



HORNETSECURITY

AGENDA

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



HORNETSECURITY

HORNETSECURITY IN NUMBERS



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



HORNETSECURITY

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



HORNETSECURITY

VM BACKUP KEY POINTS



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



HORNETSECURITY

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



HORNETSECURITY



FEATURES & BENEFITS



HORNETSECURITY

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....



HORNETSECURITY

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



HORNETSECURITY

Delete backup versions which are older than

Day(s)

Archival Plan for Backups that are older than the set Retention Policy

GFS Archival will archive key Backup Versions instead of deleting them once the Retention Policy is exceeded.

- 1 Backup per Week for 12 Weeks
- 1 Backup per Month for 12 Months
- 1 Backup per Year for 2 Years

2 weeks
GFS Archival

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



HORNETSECURITY

CDP Settings

Enable CDP for a high Backup Frequency by performing continuous backups as frequently as every minute. Read more...

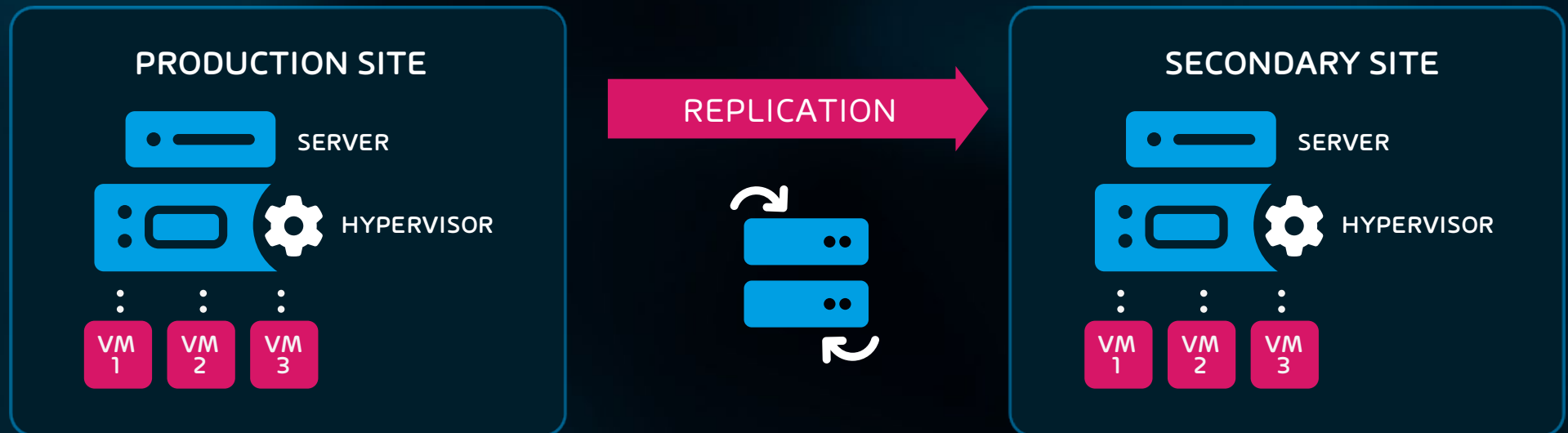
Virtual Machine	Enable CDP	Maximum Frequency	Application Consistent
Modify All...			
WIN-E9A08K6T6C8		Modify for Host...	Modify for Host...
Empty VM 1	<input checked="" type="checkbox"/>	Every Five Minutes	Once an Hour
Empty VM 2	<input checked="" type="checkbox"/>	Every Five Minutes	Once an Hour
New Virtual Machine	<input checked="" type="checkbox"/>	Every Five Minutes	Once an Hour
Win 2012 1	<input checked="" type="checkbox"/>	Every Five Minutes	Once an Hour

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.



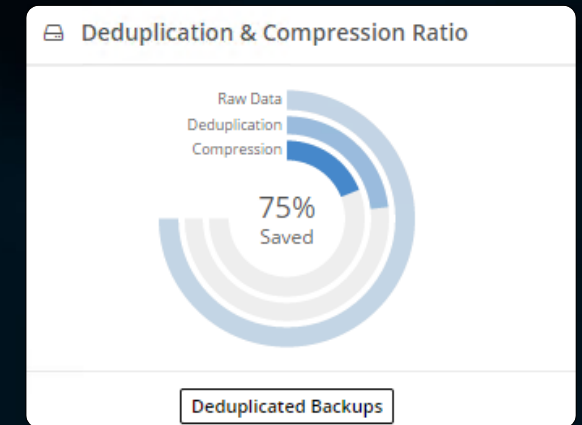
HORNETSECURITY



THE UNDERLYING TECHNOLOGY

Augmented Inline Deduplication

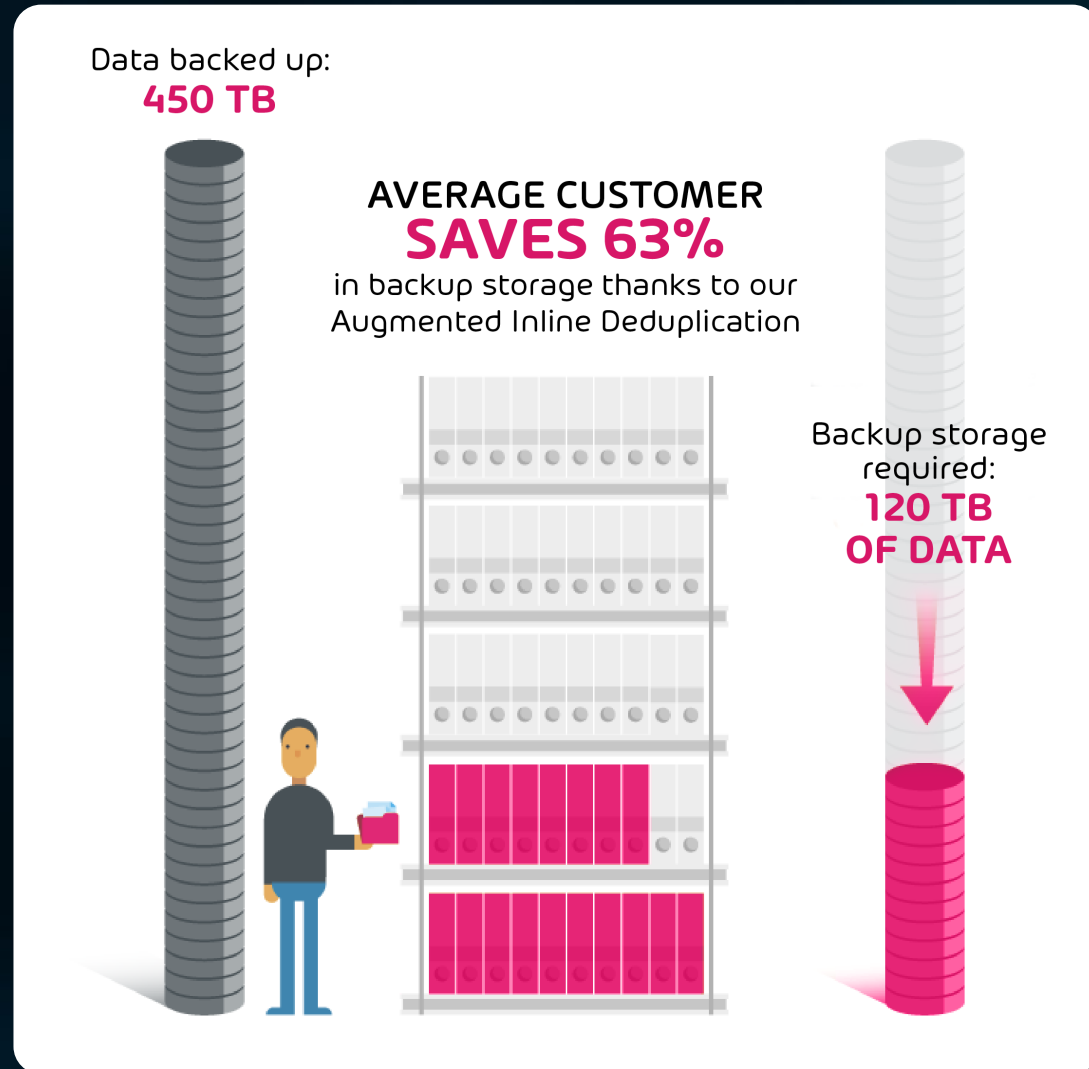
- The best Deduplication available on the market!
 - Significantly lower storage requirements
 - Much faster backups
 - Less data transferred, thus loads of bandwidth saved
- Augmented inline deduplication ensures that common data is only transferred to the backup or offsite location ONCE, without the 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



HORNETSECURITY

SOME STATS ON DEDUPLICATION

Sample of 100
customers' data



HORNETSECURITY

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



HORNETSECURITY

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



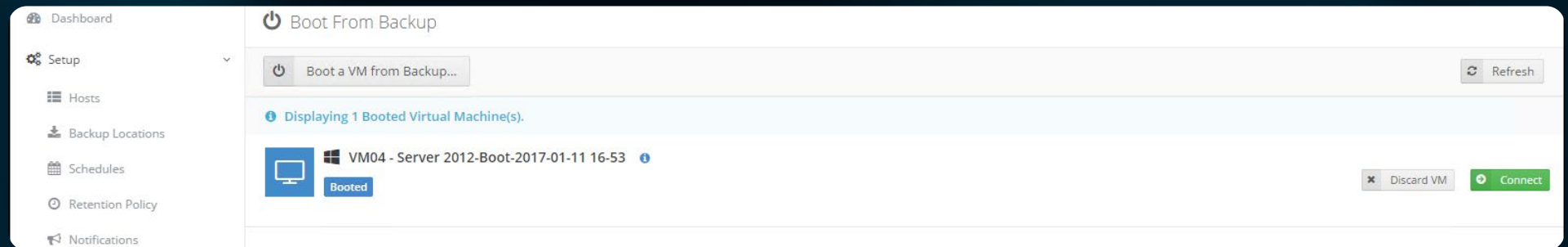
HORNETSECURITY

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**



HORNETSECURITY

THREAT SITUATION: RANSOMWARE ON THE RISE

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

15% of ransomware attacks specifically target backup storage

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



HORNETSECURITY



NEW

VM BACKUP V9

Ransomware Protection leveraging Immutable Cloud Storage

- WAN Optimised Replication
- Augmented Inline Deduplication
- Major storage savings
- Easy to use

We have added an important new feature...

Ransomware protection through Immutable Cloud Storage

Tamper-proof backup data under immutable cloud storage



LIVE DEMO



HORNETSECURITY

REALLY QUICK & EASY SETUP



HORNETSECURITY



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



Add your Host(s)
to the VM Backup
Console



Choose where
to store your
backups

EDITIONS & LICENSING



HORNETSECURITY

LICENSING & PRICING

Feature comparison:

Edition:	Free	Standard	Unlimited	Unlimited Plus	For MSPs
Features	<p>Limited functionality</p> <ul style="list-style-type: none">• Basic Backup• Scheduling• Basic Restore	<p>Freeware Edition features +</p> <ul style="list-style-type: none">• Offsite Backups• Encryption• File Level Restore• Restore to different host• Priority Tech Support• ...and more	<p>Standard Edition features +</p> <ul style="list-style-type: none">• Augmented Inline Deduplication• Boot from Backup• Support for Clusters & vCenter• Exchange Level Restore	<p>Unlimited Edition features +</p> <ul style="list-style-type: none">• WAN-Optimized Replication• CDP• Back up to Azure, Amazon S3, Wasabi• Control Panel• Immutable backups on all Cloud locations	<p>All features included in Unlimited Plus Edition +</p> <ul style="list-style-type: none">• Back up any physical servers

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

EDITIONS & LICENSING

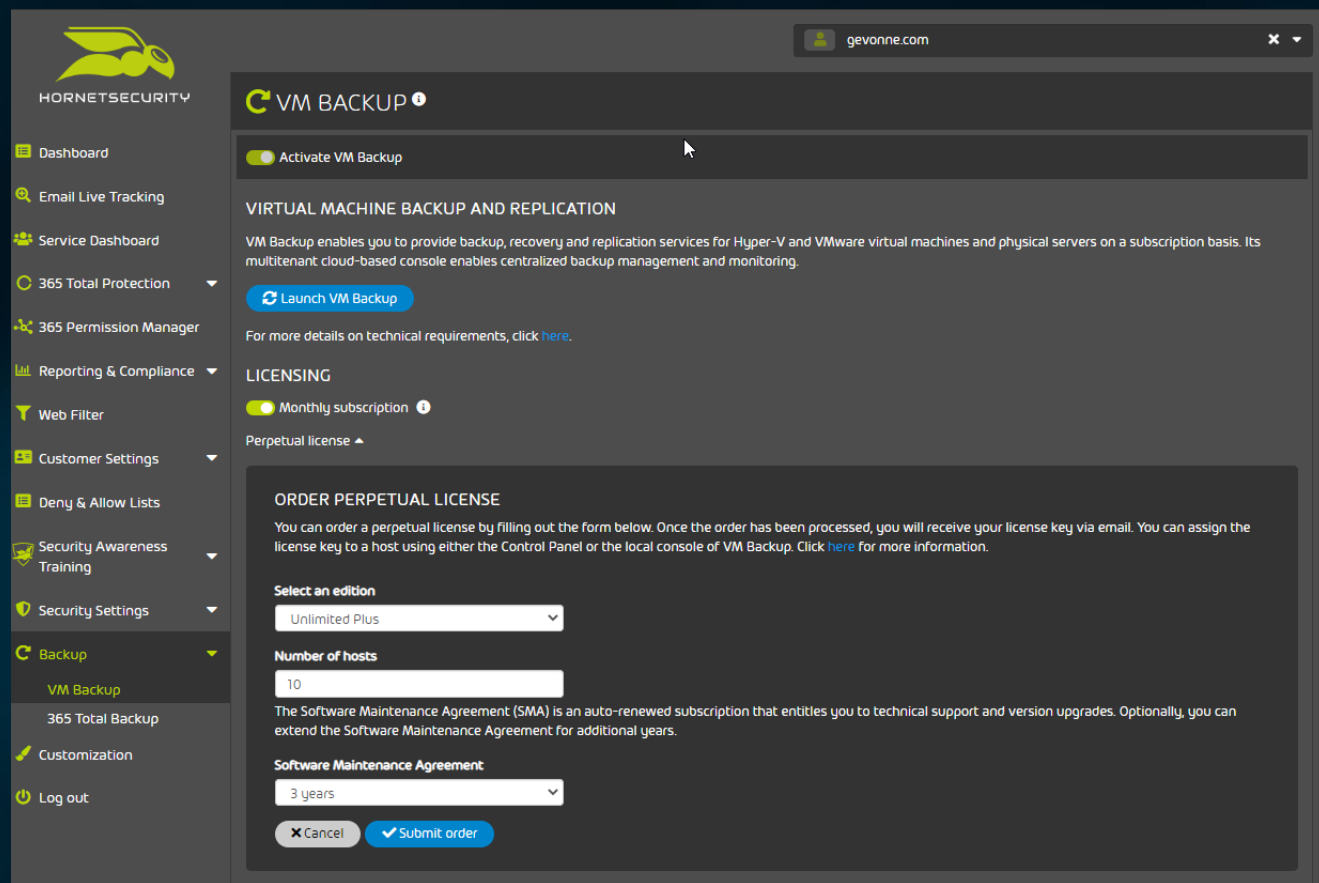
Monthly Subscription

- 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



The screenshot displays the HornetSecurity Control Panel interface. On the left is a sidebar with navigation items: Dashboard, Email Live Tracking, Service Dashboard, 365 Total Protection, 365 Permission Manager, Reporting & Compliance, Web Filter, Customer Settings, Deny & Allow Lists, Security Awareness Training, Security Settings, Backup (highlighted), 365 Total Backup, Customization, and Log out. The main content area is titled 'VM BACKUP' and features a toggle for 'Activate VM Backup'. Below this is a section for 'VIRTUAL MACHINE BACKUP AND REPLICATION' with a 'Launch VM Backup' button. The 'LICENSING' section shows a 'Monthly subscription' toggle and a 'Perpetual license' dropdown. The 'ORDER PERPETUAL LICENSE' form includes a 'Select an edition' dropdown (set to 'Unlimited Plus'), a 'Number of hosts' input field (set to '10'), and a 'Software Maintenance Agreement' dropdown (set to '3 years'). At the bottom of the form are 'Cancel' and 'Submit order' buttons.

- 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)



HORNETSECURITY

SUMMING IT ALL UP...



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



HORNETSECURITY

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



HORNETSECURITY



HORNETSECURITY

**Save 15% on your virtual machine backups when you
switch to VM Backup V9!**

Save 15% By Switching to Virtual Machine Backup V9

Don't miss out with VM Backup

Reliable. Powerful. Immutable

VM BACKUP V9

Not happy with a licensing remodel from your current vendor? Want unlimited and scalable VMs on your hosts? Want to **save 15%** on your virtual machine backups?

[Let's calculate your price!](#)

[Let's calculate your price!](#)



HORNETSECURITY

NEXT STEPS

For a 30-day trial visit:

START MY FREE TRIAL

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



HORNETSECURITY

THANK YOU!



HORNETSECURITY



HORNETSECURITY