



AVANGATE

Distributore a valore aggiunto



***I PRODOTTI ACRONIS PER AZIENDE
NUOVE VERSIONI ABR 11.5 E VMPROTECT 8
MERCOLEDÌ 24/10/2012 H 10.30***

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SOMMARIO

- ✓ Breve panoramica su Acronis
- ✓ Gamma di prodotti BUSINESS – le principali caratteristiche attuali
- ✓ Le novità introdotte dalle nuove versioni
- ✓ FAQ
- ✓ Domande e risposte
- ✓ Promozione commerciale
- ✓ Recapiti utili

Acronis: Company Overview

- ✓ Produttore di software per soluzioni avanzate di backup e disaster recovery
- ✓ Focalizzata sul backup di dati e sistemi, sul deployment, sulla migrazione e sul disaster recovery
- ✓ Operativa da 8 anni in Europa
- ✓ Oltre 700 dipendenti (circa 100 in Europa)
- ✓ Oltre 260 impiegati in R&D
- ✓ Uffici in U.S.A., Asia, Europa, Russia (18 sedi)
- ✓ Prodotti localizzati in 14 lingue, compreso l'Italiano
- ✓ 175.000 clienti in 90 Paesi
- ✓ Oltre 2.5 milioni di licenze vendute

Permette alle organizzazioni, potenzialmente di ogni dimensione, di soddisfare le esigenze in termini di ripristino d'emergenza e protezione dei dati negli ambienti fisici, virtuali e cloud attraverso un'unica soluzione

I prodotti BUSINESS (realtà aziendali)

Dove siamo, dove stiamo andando

Passiamo la parola a...



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Best Backup
for **VMware®**

Microsoft®
Hyper-V™



October 24th 2012
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Acronis Overview

Acronis Backup & Recovery Advanced Platform: features and benefits

Acronis vmProtect 8: features and benefits

Acronis Backup & Recovery 11.5: What's New

Acronis vmProtect 8: What's New

Licensing and Support

FAQ

Q/A

Alex Pinchev
President & CEO,
Acronis

Acronis improves **data protection** for **physical, virtual** and **cloud** environments with the **next generation** of backup and **disaster recovery** technology.

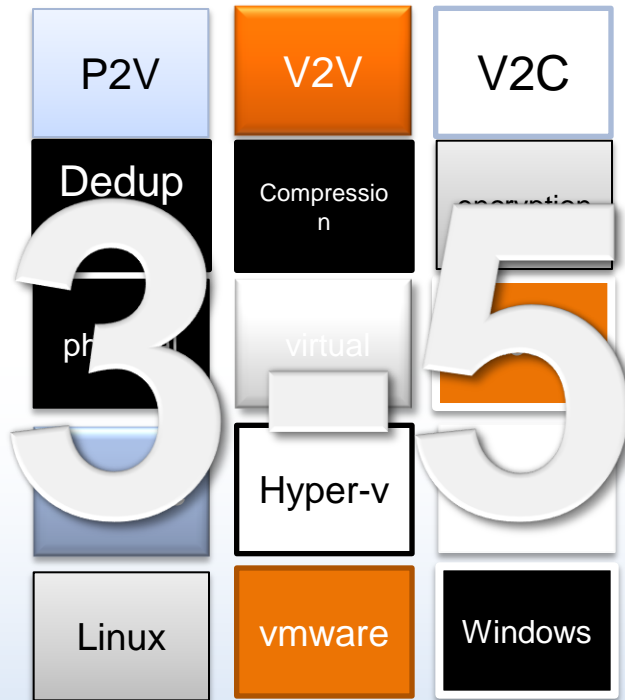


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Acronis Backup & Recovery Features and Benefits



Legacy Approach



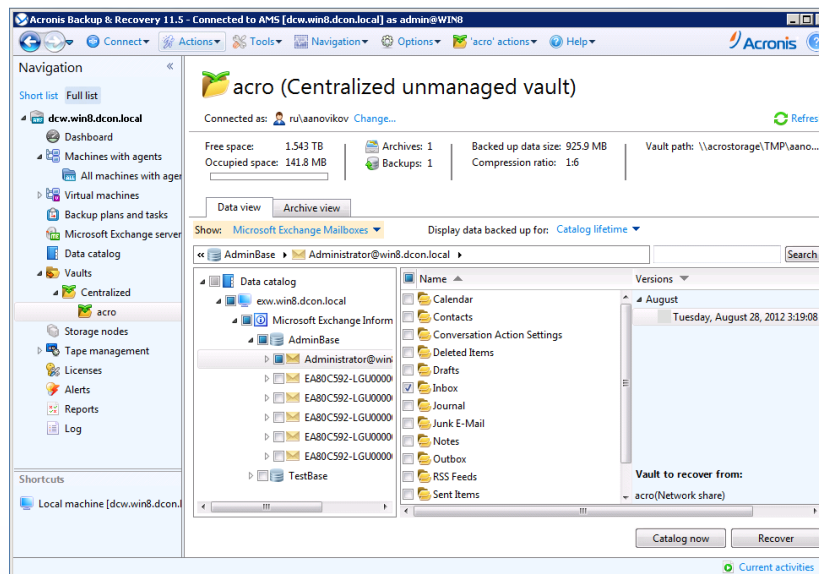
The 2012 Acronis Disaster Recovery Index showed that over 35% of organizations use 3 - 5 products to manage their disaster recovery

Acronis Approach



Lower Cost Of Ownership & Improved Recovery Times

Acronis Backup & Recovery 11.5



- **Disk Image Backup** allows fast, complete and reliable system recovery to the same or dissimilar HW (with AUR) -> fastest RTO
- **Integrated Data Protection** for files and applications backup and recovery
- **Agentless VM backup** for VMware and Hyper-V, plus support for RHEV/KVM, Citrix & Parallels.
- **Centralized management** of up to 3000 machines, pluggable components
- **Cloud backup** provides affordable offsite storage
- **Flexible** as business needs change

Disaster Recovery

System-centric approach – for system recovery

Captures an entire operating system, including applications, to enable fast recovery of entire systems (workstations and servers) in the event of disaster.

Data Protection

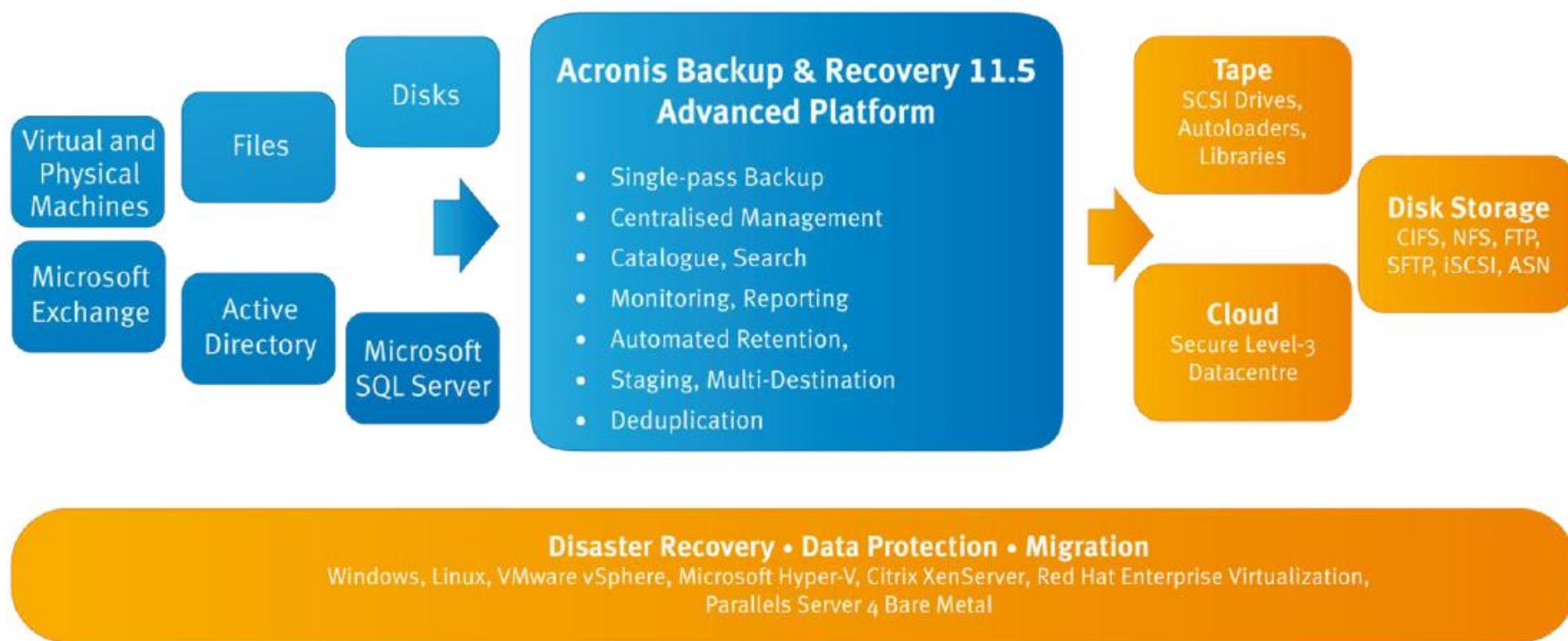
Data-centric approach – for data recovery

Allows you to search for individual files or application items from a backup no matter where they're located in the backup file archive.

Selling Point

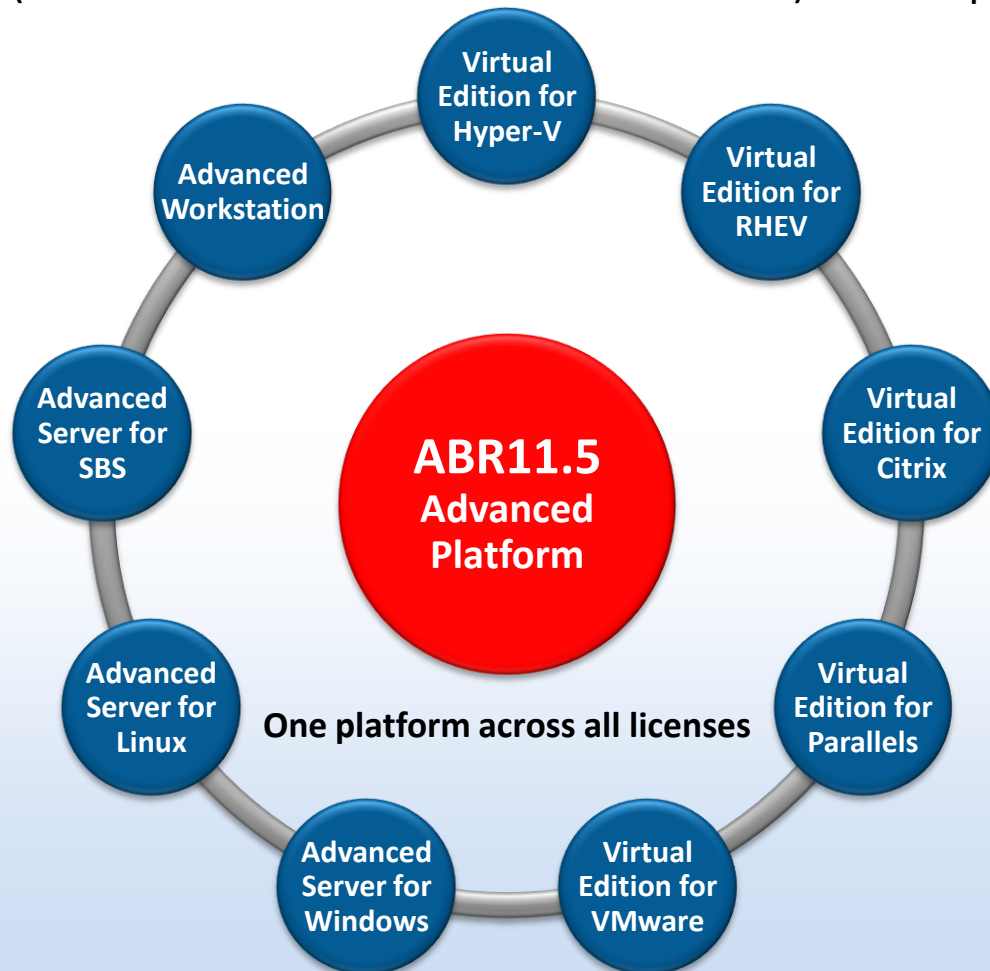
Most organizations have two separate solutions for Disaster Recovery and Data Protection these days. ABR11.5 Advanced Platform provides both

Today, most organizations have two separate solutions for Disaster Recovery and Data Protection



**One solution supporting physical, virtual, cloud environments
reduces costs and management complexity**

We position Acronis Backup & Recovery 11.5 **Advanced** as a **Platform**, where all the licenses (be it Virtual Edition or Advanced Server) are the part of one unified solution.



We don't sell Customers separate ABR11.5 Advanced Server product or ABR11.5 Virtual Edition solution.

We sell Customers the ABR11.5 **Advanced Platform** which supports various different environments, be it Windows or Linux, be it physical or virtual, be it VMware, Hyper-V, RHEV, Citrix or Parallels hypervisor.

We offer Customers respective SKUs and licensing according to their environment requirements.

Unified Platform Agents



Agent for Windows / Linux

- For image and file backup of physical servers or workstations
- Can also be used on virtual machines
- Centrally managed from AMS

Agent for VMware vSphere

- For agent-less backup of VMware virtual machines
- Installs as a virtual appliance or on a Windows machine
- Centrally managed (and automatically deployed) from AMS
- Stand-alone alternative is vmProtect

Agent for Microsoft Hyper-V

- For host-based agent-less backup of Hyper-V virtual machines
- Centrally managed from AMS
- No stand-alone alternative

New! Agent for Microsoft Exchange Server

- Backup of Microsoft Exchange Server datastores and mailboxes (with clusters support)
- Centrally managed from AMS



Acronis Backup & Recovery 11.5 **Advanced Platform**:

- ❖ Consists of a pluggable components
- ❖ Unified centralized management across all components
- ❖ Scalable with business growth
- ❖ Patented Acronis Imaging technology.

Selling Point

All ABR11.5 Advanced Platform components are pluggable which allows various different environments to be managed from single point of entry

NEW! Can be installed remotely from the ABR11.5 Management Console now

Acronis Backup & Recovery 11.5

Designed for Scalability



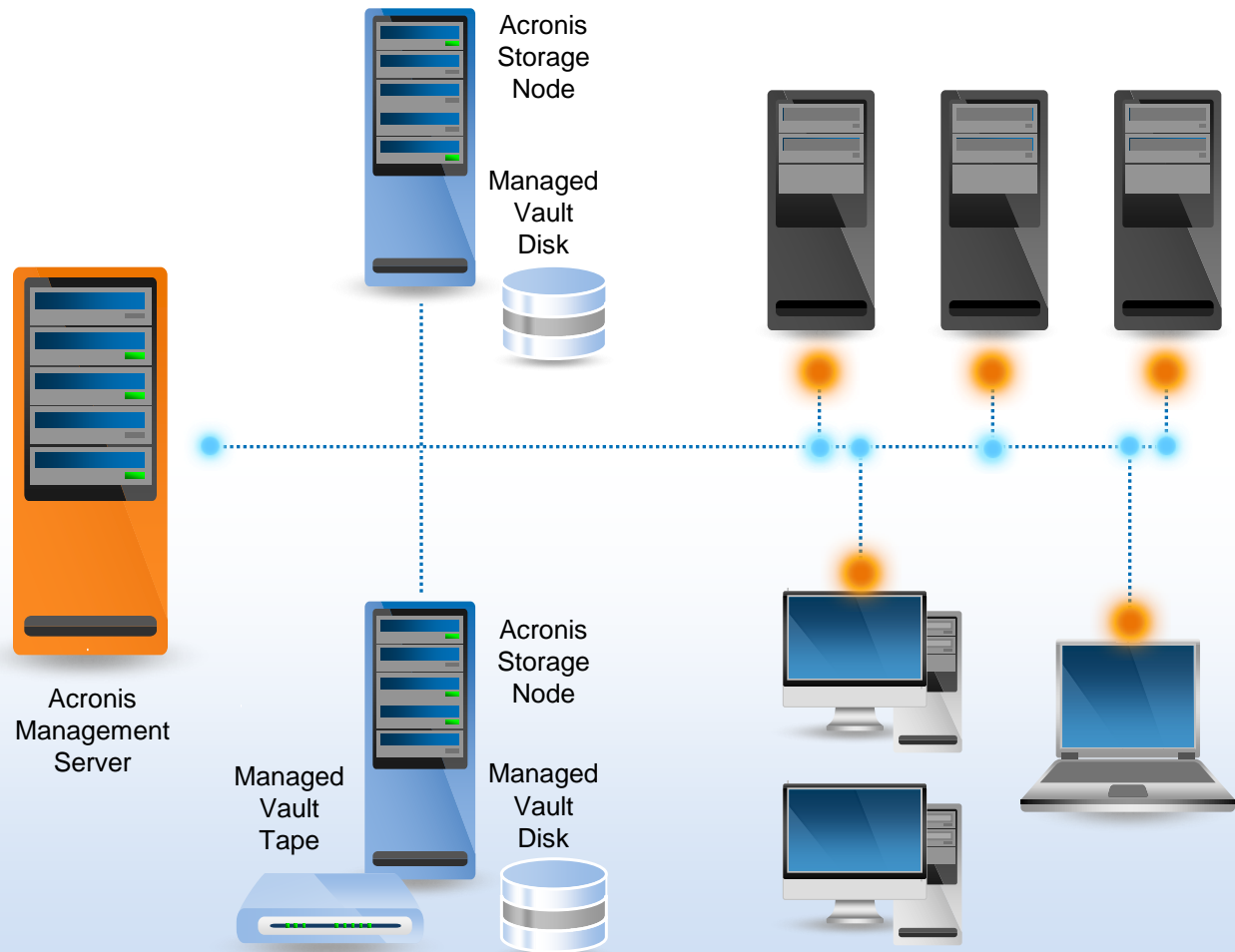
Acronis Management Server

- Up to 3000 protected machines

Acronis Storage Node

- Up to 50 Storage Nodes
- Up to 20 Managed Vaults per Storage Node

Acronis Agents



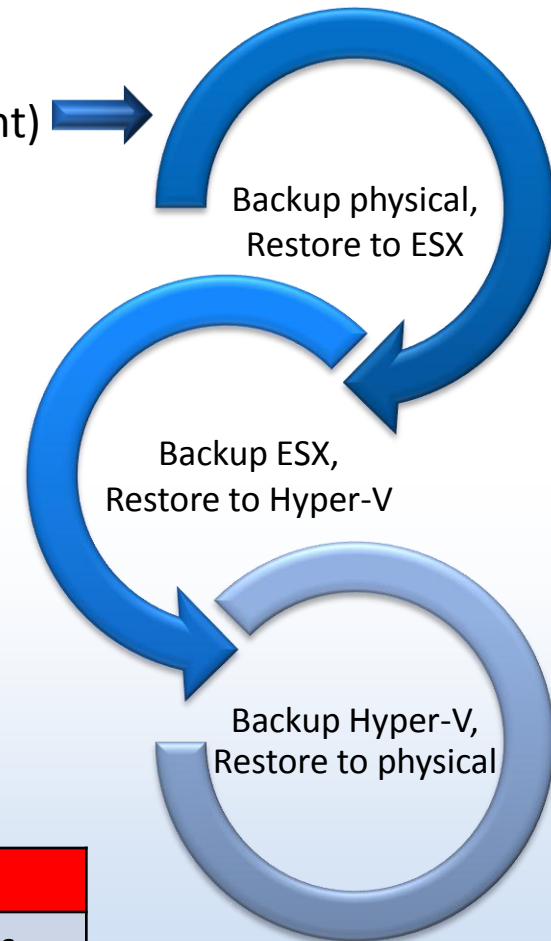
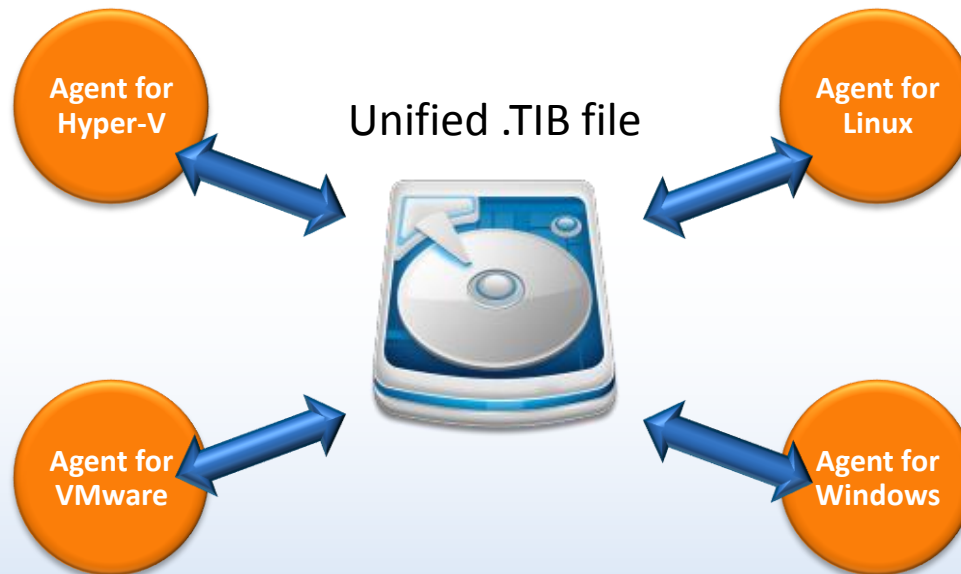
ABR11.5 Advanced Platform Backup & Recovery



All the editions and all the components in ABR11.5 **Advanced Platform** use the same unified format of the backup files.

As a result, any backup can be restored with any edition (Agent) →

AUR automatically makes sure that the system will boot on new virtual/physical hardware



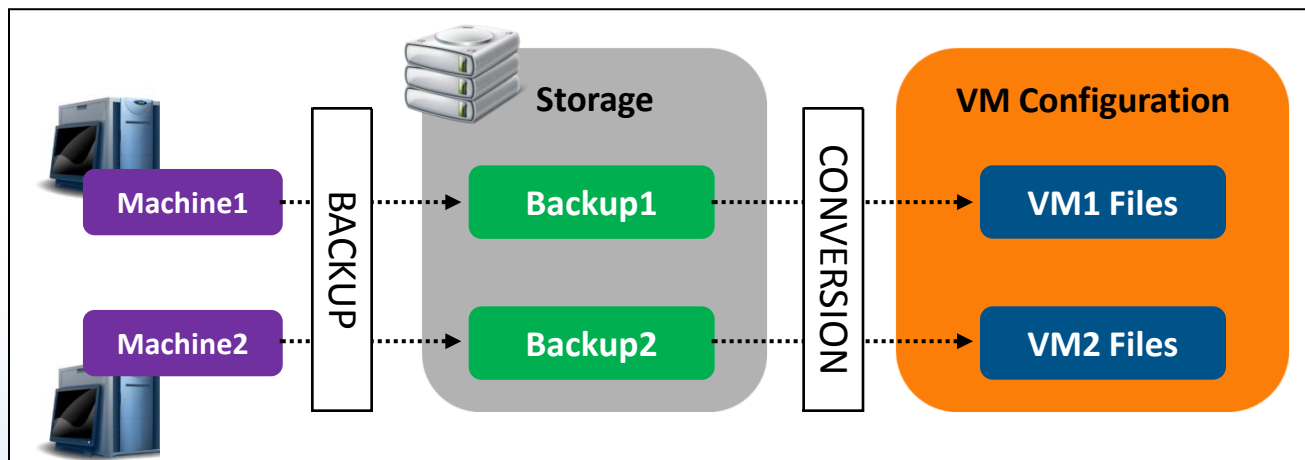
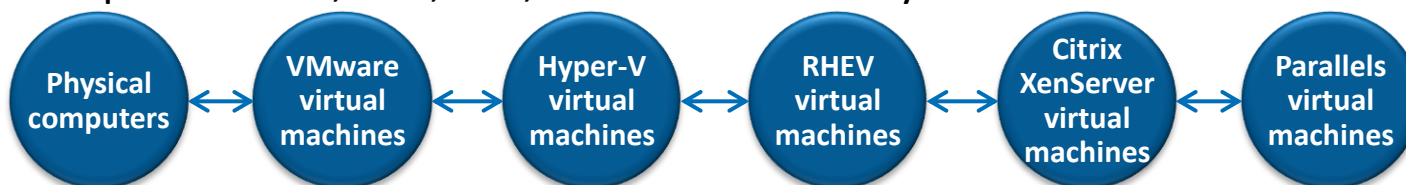
Selling Point

ABR11.5 Advanced Platform uses the same technology for backup of various environments which allows total backup restorability and various migration paths

ABR11.5 Advanced Platform Migration



As a result, of unified .tib format ABR11.5 **Advanced Platform** also offers all various migration options - P2V, V2V, V2P, P2P – between any of:



- ❖ AUR automatically makes sure that the system will boot on new virtual/physical hardware
- ❖ VM settings (such as disk size, resources allowed, etc.) can be changed during conversion

Selling Point

ABR11.5 Advanced Platform license enables unlimited number of migrations per host

Key Features and Competitive Advantages



- Fast and easy to use technology
- Windows and Linux support
- Recovery to dissimilar hardware for Windows and Linux
- File-based backup and recovery
- Individual files and application data recovery from image backup
- Support for Microsoft Exchange, Microsoft SQL, Microsoft SharePoint, Microsoft Active Directory
- Unlimited, any to any migrations
- Converting backups to VM format
- Compression and 256-bit AES encryption
- Staging of backups between multiple locations automatically
- Scheduled backup with automatic retention and built-in backup schemes
- Acronis Secure Zone with F11 boot (ASRM)
- Disaster recovery plan is automatically generated
- Support for disk, network shares, tape, FTP, CD/DVD and cloud
- Supports physical and VM machines
- Support BIOS and UEFI; MBR and GPT disks

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Acronis vmProtect Features and Benefits

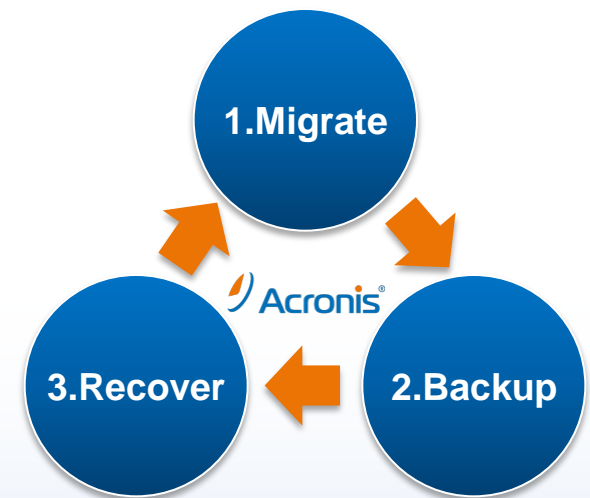


What is Acronis® vmProtect™ 8?



Acronis vmProtect 8 is a robust, fast and extremely easy-to-use solution designed and optimized for backup, recovery and replication of VMware vSphere.

Protecting vSphere Environment



What vmProtect 8 does?



Backup and Recovery: Stores images of entire VMs on a disk, network share or in the cloud. Recover entire VM, files or Exchange e-mails. **No agent inside VMs.**

VM Replication: Creates and **incrementally updates** stand-by copy of a virtual machine. Replicated stand-by VMs need zero CPU/RAM.

ESXi Bare Metal Recovery: Recovers an entire ESXi server to a bare metal host, including all binaries and configuration – even to a host with dissimilar hardware.

Optimized for VMware® vSphere®



Focused backup and recovery solution

Seamless interoperability with VMware

Award-winning imaging and bare-metal restore technology

Leverages VMware vStorage APIs for Data Protection (VADP)

VMware vMotion compatibility

Agentless, LAN-Free backup

Changed Block Tracking (CBT) for backup and restore, hot plug and direct SAN access

Performance optimized for vSphere

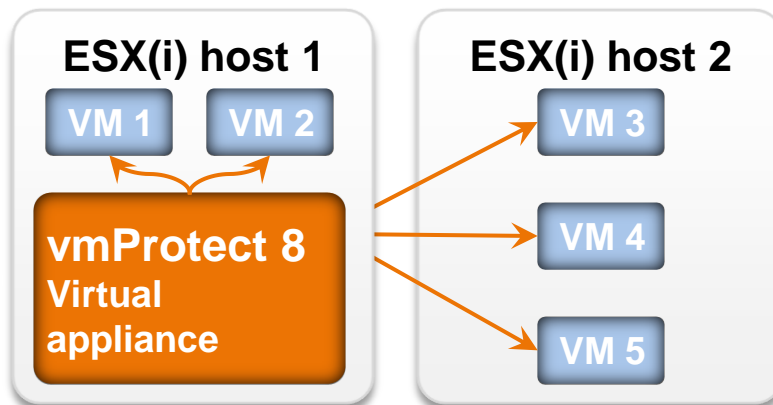
Always incremental backs up only used data blocks

LAN-Free – reads data from shared storage, removing the load from LAN and ESX(i) host

Minimal CPU and memory usage further reduces traffic on LAN and host

Two Installation Options

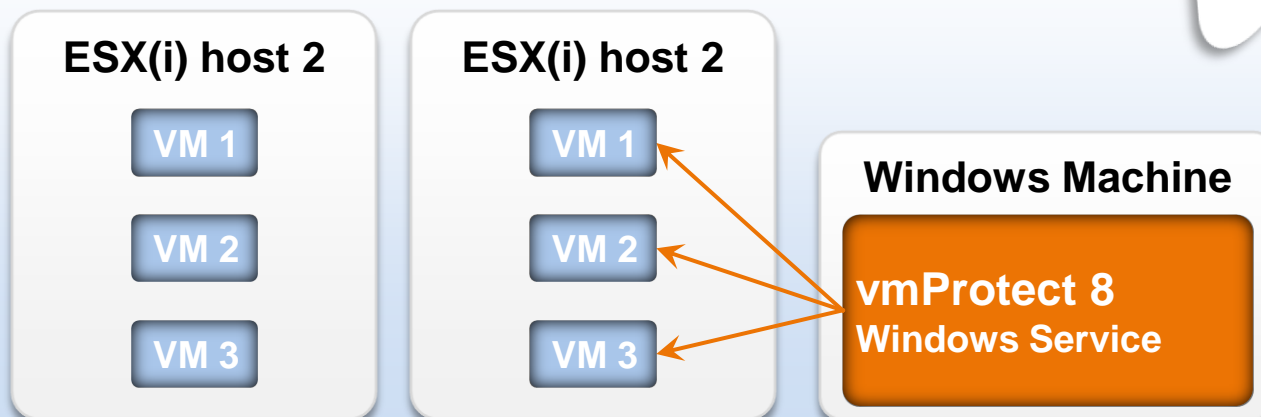
1. Install as **Virtual Appliance** on an ESX(i) host



"This is really **fast and easy to set up**. I was up and running **within minutes**. I like that you can install and configure from either your Windows OS or as virtual appliance."

*David Pentzlin,
IT System Administrator
MK-Technik*

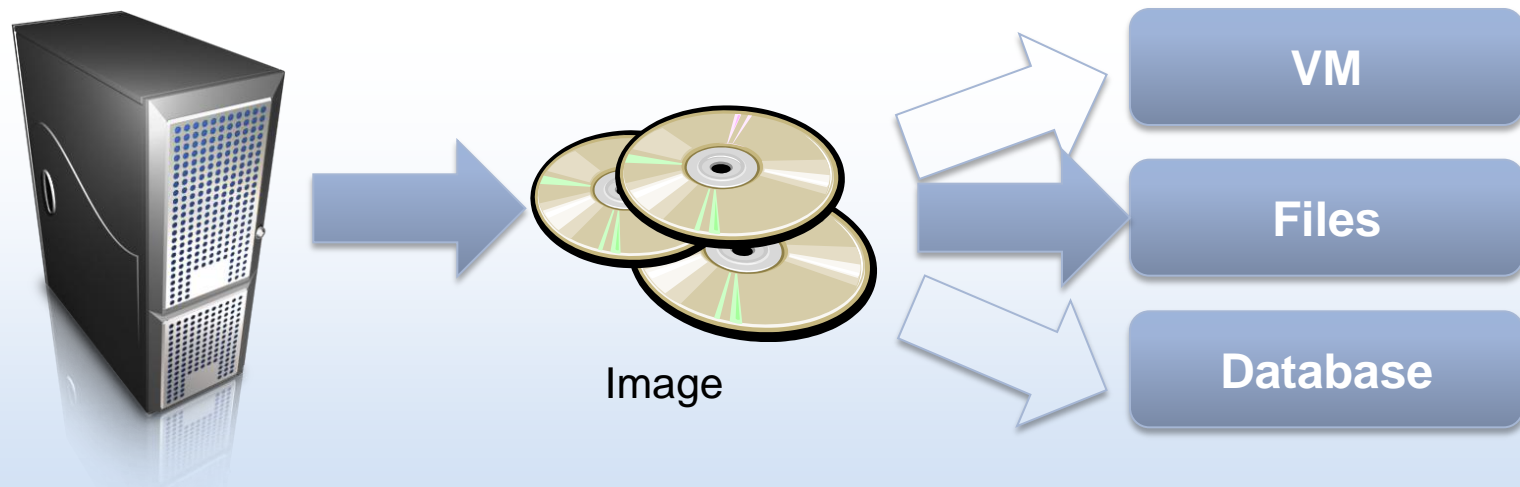
2. Install on **Windows Machine** to use existing hardware



Applications Support in vmProtect 8

Image backup is an efficient solution for **applications protection**:

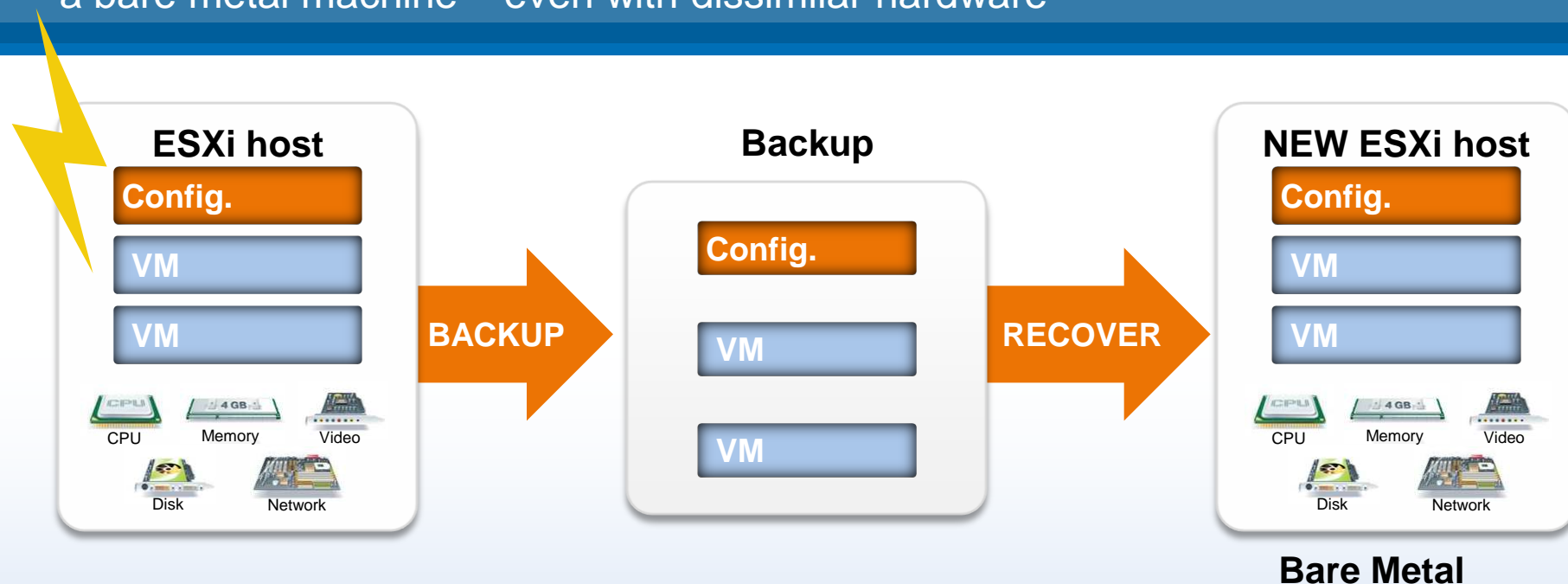
- Works with most applications out-of-the-box
- VM Image contains application data
- VM Image is application-consistent because of VSS calls
- Supports Exchange, Active Directory, MS SQL, SharePoint and Oracle



Enhanced support for Exchange also allows **granular** mailbox and email recovery.

Bare Metal Recovery of ESXi Host

ESXi BARE METAL RECOVERY rebuilds entire ESXi server on a bare metal machine – even with dissimilar hardware



Fast and simple recovery
in a case of hardware failure or other disaster

Reduces time, risk and training necessary to rebuild and reconfigure a v5/4.1 ESXi server manually, including patches as well as your backup configuration.

Mobilize your VM Protection



From the **Acronis web-based console**, quickly manage tasks, even from a smart phone or Apple® iPad®

Dashboard – one page view of activity and status

Alerts – built-in system for easy management

Email notifications report status

Other Product Capabilities



Secure, Efficient Backups

Exclude files from VM backup

Free! Data Deduplication:

Optimized for near-zero performance degradation

Compression further reduces storage requirements

256 bit Encryption

“Protecting your VMware vSphere machines has never been this easy. This is the easiest, **most intuitive way** to back up your virtual machines. A **high performance** solution for backup and unlimited P2V migration!”

Backup Validation

View what is stored without accessing the target VM

Beta Tester Anurag Sen
Technical Trainer
Arvato

Other Product Capabilities



Optional Cloud Storage

Acronis Cloud Storage subscription is available for offsite protection of VMs

Migration

View what is stored without accessing the target VM

Accelerate P2V / V2V migration to vSphere

Unlimited migrations included in license

“Protecting your VMware vSphere machines has never been this easy. This is the easiest, **most intuitive way** to back up your virtual machines. A **high performance** solution for backup and unlimited P2V migration!”

Beta Tester Anurag Sen
Technical Trainer
Arvato

04

What's New!!!



Acronis Backup & Recovery 11.5 Top New Features



Integrated Microsoft Exchange Backup and Recovery

- With Exchange 2010 support
- Recover entire Microsoft® Exchange Server database, or individual mailboxes, emails, contacts needed
- Express full backup

Staging to Acronis Cloud Storage, Disk2Disk2Cloud

File-level recovery from disk images stored on tapes

Fast and simple P2V migration for RHEV servers

CBT incremental backups for VMware vSphere virtual machines

Flexible Licensing

- Tailored to meet the unique needs of your heterogeneous environment –Windows and Linux, VMware, Hyper-V, RedHat RHEV, Citrix and Parallels

vmProtect 8 Top New Features



vmFlashBack

During restore, vmProtect copies only blocks that were changed.

Multi-Destination

Copies your allotted backups to an additional location, locally or to the cloud.

vCenter Integration

Now all backup, recovery and replication operations can be managed directly from vCenter.

Windows Support

vmProtect 8 supports Windows Server 2012 and Windows 8.

05

Pricing, Licensing and Support



Acronis Backup & Recovery 11.5

For Small Business:

Server for Windows

Server for Linux

Workstation

Advanced Server for SBS

For MS Exchange Server

Online (Cloud Subscription)

For Enterprise:

ABR11.5 Advanced Platform

Advanced Server for Windows

VE for VMware

Advanced Server for Linux

VE for Hyper-V

Advanced Workstation

VE for RHEV

For MS Exchange Server

VE for Citrix XenServer

Online (Cloud Subscription)

VE for Parallels

Acronis Backup & Recovery 11.5 Licensing Highlights



- Licensed per protected machine be it workstation, laptop or server
- Virtual solutions via platform agents: one license for each physical host machine supporting an **unlimited number of VMs** per host server and **migration**
- Bundles with Acronis Universal Restore and Deduplication options
 - **New!** For each bundle, one installer and only one bundle key will be provided.
- Trial Versions
 - Update from a trial to the full version of the software **without re-installing** the product. The trial will convert to the full version.

Acronis vmProtect 8 Licensing



Priced affordably at €499 per CPU

Purchase one license for each CPU on host

License Includes:

Unlimited P2V (physical to virtual) migrations

Unlimited V2V (virtual to virtual) migrations from other hypervisors to a VMware VM

Deduplication

Trial Version Available

Update from a trial to the full version of the software without re-installing the product.
The trial will convert to the full version.

Award-winning Acronis Advantage® Support



First year of Acronis Advantage included with a license

World-class service to protect your software investment

3 support options

Includes web, chat, phone and email support

Acronis Advantage Standard

12x5 support - Monday to Friday, Business hours

Response within 1 business day*

Acronis Advantage Premier

24x7x365 priority support services

Response within 1 hour*

Pay per incident (PPI) support if not under maintenance contract

**in the event of business critical system error*

06

FAQ



Frequently Asked Questions



Q: You have two products for vSphere Environments (VMP8 and ABR11.5 VE). Why? How do they differ from each other?

- ABR11.5 VE is part of Advanced Platform, VMP8 is a standalone product
- Positioning: complex/mixed scenarios vs. fully virtualized/simple environments
- Features give the answer, experts (Avangate, Acronis, etc...) give the best answer!!!

Q: Do you support vSphere ESXi FREE?

- VMP8 DOES NOT (and it's not Acronis fault)!!!
- ABR11.5 VE does, with Agent installed into VMs

Q: Which is the right product for a small vSphere environment?

- If vSphere is licensed (Essential or above), VMP8
- If it's mixed physical/virtual, ABR
- Small env. does not mean simple env.!!!
- ABR11.5 Advanced Server licenses host + up to 4 VMs

Further Questions



Extra sconto 2% + Rebate su SMB (std 18%)

- ABR11.5
- vmProtect 8

NB Account rivenditore esistente?



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- Come contattarci
 - *www.avangate.it -> contattaci*
 - *02 / 89607318 (generale) – 02 / 00614271 (rivenditori)*
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 - *Mail*
 - *Chat*
 - *Telefono*
 - *Teleassistenza*