



HORNETSECURITY

VM BACKUP

RELIABLE. POWERFUL. IMMUTABLE.



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wasabi[®]
hot cloud storage

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- 👁 The Issue
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OUR SPEAKERS TODAY



Matt Frye
Head of Presales and Education
Hornetsecurity



Jon Howes
VP & GM EMEA
Wasabi



Carsten Haak
Presales Consultant
Hornetsecurity



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MATTHEW FRYE

I have been in the IT Industry for more than 25 years, I headed up the support team for an SMB MSP for 10 years, I was a Microsoft evangelist and selling Hornetsecurity products, and currently Head of up Presales and Education teams.



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Head of Presales and Education

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GLOBAL EXPERT IN EMAIL CLOUD SECURITY, COMPLIANCE AND BACKUP



OUR MISSION

"We empower companies and organizations of all sizes to focus on their core business by protecting email communications, securing data, and ensuring business continuity and compliance with next-generation cloud-based solutions."



OUR VISION

"Hornetsecurity will be the guardian of companies worldwide that use Microsoft 365. We protect their data and ensure business continuity. For a safer 365 world!"



OUR VALUE PROPOSITION

"We offer the most comprehensive cloud security solution for Microsoft 365 on the market, including email security, compliance and backup."



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THREAT SITUATION: DAILY BUSINESS



44% Of Data is lost due to Physical damage, Malfunction

32% of Data is lost due to Human error



32% of SMB's that lose their Data will shut down within 6 Months



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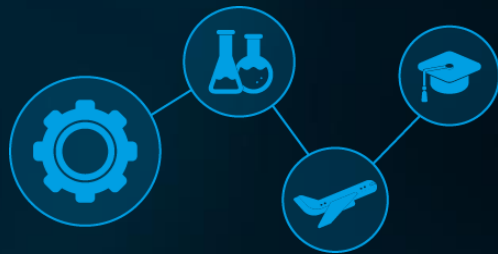


THREAT SITUATION: RANSOMWARE ON THE RISE



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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THE ULTIMATE BACKUP CHAMPION 2023

NEW

VM BACKUP

V9



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
 - ▶ Major storage space savings
 - ▶ WAN Optimized Replication
 - ▶ **IMPROVED: Augmented Inline Deduplication**
 - ▶ **NEW: Ransomware Protection leveraging Immutable Cloud Storage**
 - ▶ **NEW: Centralized backup management via Hornetsecurity Control Panel**



BACKUP
OF ALL DATA



RECOVERY
OF ALL DATA

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



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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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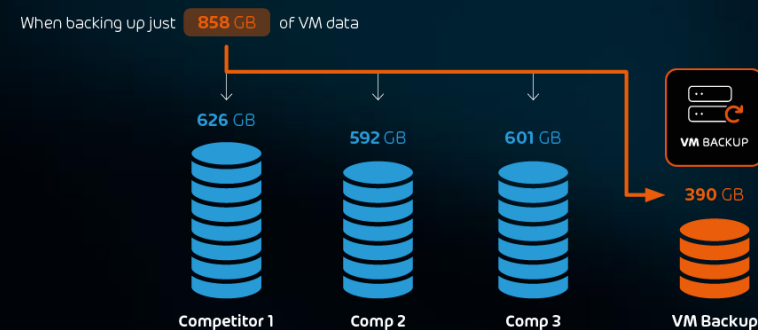


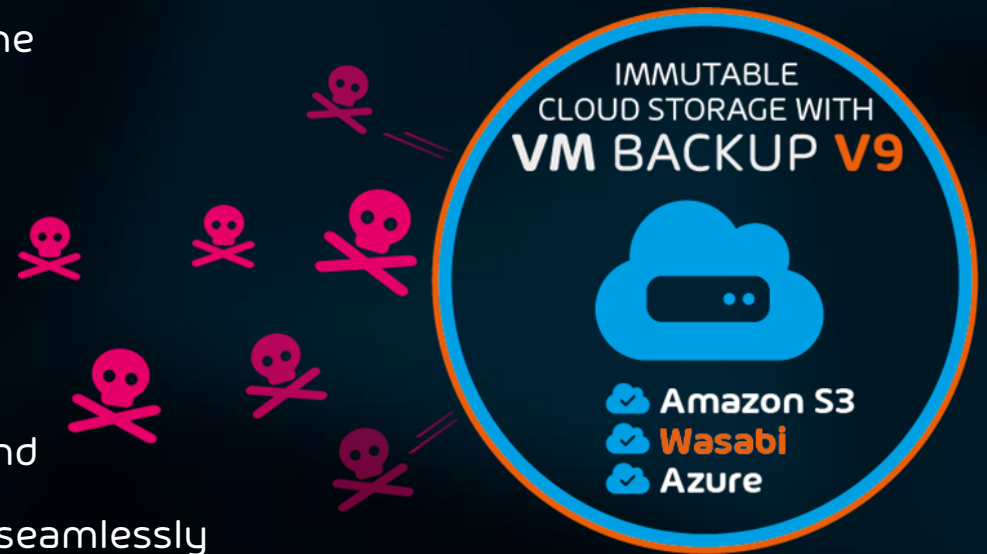
Figure 1: When compared to other vendors, the Augmented Inline Deduplication results in smaller backup size saving massive storage space.

*May vary depending on environment and data.

Immutable Cloud Storage

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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Introduction to Wasabi Cloud Storage



Who Is Wasabi

Mission: Low Price, High Performance, Secure Object Storage

- Started in 2015 by Carbonite's founding team
- Privately held with \$534M in financing to date

Product: Cloud Object Storage as a Service

- Comparable to: AWS S3, Azure Blob, GCP Storage
- Thousands of customers & partners across all verticals



Rapid Company Growth



**>40K Customers &
>14K Partners**
And growing



> 2x Revenue Growth
Year over year



Multiple Exabytes
of storage under management



13 Storage Regions
And expanding



\$534 Million
In financing to date



NPS 58
Industry average 36

Doing business in more than 100 countries

Low Price, High Performance, Secure Object Storage

Optimal price, performance, and protection for object storage



Price

80% less than AWS S3

No egress charges

No API request charges



Performance

Faster than the competition

Quick uploads & downloads

Private network options



Protection

Data center redundancy

11x9s data durability

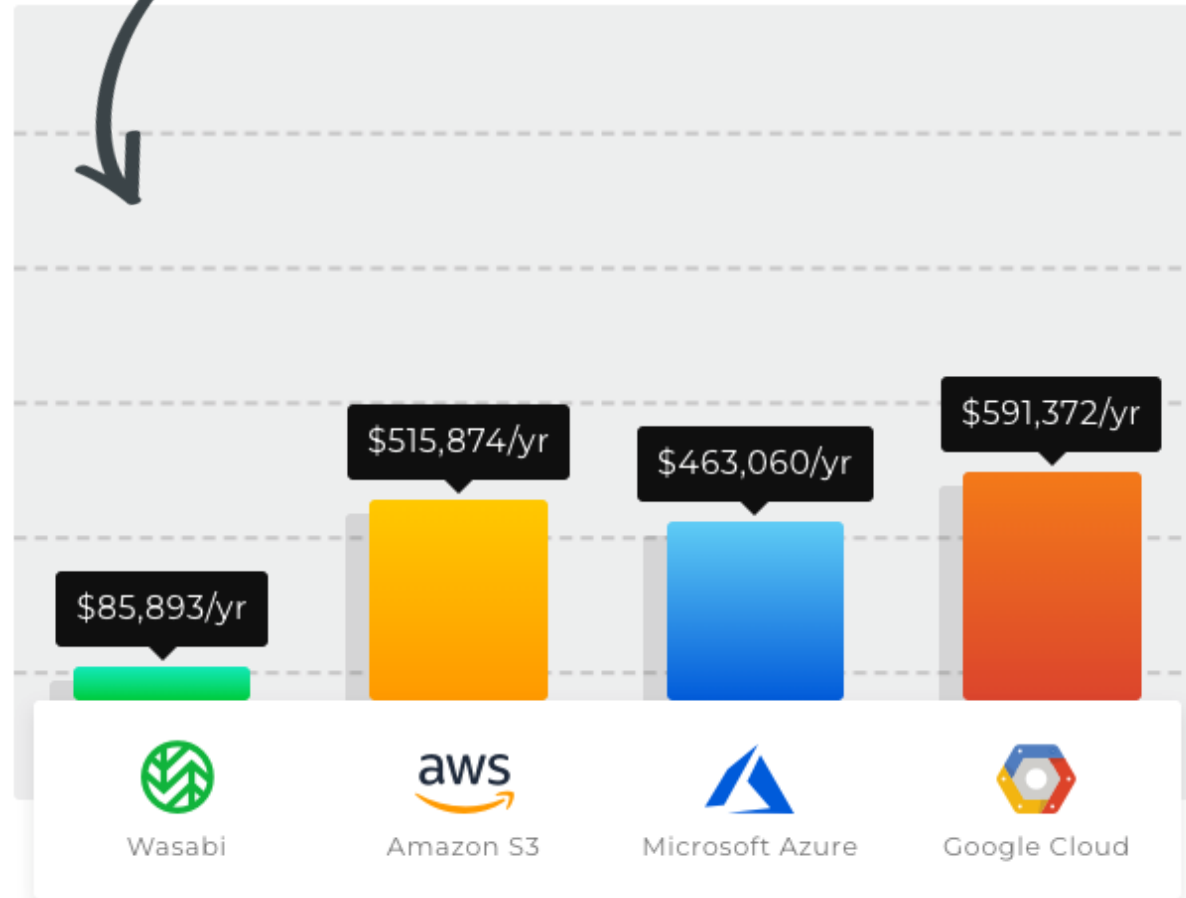
Immutable storage

Game Changing Pricing

- ✓ Wasabi's flat fee of **\$6.99* per TB/mo**
- ✓ **No charge** for egress
- ✓ **No charge** for API requests
- ✓ **No** complex storage tiers

More info @ [Wasabi.com/pricing](https://wasabi.com/pricing)

Storage costs for 1 PB of storage with 20% data egress per month



Performance

- ✓ Significant cost reduction & performance improvements
- ✓ Faster than other public cloud object storage providers
- ✓ Highly distributed architecture providing exabyte-scale storage



BUILT-FOR-SPEED FILE SYSTEM LEVERAGING LEADING HARDWARE TECHNOLOGY



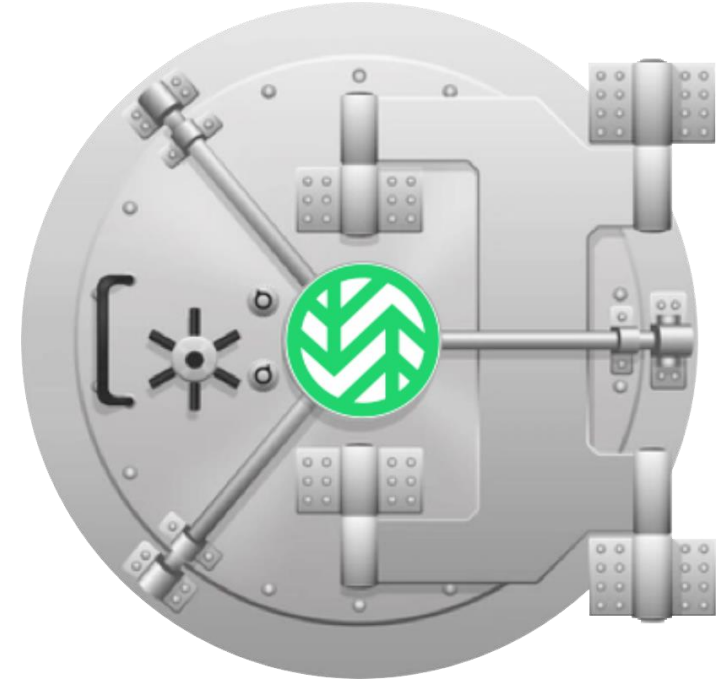
Protection

Durability, Availability, & Security

- ✓ **11 x 9s** data durability with exabyte scale
- ✓ **99.99%** availability SLA with multiple data centers
- ✓ Strong encryption, identity & access mgmt, & multi-factor authentication
- ✓ Immutability via S3 object lock protects against ransomware



BUILT-FOR-SCALE, DURABILITY, SECURITY AND COMPLIANCE



Compliance with industry privacy, security, and data center standards



Wasabi Storage Regions



Current Locations

North America

- us-east-1 & 2 (Virginia)
- us-central-1 (Texas)
- us-west-1 (Oregon)
- ca-central-1 (Toronto)

Europe

- eu-west-1 (London)
- eu-west-2 (Paris)
- eu-central-1 (Amsterdam)
- eu-central-2 (Frankfurt)

Asia

- ap-northeast-1 (Tokyo)
- ap-northeast-2 (Osaka)
- ap-southeast-1 (Singapore)
- ap-southeast-2 (Sydney)

Planned Locations

- govcloud sites in us-east & west
- new sites in EMEA/APAC/LATAM

Storing the World's Data



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CARSTEN HAAK

I Entered the IT industry in 1987, worked as hardware and software developer, in IT center management, and then moved to presales for companies of all sizes worldwide.



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VM Backup Guru

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SoFine Foods



SoFine Foods Fortifies Its Business Continuity Thanks to Hornetsecurity-Wasabi.

CHALLENGE

Migrate from on-premises NAS backups to automated backups to offsite cloud storage for more robust business continuity and data protection plan.

SOLUTION

Safe and fast offsite storage for Hornetsecurity VM Backups and Wasabi hot cloud storage.

RESULTS

- ▶ Substantial savings compared to on-premises NAS
- ▶ Peace of mind with offsite storage as safe, secure, and reliable as Wasabi hot cloud storage
- ▶ Will Ability to test recovery without paying extra for egress or API calls



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wasabi | ASV[®] + ALTARO **CASE STUDY**

CUSTOMER

SoFine Foods Fortifies Its Business Continuity Thanks to Altaro-Wasabi Solution from A&V ICT

INDUSTRY

PARTNER ECOSYSTEM

- Channel Partner: A&V ICT
- Technology Alliance Partner: Altaro
- Reseller: Cloudland

USE CASES

- Backup and recovery for virtual machines
- Offsite cloud storage
- Data sovereignty

CHALLENGE

Migrate from on-premises NAS backups to automated backups to offsite cloud storage for more robust business continuity and data protection plan.

SOLUTION

Safe and fast offsite storage for Altaro VM Backups and Wasabi hot cloud storage.

RESULTS

- Substantial savings and ease of use compared to Azure cloud storage
- Peace of mind with automated backups to safe, secure, reliable Wasabi hot cloud storage
- Ability to test recovery solution without paying extra for egress or API calls

wasabi | ASV[®] + ALTARO **SOFINE FOODS CASE STUDY**

offer this combination to many of our customers. Altaro and Wasabi is an excellent solution that is easy to implement and is extremely cost-effective for our customers."

Altaro VM Backup + Wasabi = Seamless security for less

Wasabi integrates seamlessly with Altaro VM Backup, the award-winning virtual machine backup and replication solution for Hyper-V and VMware environments. Managed service providers and resellers using Altaro also enjoy the convenience of a single, centralized view of all their customers' backups through their multi-tenant on-premise management console.

Through this integration, Altaro VM Backup enables users to securely and quickly save backups directly to the Wasabi cloud in a highly affordable, scalable, and dependable manner. "SoFine Foods had previously used Azure for their cloud storage but Wasabi was a lot easier to work with and far more affordable," explained Habets. "The regular test recovery for SoFine as well as all of our customer backups, so the fact that Wasabi does not charge for egress or API calls is another expense we don't have to worry about."

Data sovereignty adds additional peace of mind

SoFine Foods also had a requirement that their data stayed in Europe, so Wasabi's four storage regions across EMEA was critical to their decision-making process. "Wasabi's data center in Amsterdam not only solved the customer's data sovereignty concerns but had the lowest data performance," said Habets.

"The Altaro-Wasabi solution fits perfectly with A&V ICT's mission of making our customers' lives easier. Everything works automatically so that the customer hardly has to worry about it, and SoFine Foods can now be sure that their data is stored safely and securely in the cloud."

WASABI

VM BACKUPS
Email: sales@wasabi.com
www.wasabi.com

VM BACKUP KEY POINTS



Easily back up and replicate virtual machine hosted on Microsoft Hyper-V and Vmware, as well as physical Microsoft servers



Ransomware Protection leveraging Immutable Cloud Storage with Wasabi



Ease of use through intuitive interface and minimal maintenance



Scalable for any company size



Optimized performance: fast, small backups, resource-saving



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KEY FEATURES OF VM BACKUP V9

SUPPORT FOR THE LATEST VERSIONS OF HYPER-V and VMWARE

- ▶ VMware, vCenter & vSphere 8
- ▶ Windows Server 2019, 2022, **Azure Stack HCI 22H2**
- ▶ Retention operations now run in parallel with backup operations
- ▶ Disk space is utilised more efficiently



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REFERENCES

- ▶ [Configuring Hornetsecurity and Wasabi](#)




CLOUD SERVICES FOR MICROSOFT 365

M365 SUITE

365  365 TOTAL PROTECTION BUSINESS (PLAN 1)

365  365 TOTAL PROTECTION ENTERPRISE (PLAN 2)

365  365 TOTAL PROTECTION ENTERPRISE BACKUP (PLAN 3)

365  365 TOTAL PROTECTION COMPLIANCE & AWARENESS (PLAN 4)

GOVERNANCE, COMPLIANCE & RISK


365  365 PERMISSION MANAGER

365  AI RECIPIENT VALIDATION

BACKUP & RECOVERY

365  365 TOTAL BACKUP

SECURITY

365  365 EXTENDED EMAIL PROTECTION

SECURITY AWARENESS

365  SECURITY AWARENESS SERVICE

GENERAL SERVICES

EMAIL SECURITY & ENCRYPTION

 ADVANCED THREAT PROTECTION

 SPAM & MALWARE PROTECTION

 EMAIL ENCRYPTION

EMAIL COMPLIANCE & PRODUCTIVITY

 CONTINUITY SERVICE

 SIGNATURE & DISCLAIMER

 EMAIL ARCHIVING


BACKUP & RECOVERY

 VM BACKUP

SECURITY AWARENESS

 SECURITY AWARENESS SERVICE

WEB SECURITY

 WEB FILTER

HOSTED MAILBOX

 HORNET.EMAIL



THE ULTIMATE BACKUP CHAMPION 2023

Hornetsecurity Named a Champion in the 2023 Backup and Availability Emotional Footprint Report by SoftwareReviews

Best-In-Class
Composite
Score



100% of surveyed clients indicated that they loved our solution



91% of surveyed clients were satisfied with our timely and sufficient support



95% of surveyed clients stated that our solution is crucial to their professional success



Industry-Leading Recognition

"Wasabi is an increasingly important player in the public cloud IaaS market and one of the few vendors that has successfully broken into the IaaS market within the past three to four years."



Q and A

Over to you!



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THANK YOU!



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