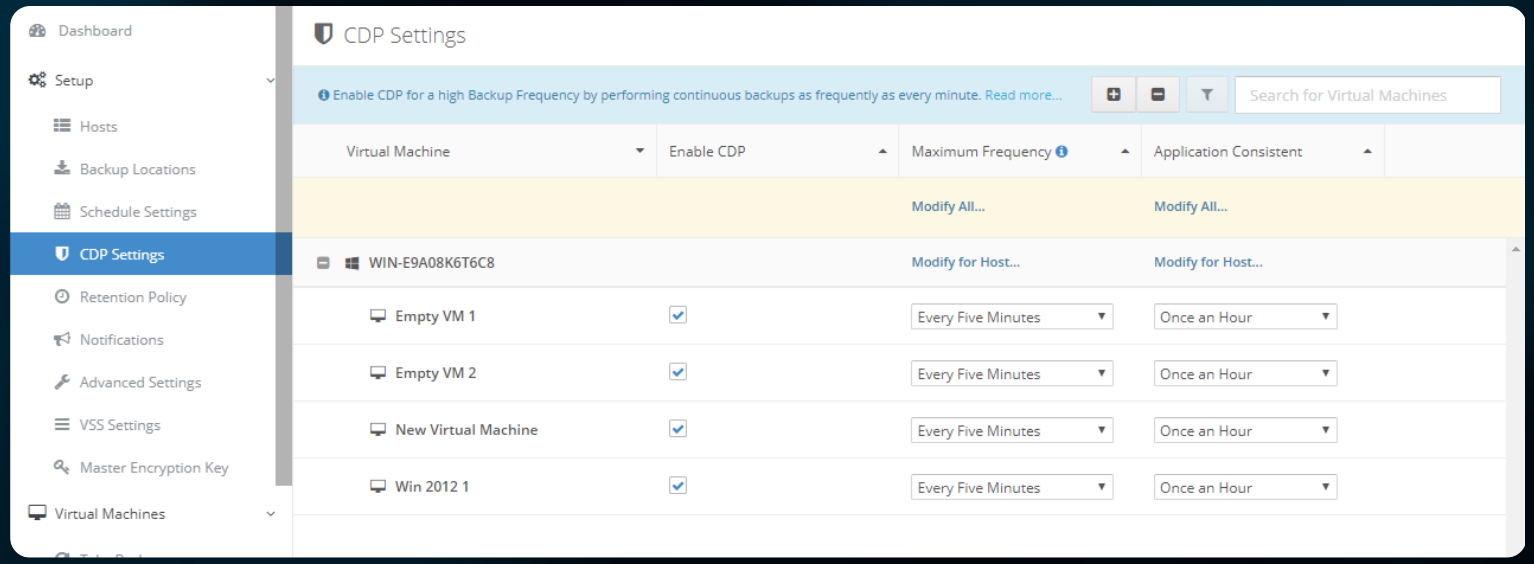

WAN-OPTIMIZED REPLICATION

- Altaro VM Backup also includes virtual machine replication to remote offsite DR location for ultimate business continuity.
- VMs can be booted on the DR site within seconds!
- **No restore time** is required.
- Replication frequency allows for 5min to 12 hrs RPO.

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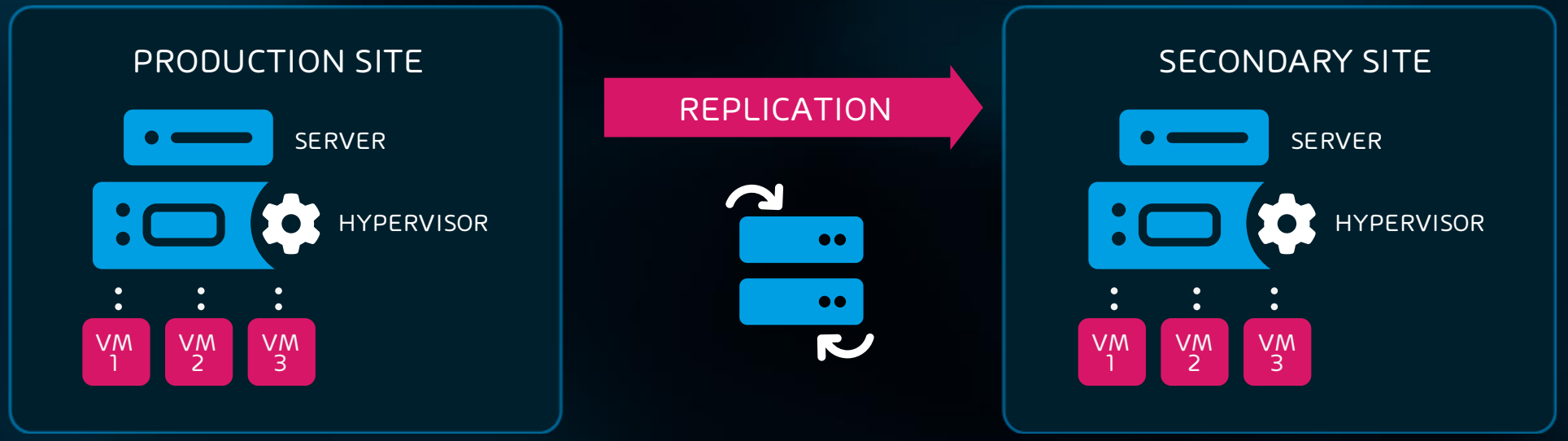
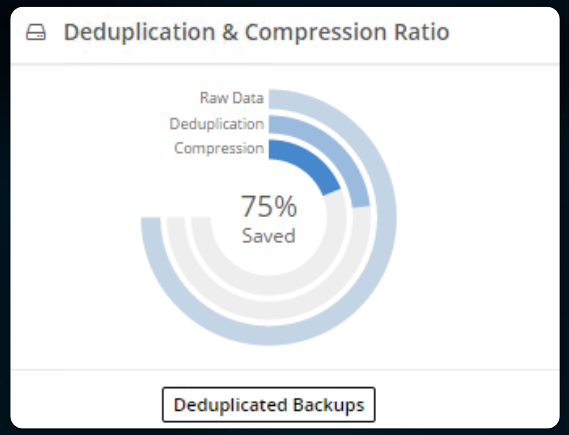


THE UNDERLYING TECHNOLOGY

Augmented Inline Deduplication



- The best Deduplication available on the market!
  - Significantly lower storage requirements
  - Much faster backups
  - Less data transferred, thus loads of bandwidth saved
- Augmented inline deduplication ensures that common data is only transferred to the backup or offsite location ONCE, without the need for Post-Process Deduplication!
  - Our Deduplication is NOT per job, so you do not need to group similar VMs in the same backup job
  - Our Deduplication also works across all versions (all time) currently on the backup drive
- Variable Block size Deduplication for the best efficiency
- Augmented Inline Deduplication is not taxing on server performance
- The more VMs you back up – the better the storage efficiency

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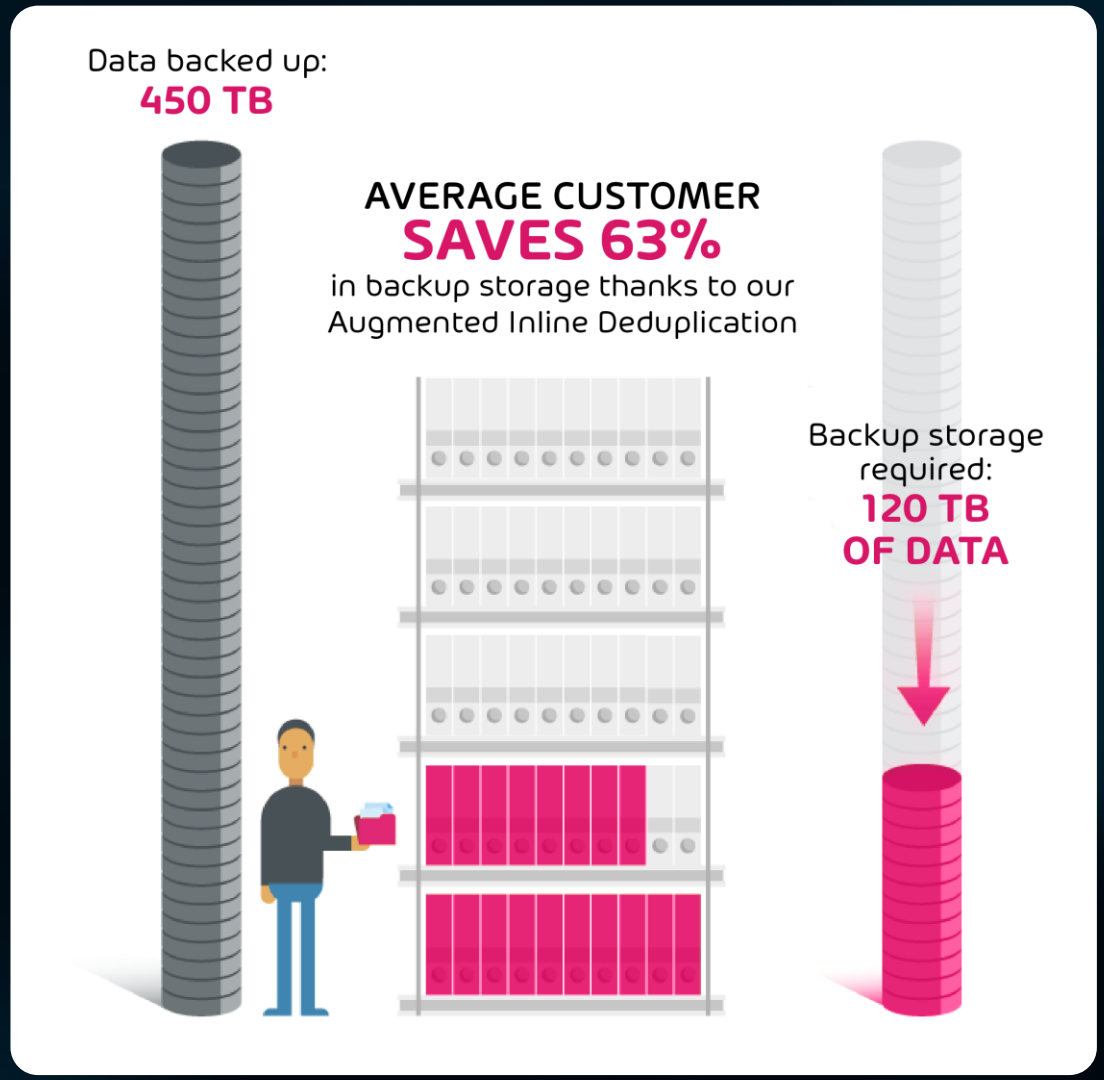
SOME STATS ON DEDUPLICATION

Sample of 100 customers' data



CLOUD BACKUP TO AZURE BLOB, AMAZON S3 AND WASABI

Select the cloud storage provider you prefer

- Native integration with Azure Blob, Amazon S3 and Wasabi
- Fast and easy
- Secure and seamless data transfers
- No additional resources required; resulting in savings
- Supports our signature compression, encryption and industry-best deduplication

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Microsoft Azure

amazon S3

wasabi

RESTORING YOUR VMS

Flexible Data recovery

- Full VM restore
  - Restore VM as a clone
- Granular restore
  - File level restore
  - Exchange item level restore
  - Virtual disk restore
- Instant data access
  - Virtual disk mount
  - Boot from backup

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RESTORING YOUR VMS

Boot from Backup

- Instant Boot from Backup (Primary Onsite backup data)

- Enables users to instantly boot any VM version directly from the backup location, thus drastically reducing RTOs (Recovery Time Objectives)

  - **Verification mode**
  - **Recovery mode**

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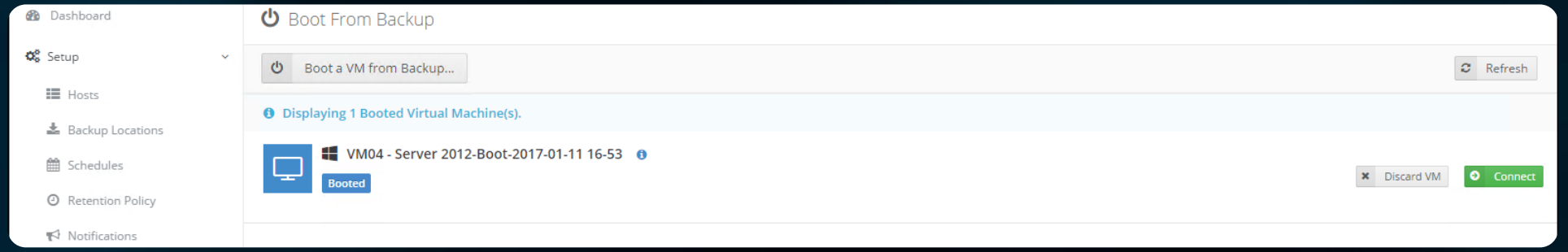

THREAT SITUATION: RANSOMWARE ON THE RISE

Nearly **6 in 10** ransomware attacks originated from malicious emails or phishing attacks

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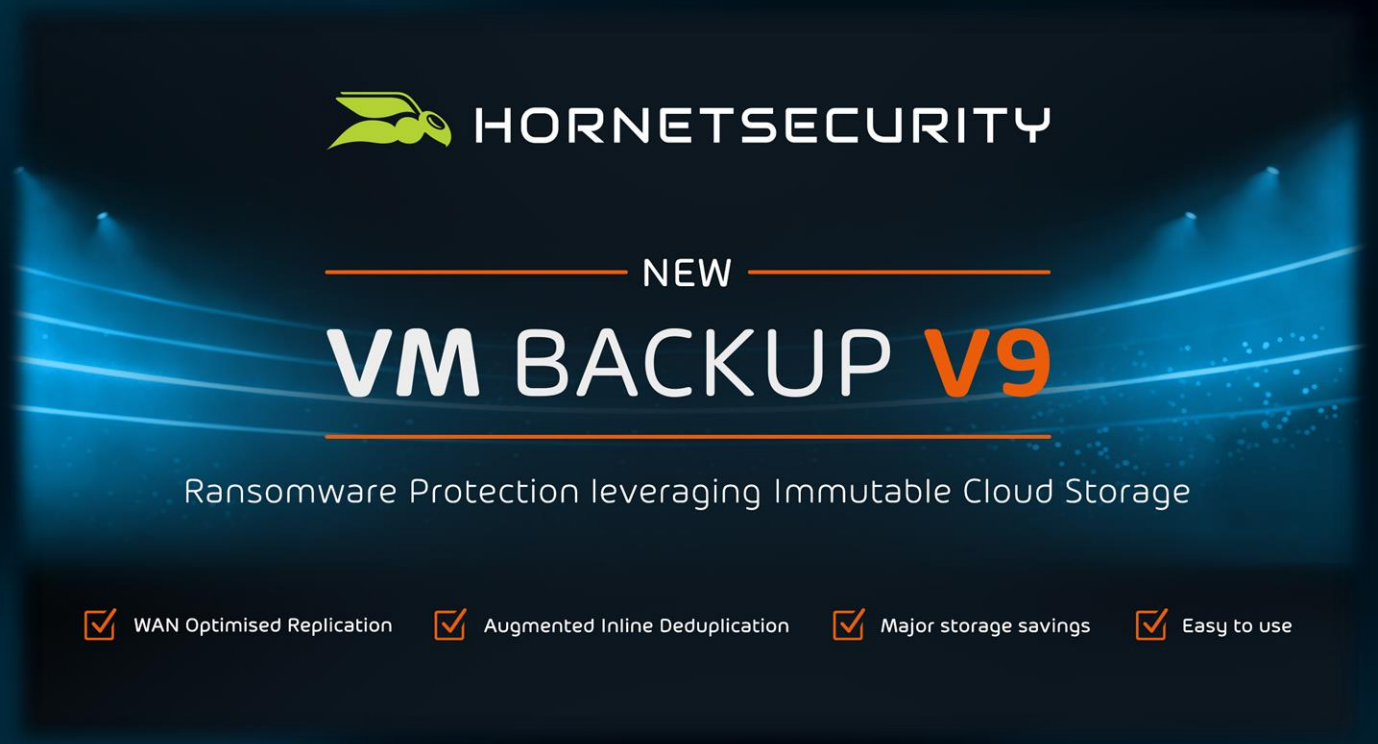
15% of ransomware attacks specifically target backup storage

Costs for downtime and data loss can amount to **millions**



We have added an important new feature...

Ransomware protection through Immutable Cloud Storage

Tamper-proof backup data under immutable cloud storage

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LIVE DEMO

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REALLY QUICK & EASY SETUP

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1

Download and install VM Backup on a Windows machine or Hyper-V host

2

Add your Host(s) to the VM Backup Console

3

Choose where to store your backups

EDITIONS & LICENSING

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LICENSING & PRICING

Feature comparison:

Edition:	Free	Standard	Unlimited	Unlimited Plus	For MSPs
Features	Limited functionality • Basic Backup • Scheduling • Basic Restore	Freeware Edition features + • Offsite Backups • Encryption • File Level Restore • Restore to different host • Priority Tech Support • ...and more	Standard Edition features + • Augmented Inline Deduplication • Boot from Backup • Support for Clusters & vCenter • Exchange Level Restore	Unlimited Edition features + • WAN-Optimized Replication • CDP • Back up to Azure, Amazon S3, Wasabi • Control Panel • Immutable backups on all Cloud locations	All features included in Unlimited Plus Edition + • Back up any physical servers

Full feature comparison & Pricing available on our website: http://www.altaro.com/vm-backup/pricing.php

EDITIONS & LICENSING

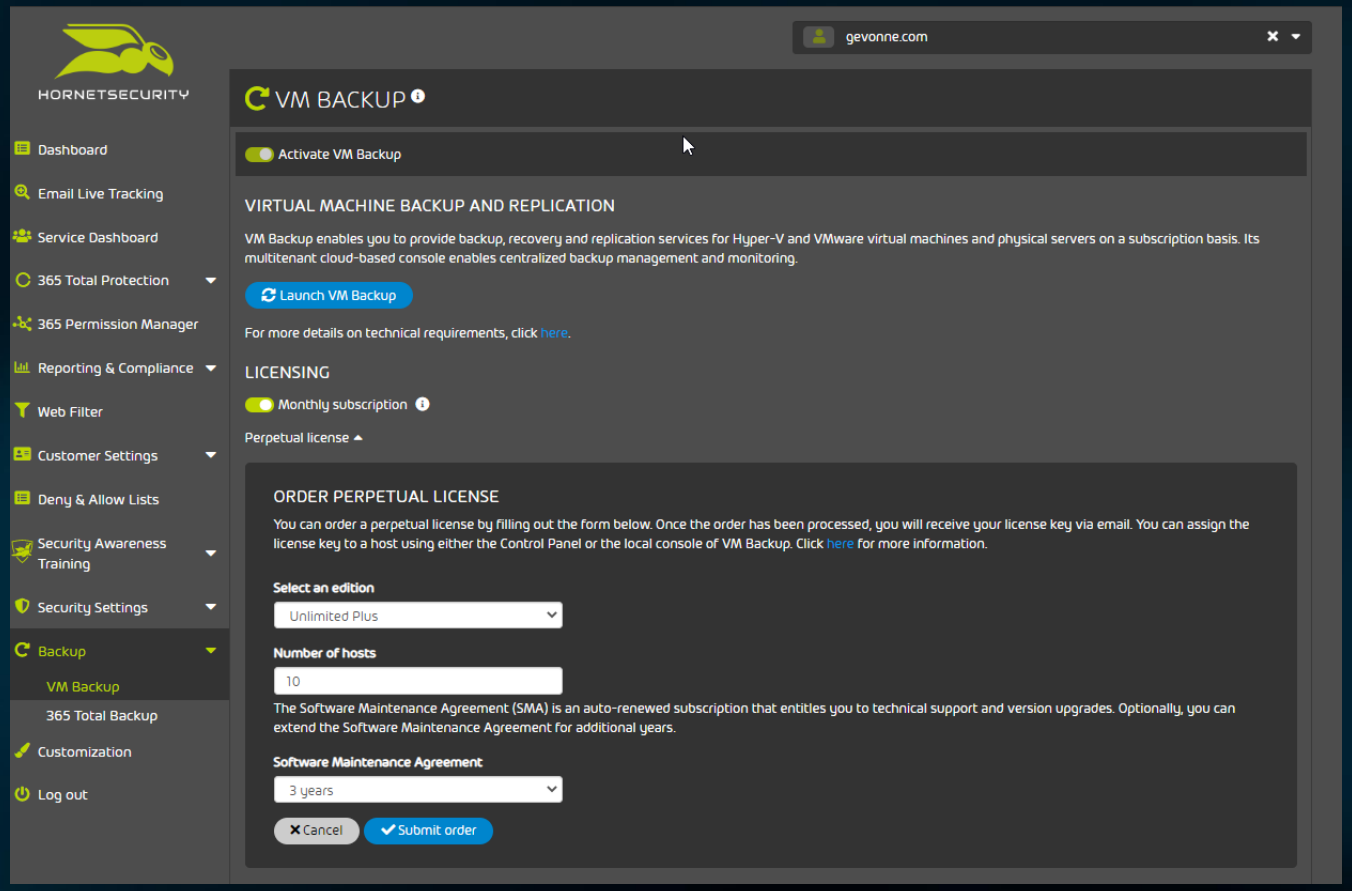
Monthly Subscription

- Most flexible option: no upfront cost, pay per use - per backed up VM per month
- One edition: Unlimited Plus
- Support, updates and version upgrades included in monthly fee

Perpetual & SMA

- Perpetual license: per host (unlimited sockets and VMs)
- Choose your edition: Unlimited Plus, Unlimited or Standard
- SMA necessary to receive support, updates and version upgrades

ORDER PLACEMENT DIRECTLY IN THE CP



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- Activation for a new license key is done directly in the control panel
- The license key is sent via email to the user/person who placed the order in the Control Panel (partner/end customer)

SUMMING IT ALL UP...

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Hassle-free backup of Hyper-V and VMware

Set up rock solid backup strategies in under 15 minutes

Unbeatable value

A highly capable VM backup solution without the budget drain

Outstanding 24/7 support, with lightning-fast call response

Fast, effective Support as part of the package; calls answered in less than 30 seconds

LET'S WRAP UP...

- Centralized backup management via user-friendly web-interface
- 24/7 technical support - response in less than 30 seconds
- Easy to get up and running within 5 minutes to get first backup started
- Fast and safe cloud backups thanks to our new immutability features
- Free certification and training for you and your employees
- Simple and transparent licensing for: Perpetual per host, Unlimited VMs, SMA selectable for 1 , 3 or 5 years

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NEXT STEPS

For a 30-day trial visit:

START MY FREE TRIAL

http://www.altaro.com/vm-backup/

THANK YOU!

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