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# AGENDA

- ▶ About Hornetsecurity
- ▶ Presenting VM Backup version 9
  - ▶ Threat situation
  - ▶ USPs & Added Values
- ▶ Insights - VM9 Key Features
  - ▶ Immutable Cloud Storage
  - ▶ Retention Overhaul
  - ▶ Introduction to the Upgrade Wizard
- ▶ Editions & Licensing



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# HORNETSECURITY IN NUMBERS



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



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# OUR SERVICES

## CLOUD SECURITY SERVICES FOR MICROSOFT 365

PRODUCT SUITE FOR 365

365  365 TOTAL PROTECTION BUSINESS (PLAN 1)

365  365 TOTAL PROTECTION ENTERPRISE (PLAN 2)

365  365 TOTAL PROTECTION ENTERPRISE BACKUP (PLAN 3)

BACKUP FOR 365

365  365 TOTAL BACKUP

EMAIL SECURITY AND ENCRYPTION

  ADVANCED THREAT PROTECTION

  SPAM & MALWARE PROTECTION

  EMAIL ENCRYPTION

EMAIL COMPLIANCE AND PRODUCTIVITY

  CONTINUITY SERVICE

  SIGNATURE & DISCLAIMER

  ARCHIVING

SECURITY AWARENESS

  SECURITY AWARENESS TRAINING

WEB SECURITY

  WEB FILTER

HOSTED MAILBOX

  HORNET.EMAIL

BACKUP AND RECOVERY

  VM BACKUP

## SECURITY SERVICES



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PRESENTING VM BACKUP V9



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# 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**



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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
- Provides customers with an additional layer of security beyond existing offsite storage functionality



# VALUE PROPOSITION



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VM Backup

Customer

**NEW: Ransomware protection through Immutable Storage**

- Proven, reliable and easy to use
- Massive storage space savings
- Robust long-term data storage
- Optimized scalability for large infrastructures
- Easily set customers up with offsite backups



PARTNER

**NEW: Ransomware protection via immutable storage**

- Optimized scalability
- Set up Offsite Backup Servers and store customer backups to your storage via WAN or Internet
- Easy setup and simple management via interface
- 24/7 support for customers



## 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



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# KEY FEATURES OF VM BACKUP V9

## IMMUTABILITY OF BACKUPS

- ▶ Protection against ransomware attacks and malicious administrators
- ▶ Available for Wasabi and Amazon S3 (Azure coming soon)
- ▶ Still make use of our in-line deduplication for storage savings



## IMPROVEMENTS IN SCALABILITY AND STABILITY

- ▶ VM backup installations can now back up larger infrastructures even faster and with increased stability
- ▶ Developed with the growing needs of our customers in mind



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# KEY FEATURES OF VM BACKUP V9

## SUPPORT OF THE LATEST VERSIONS OF HYPER-V and VMWARE

- ▶ VMware, vCenter & vSphere 8
- ▶ Windows Server 2022, Azure Stack HCI 22H2

## OTHER PERFORMANCE IMPROVEMENTS

- ▶ Retention operations now run in parallel with backup operations
- ▶ The storage space is used more efficiently thanks to a complete overhaul of the underlying backup structure
- ▶ Backup Health Monitor can now run in the background and always ensures that your backups are in good health if you ever need to restore



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# RETENTION OVERHAUL

- The actual backup location structure has been completely reworked to allow for **even more efficient use of space**
- In the past, retention would mark older deleted backups as “free” and effectively **leaving whitespace** in the files and not reducing actual storage consumption after running
- When locations got too large, a way to solve this was to run the **Optimization Tool**, which was a time-consuming and tedious process
- Thanks to these reworkings, the Optimization Process is effectively now **running in the background** to delete older backups beyond retention policy and **free up drive space in real time**



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# PRODUCT INSIGHTS - IMMUTABILITY

### Add Offsite Location

**i** Choose the Type of Offsite Location (Note: You can add more later).

- Physical Drive**  
USB, eSATA, iSCSI or Internal Drive
- Network Path (LAN Only)**  
Network Drive, NAS or other Network Location
- Azure**  
Cloud Backup to an Azure Storage Account  
Perform Cloud Backups to your own General Purpose Azure Storage Account  
**Immutable Storage Coming Soon**
- Amazon S3**  
Cloud Backup to Amazon S3  
Perform Backups to your own Amazon S3 account  
**Supports Immutable Storage**
- Wasabi**  
Cloud Backup to Wasabi Cloud Storage Account  
Perform Backups to your own Wasabi Cloud Storage Account  
**Supports Immutable Storage**
- Offsite Backup Server (WAN Acceleration)**  
Windows Server connected over LAN / WAN / VPN

Next Cancel

### Add Amazon S3 Backup Location

**i** Provide credentials for your Amazon S3 Account and select the storage Bucket you would like to store your backups to.

**amazon S3** Use this feature to take Cloud Backups to an Amazon S3 Account. Click here for further information on how to set up an Amazon S3 storage account. Each VM Backup installation should make use of a different Amazon S3 bucket.

Region  
Select a Region

Access Key  
Access Key

Secret Access Key  
Secret Access Key

Bucket Name  
Bucket Name

**i** Note: Amazon S3 Bucket names are case sensitive.

**Enable Immutable Backups for Amazon S3**  ON

To enable Immutable Backups you must first configure the Amazon S3 bucket with Object Locking. Click for more information

Immutable Policy (Protect my backup versions for)  
Protect my backup versions for \_\_\_\_\_ Days

Test Connection

Previous Finish Cancel



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# PRODUCT INSIGHTS - IMMUTABILITY

Offsite Locations + Add Offsite Location

VMs may be assigned to up to two Offsite Locations ⌵

**1** ✓ **Amazon S3 Account** altaro.qa.s3.eu.f.immutable  
Connection Established successfully  
**Immutable - 5 days**

↻ ✎ ✕ NewVM-Alpha (192.168.16.98) ✕



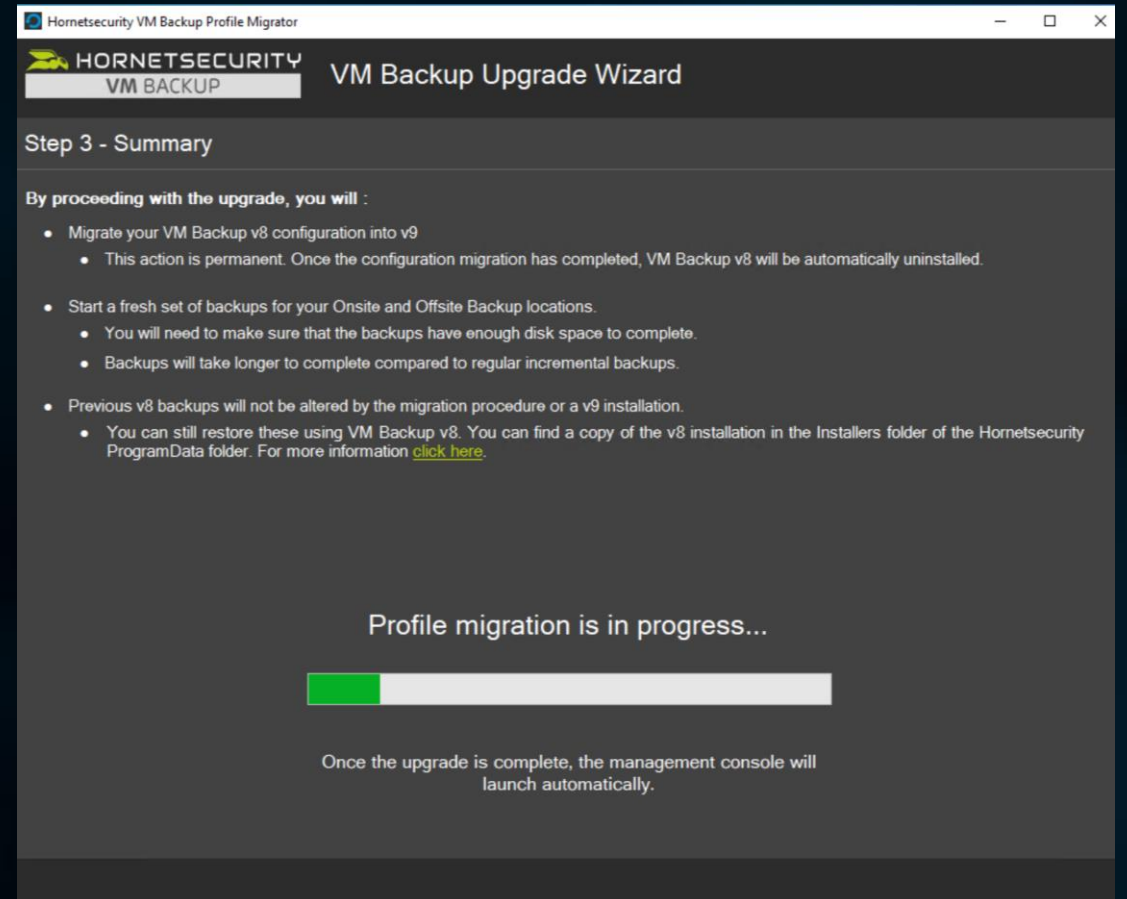
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# HOW TO UPGRADE - INTRODUCTION TO THE UPGRADE WIZARD

- Starts automatically when V9 is installed and a V8 installation is detected
- Informs the user of important considerations before upgrading
- Migrates all settings automatically for the user and removes the older V8 installation



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# UPGRADING TO THE OFFSITE BACKUP SERVER - OBS

- Your customers are currently sending their backups to your Offsite Server over WAN or via an internet connection
- We understand that you would want to stagger your customers' upgrades to version 9, so we ensured that you could **run both the existing v8 and new v9 instances of the Offsite Backup Server concurrently**
- Backups will keep going to the v8 instance, and once the customer is upgraded, simply reconnect to the new v9 instance of OBS
- This ensures that the upgrade can be done whenever convenient independently on each customer site **with little to no downtime**



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# EDITIONS & LICENSING



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# EDITIONS & LICENSING

Feature comparison:

| Edition: | Standard  | Unlimited   | Unlimited Plus  |
|----------|---|---|---|
| Features | <ul style="list-style-type: none"><li>• Basic Backup</li><li>• Scheduling</li><li>• Basic Restore</li><li>• Offsite Backups</li><li>• Encryption</li><li>• File Level Restore</li><li>• Restore to different host</li><li>• Priority Tech Support</li></ul> | Standard Edition features<br><br>+<br><ul style="list-style-type: none"><li>• Augmented Inline Deduplication</li><li>• Boot from Backup</li><li>• Support for Clusters &amp; vCenter</li><li>• Exchange Level Restore</li></ul> | Unlimited Edition features<br><br>+<br><ul style="list-style-type: none"><li>• WAN-Optimized Replication</li><li>• CDP</li><li>• Back up to Azure, Amazon S3, Wasabi</li><li>• Immutable Backups on Amazon S3 and Wasabi</li><li>• Control Panel (CP)</li></ul> |

# WHY CHOOSE 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 tier 1 agents or gatekeepers
  - Premium support offered as part of the package to everyone
  - Experts in Hyper-V and VMware



# 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

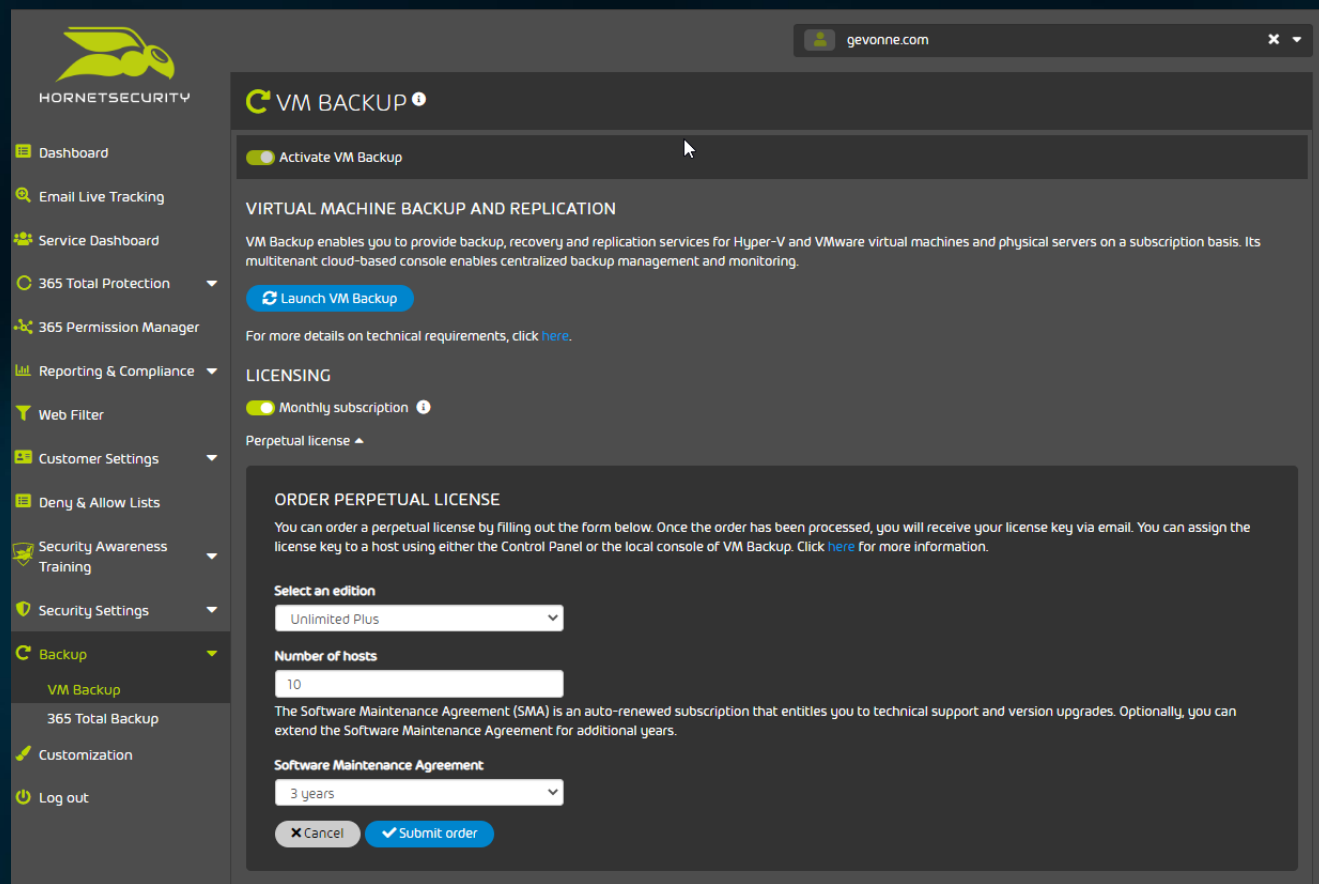
## TEST POSITION (TRIAL)

- ◉ Up to 30 days free trial via access from the Control Panel (HSE Partners only)
- ◉ Test provisioning only per VM (no perpetual / host)
- ◉ Download trial software available at [hornetsecurity.com](https://hornetsecurity.com)
- ◉ Existing Partners should use their existing access points



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# ORDER PLACEMENT DIRECTLY IN THE CP



The screenshot displays the Hornetsecurity control panel interface. On the left is a navigation sidebar with the Hornetsecurity logo at the top and a list of menu items including 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. A '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)



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## BENEFITS

- 👉 **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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THANK YOU!



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