

VM BACKUP

DATA PROTECTION. IMMUTABLE. UNTOUCHABLE.



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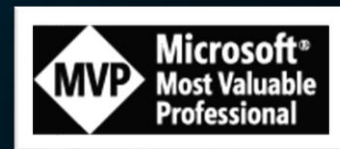


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YOUR PRESENTER TODAY

Andy Syrewicze has been in the IT Industry for more than 20 years, is a Microsoft MVP, VMware vExpert and currently a Technical Evangelist for Hornetsecurity.

Andy Syrewicze
Technical Evangelist
Microsoft MVP and VMware vExpert
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YOUR PRESENTER TODAY

Matt Frye has been in the IT Industry for more than 25 years, was a Microsoft evangelist, headed up an MSP for 10 years and currently Head of up Presales, Training and Education at Hornetsecurity.

Matthew Frye
Head of Presales
Head of Training and Education



HORNETSECURITY – LEADING CLOUD EMAIL SECURITY, COMPLIANCE, AND BACKUP PROVIDER

• Our portfolio

- 365 Total Protection - Covers all aspects of security for Microsoft 365: from spam, malware, and threat protection, compliance and email management, to backup and recovery
- 5,000+ partners & 50,000+ customers worldwide

• About Hornetsecurity

- In-house development: From the initial idea to the final product, our services are planned, conceived, and developed in house
- In-house support in our offices in German, English, Spanish, and French
- Security Lab: 24/7 monitoring of email traffic; continuous evaluation, analysis, and reporting of email threats



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HORNETSECURITY WORLDWIDE



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HOW IT ALL STARTED – OUR STORY



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Ready for
Take Off

2007



Beginning of
internationalization



Presence in more than **10 countries** with over **200 sales partners**

2008



Over **25,000 companies** as customers

2010



Market leader in Germany; Awarded with Deloitte Technology **Fast 50 Award**

2014



antispameurope becomes **Hornetsecurity**

2015



Over **550 resellers worldwide**

2016



10 years of Hornetsecurity; **Foundation of US subsidiary**

2017



Acquisition of AVIRA Spamfilter division; **Market leader in German-speaking region**

2018



Partnership with Swisscom; **Acquisition of Spamina**

2019



Acquisition of EveryCloud

2020



Acquisition of **ALTARO;** Acquisition of **ZEROSPAM**

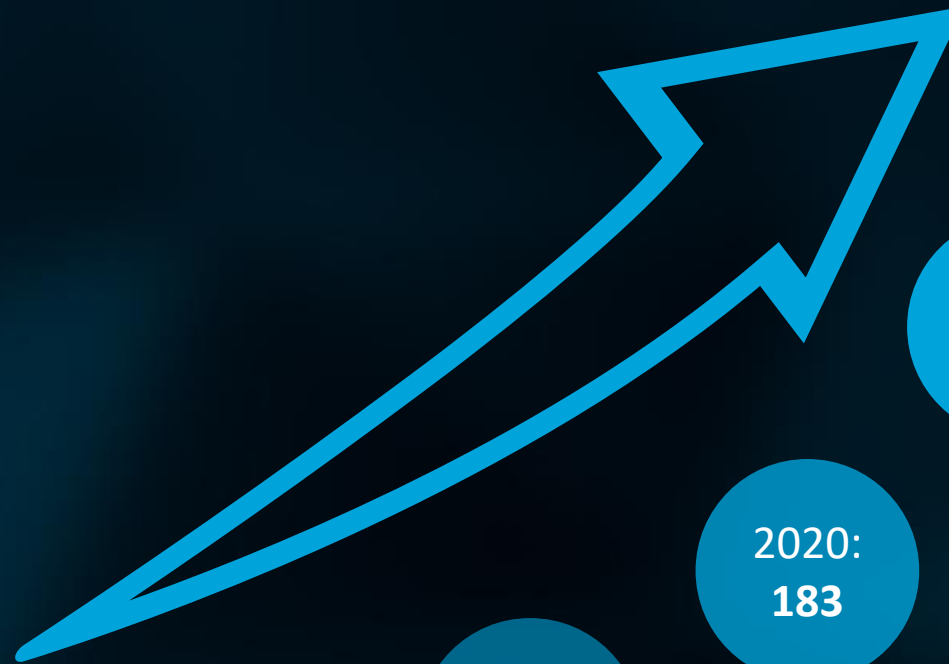
2021



Acquisition of IT-Seal

2022

GROWTH FIGURES EMPLOYEES



2017:
95

2018:
120

2019:
130

2020:
183

2021:
335

2022:
400



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THREAT SITUATION: RANSOMWARE ON THE RISE

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

15% of ransomware attacks targeted specifically backup storage



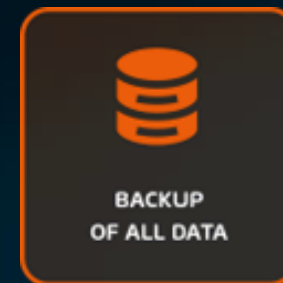
Costs for downtime and data loss can amount to **millions of €**



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VM BACKUP – PRODUCT OVERVIEW

- Powerful, reliable, and easy-to-use backup and replication solution for virtual machines (VMs) and physical Windows servers that prevents enterprise data loss
 - NEW: Ransomware protection leveraging immutable cloud storage**
 - Augmented Inline Deduplication
 - Major storage space savings
 - WAN Optimized Replication
 - Centralized backup management via user-friendly web interface



Back up and restore your company data with ease:
at any time, with speed and massive storage savings.



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BACKUP & RECOVERY FOR VMWARE & HYPER-V

Virtualization Infrastructure

Hyper-V Host



VMware Host



Backup Process

Hyper-V Backup APIs



VSS (if applicable)
Inline Deduplication
Change Block Tracking



VM Backup



Recovery Options

vSphere Backup APIs



Storage Options

On-Prem Storage Options



Network Share

Local Disk

Offsite Storage Options

Possible Immutable Backups



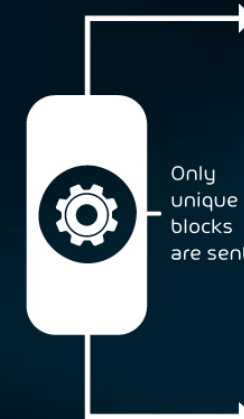
(coming soon for Azure Blob)



Removable Disk

Drive Rotation

Altaro Offsite Server



Only unique blocks are sent



BACKUP FUNCTIONS (FEATURES?)

- 👉 **Hot/Live Backups:** Perform backups at any time needed at the push of a button without requiring any downtime
- 👉 **WAN-optimized replication:** Continuous replication of virtual machines to another site
- 👉 **Continuous Data Protection (CDP) & Flexible backup scheduling:** fully automatic backup at individual time settings (as frequently as needed, e.g. every 5 min)
- 👉 **Concurrency:** Simultaneous backup of multiple virtual machines
- 👉 **Retention policies:** Define and change retention times for backups individually
- 👉 **Grandfather-Father-Son Archiving (GFS):** Set up dedicated hierarchical backup intervals for years, months, and weeks.



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RECOVERY FEATURES

- ◉ **Boot from Backup:** Boot directly from the backup location
- ◉ **Instant Business Continuity:** Optimized time to boot of replicated virtual machines
- ◉ **Recovery as clone:** restore of virtual machines of the same or other hypervisors
- ◉ **Exchange item-level restore:** restore individual mailboxes or emails from a backed up Exchange VM
- ◉ **Sandbox Restoring & Backup Verification:** Set up a recovery and test scenario for the backup database
- ◉ **Granular Restore:** File-based recovery of files or folders from backed up Windows VMs

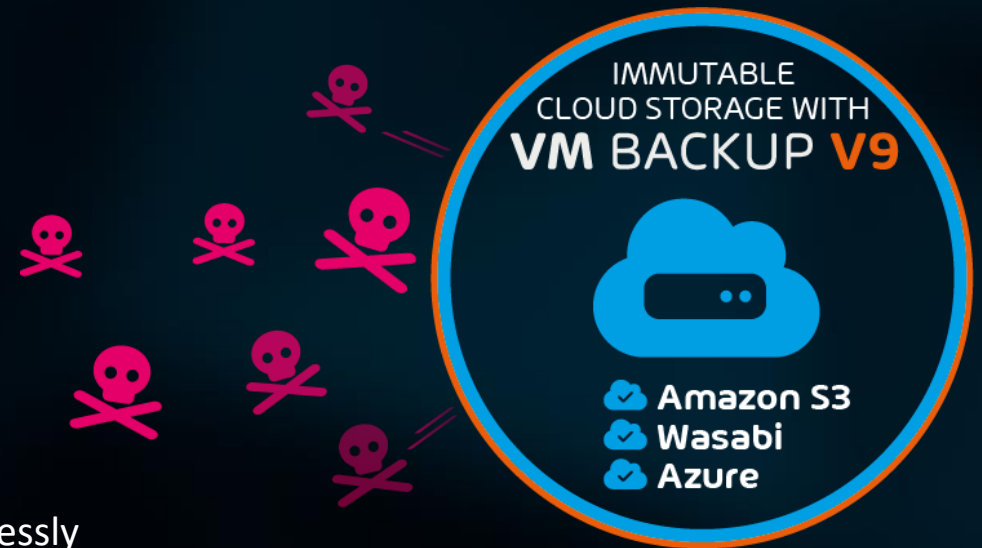


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NEW: VM BACKUP V9

VM Backup V9 leverages Immutable Cloud Storage which assures data cannot be erased, modified, or deleted by anyone for a set duration

- ◉ Tamper-proof backup data whilst under the defined immutable policy
- ◉ Peace of mind from ransomware attacks
- ◉ Extra layer of security above the existing offsite storage functionality
- ◉ No need for retaining unnecessary data and incurring high costs as retention operates seamlessly on the cloud repository



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AUGMENTED INLINE DEDUPLICATION

- ◉ Dramatically reduced storage requirements for backups
- ◉ Much faster backups
- ◉ Less data transferred, thus loads of bandwidth saved
- ◉ Common data is only transferred to the backup or offsite location ONCE, without the need for Post-Process Deduplication
- ◉ Use of variable block size Deduplication for the best efficiency
- ◉ Deduplication is not taxing on server performance



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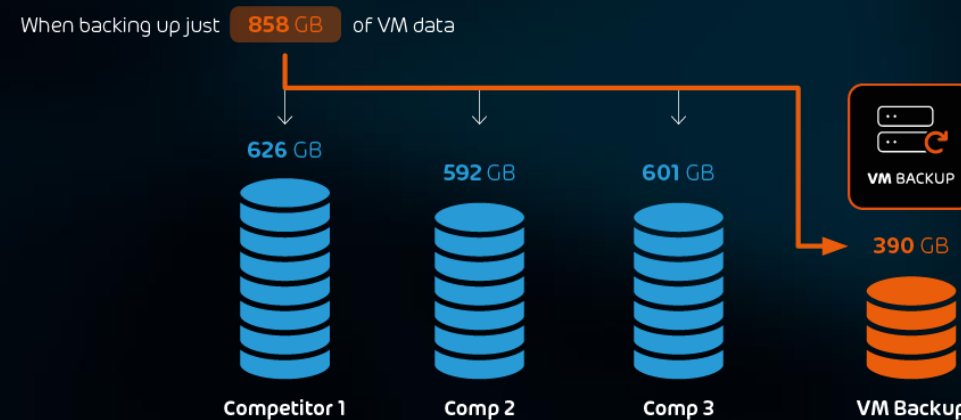


Figure 1: When compared to other vendors, the Augmented Inline Deduplication results in smaller backup size saving massive storage space.

*May vary depending on environment and data.

LIVE DEMO – VM BACKUP V9



WHY VM BACKUP?



Ransomware protection Easily back up and replicate virtual machines hosted on Microsoft Hyper-V and VMware



Immutable leveraging Azure, Wasabi, Amazon S3 cloud storage



Robust long-term data storage for optimal backup management and **Scalable** for any company size



Future Proof Support for the Latest Versions of Hyper-V, Azure Stack HCI, and VMware ESXi



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ENRICHING THE MICROSOFT 365 SOLUTION WITH HORNETSECURITY'S PRODUCT PORTFOLIO

1 365 TOTAL PROTECTION BUSINESS (PLAN 1)

NEXT-LEVEL MICROSOFT 365 SECURITY

- SPAM & MALWARE PROTECTION
- EMAIL ENCRYPTION
- EMAIL SIGNATURES & DISCLAIMERS

2 365 TOTAL PROTECTION ENTERPRISE (PLAN 2)

PREMIUM NEXT-LEVEL MICROSOFT 365 SECURITY

- SPAM & MALWARE PROTECTION
- EMAIL ENCRYPTION
- EMAIL SIGNATURES & DISCLAIMERS

+

- ADVANCED THREAT PROTECTION
- EMAIL ARCHIVING
- EMAIL CONTINUITY

3 365 TOTAL PROTECTION ENTERPRISE BACKUP (PLAN 3)

SECURITY & BACKUP FOR MICROSOFT 365

- SPAM & MALWARE PROTECTION
- EMAIL ENCRYPTION
- EMAIL SIGNATURES & DISCLAIMERS

+

- ADVANCED THREAT PROTECTION
- EMAIL ARCHIVING
- EMAIL CONTINUITY

+

- BACKUP & RECOVERY OF MAILBOXES & TEAMS
- BACKUP & RECOVERY OF ONEDRIVE & SHAREPOINT
- BACKUP & RECOVERY OF ENDPOINTS

4 365 TOTAL PROTECTION COMPLIANCE & AWARENESS (PLAN 4)

SECURITY, BACKUP, COMPLIANCE & SECURITY AWARENESS FOR MICROSOFT 365

- SPAM & MALWARE PROTECTION
- EMAIL ENCRYPTION
- EMAIL SIGNATURES & DISCLAIMERS

+

- ADVANCED THREAT PROTECTION
- EMAIL ARCHIVING
- EMAIL CONTINUITY

+

- BACKUP & RECOVERY OF MAILBOXES & TEAMS
- BACKUP & RECOVERY OF ONEDRIVE & SHAREPOINT
- BACKUP & RECOVERY OF ENDPOINTS

+

- PERMISSION MANAGEMENT
- PERMISSION ALERTS
- PERMISSION AUDIT

+

- PHISHING & ATTACK SIMULATION
- SECURITY AWARENESS TRAINING
- ESI® REPORTING





ASK A QUESTION!

Do you have questions or input of your own?



THANK YOU!



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