

NAKIVO Backup & Replication v.9

AVANGATE

Distributore a valore aggiunto

NAKIVO GOLD PARTNER

Andrea Orsucci - Senior Brand Manager



GUEST STAR

Zaher El Orm - Nakivo Channel Manager



NAKIVO

Agenda



- Perché NAKIVO (Z)
- Cosa è NAKIVO B&R
- Recenti aggiunte
- Novità 9.1/9.2/9.3b
- Cenni tecnici
- Licensing
- FAQ/Risorse
- Domande e risposte

prima però...per i partecipanti

- 3x Amazon Card da 25€
- Partecipazione almeno al 60% del webinar

#iorestoattento

- Scelta casuale

True Random Number
Generator

Min:

Max:

Result:

Powered by RANDOM.ORG



Sondaggio su Provenienza



“Over”



NAKIVO

NAKIVO & AVANGATE
SINCE 2014

NAKIVO®

AVANGATE

NAKIVO®

About NAKIVO

- › 14,000+ paid customers in 140 countries
- › Largest customers protect 8,000+ VMs, 300+ ROBO locations
- › 5-star community reviews, 98% satisfaction with support
- › Winner of VMWorld 2018 Gold Award for Data Protection
- › 4,000+ channel partners around the globe
- › Partner of the world's leading technology companies

 vmware®

 Microsoft

 amazon

 NUTANIX

 Linux

 Hewlett Packard
Enterprise

 DELL EMC

 NEC

 Google Cloud

 Azure

 NAKIVO®

Awards and Ratings



Great Backup Solution For Virtual Environments

Easy to setup and steadily working backup solution for virtual environment. Good idea to install backup server directly to NAS device where backups are stored without needing separate server for it. Deduplication and compression minimizes bandwidth and storage consumption and time needed to run backups.

Easy to use and well made. Good customer service.

We use Nakivo to backup some virtual machines with different operating systems. The software is really easy to use and full of features it meets our needs. The customer service is great

We Value All Our Customers Especially Italian Ones

aruba

a Hewlett Packard
Enterprise company



MondialpolServiceGroup

ESSELUNGA®
S

NAKIVO®

THANK YOU

Have a productive and fun webinar

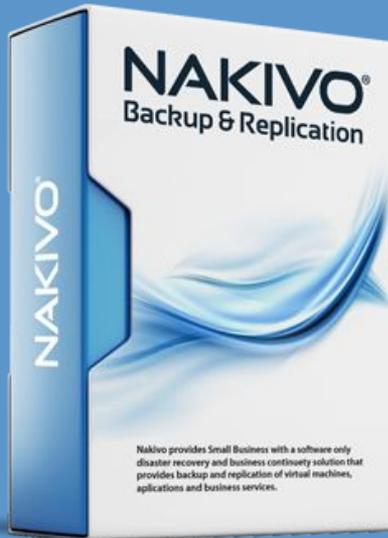
NAKIVO®

“Over”



NAKIVO

NAKIVO Backup & Replication v9.x



Backup & Replica per
VMWare ESXi, MS Hyper-V, EC2, AHV
Ambienti VIRTUALI (E NON SOLO!)

Veloce, Affidabile, Accessibile!

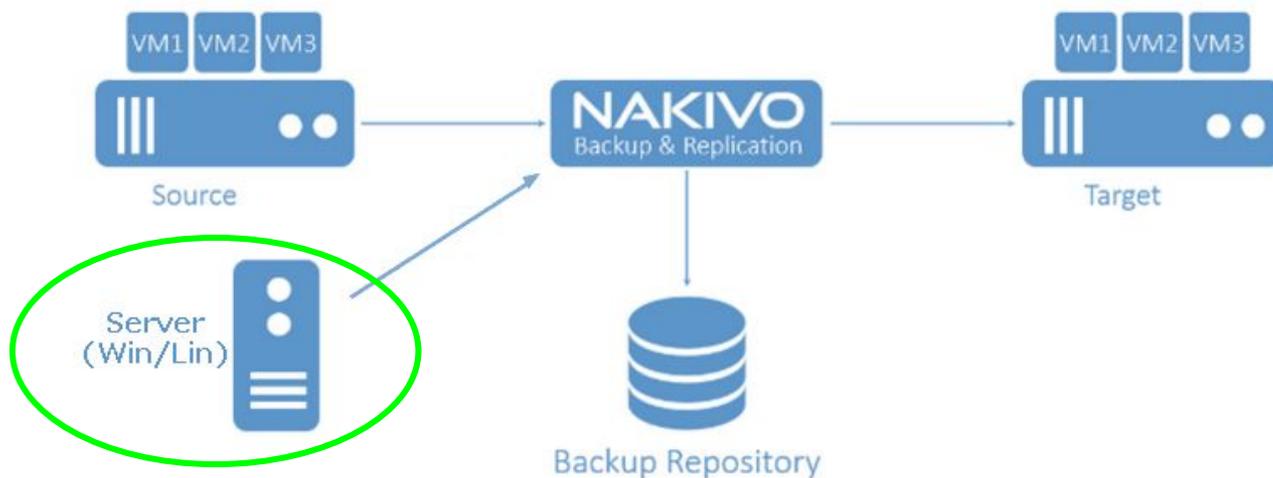
Perchè NAKIVO

- Implementazione semplice e rapida, operazioni intuitive
- Backup e replica di VM/PM onsite, offsite ed da/in cloud
- Restore istantaneo di file ed application objects
- Deduplica e compressione dell'intero repository
- Costi accessibili - Semplicità ed efficacia
- Nuove possibilità di Backup

Sondaggio su Ambienti



Backup e Replica di ambienti VIRTUALI E FISICI



Sorgente e destinazione locali e/o remote

Fino a 1.000 punti di ripristino per i backup e 30 per le repliche.

Supporta backup live e restore di oggetti delle applicazioni server.

Deploy ed Integrazione immediati



Installer per Windows, Linux, NAS, o VA/AWS



Tutte le componenti installate automaticamente



Nessun agente da installare nelle VM



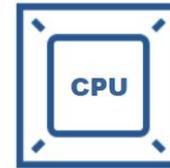
Interfaccia Web



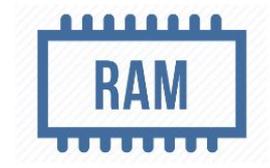
Pronto in 5 minuti

Deploy ed Integrazione immediati

Linux	RHEL 6.3 - 7.4; Ubuntu 18.04, 16.04; SLES 11 - 12 SP3
Windows	Windows Server 2019 - 2008 R2; Windows 10 - 7
VA	VMware VA, Nutanix VA
Cloud	AWS EC2 AMI



2 Cores



4 GB

Installazione su NAS

Realizza un dispositivo All-In-One per il backup di VM.

Performance migliorate fino a 1.7X , rispetto ai repository su share di rete.

Backup Primario e Secondario onsite oppure offsite per la DataRetention.



CPU Intel-AMD x64, 1Gb Ram, OS aggiornato **(New! CPU ARM X42)**

Lista dei modelli supportati:

<http://www.nakivo.com/helpcenter/display/NH/System+Requirements>

NAKIVO

Supporto ad appliance di deduplica



Supporto ad unità MC Data Domain,
HP StoreOnce, **NEC HYDRAsstor**,
Quantum DXi... per la compressione e
deduplica nativa dei dati raw ricevuti.
Incremento sensazionale di
prestazioni. Disp. da v7.3

<https://www.nakivo.com/blog/download-nakivo-v7-3-deduplication-appliance-support>

Supporto a RASPBERRY



- Unità di backup portatile ed estremamente conveniente
- Package per ARM
- Completare con Storage

<https://www.nakivo.com/it/backup-appliance/raspberry-pi/>

Supporto a FREENAS



- Utilizzo di HW disponibile
- Potenza ..a scelta
- Plugin



<https://www.nakivo.com/it/backup-appliance/freenas/>

Componenti



Director

SW per Windows, Linux, VA, NAS, AWS



Transporter

SW per Windows, Linux, VA, NAS, AWS



Backup
Repository

Una cartella accessibile al transporter
in locale o come share di rete (CIFS/NFS/iSCSI/NAS)
oppure deduplication appliance

Componenti - Ruoli



Director

Coordina il lavoro dei transporter e del virtualizzatore.
Fornisce interfaccia utente e reportistica



Transporter

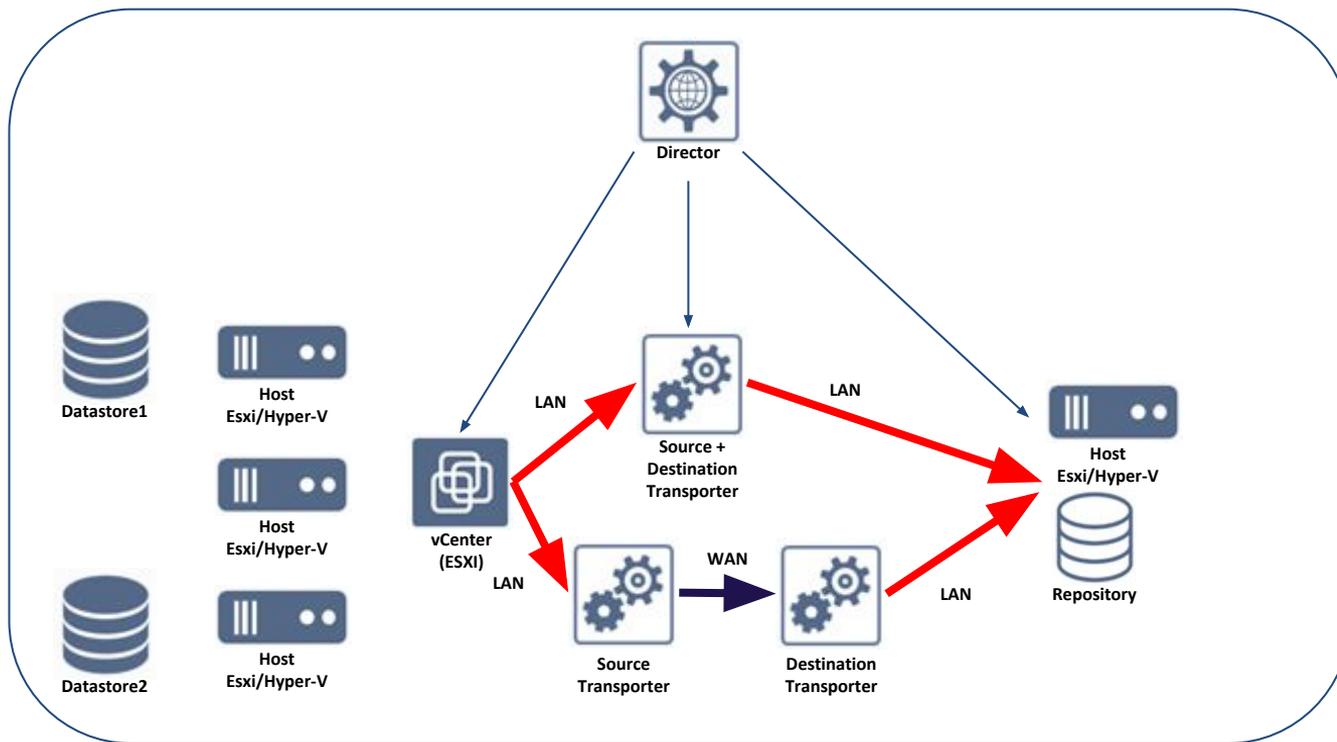
Ottimizza trasporto ed archiviazione dei dati



Backup
Repository

Accoglie, ottimizza e conserva le copie di backup

Comandi e dati



Comandi 
Dati 

Performance



Network Acceleration

Riduce il traffico di rete, dimezzando in media il carico ed i tempi di backup e replica.



Multi-Threading

Esegue diversi task di backup, replica e restore simultaneamente per ottenere un processo più rapido e finestre di backup più brevi. (Ram/CPU)



SAN Support

Impiega l'accesso diretto a SAN per la lettura dei dati sorgente per aumentare sensibilmente la velocità di backup e replica, riducendo al contempo il carico sulla rete.



CBT(Esx)/RCT(Hyper-V 2016)

Supporta la funzionalità Changed Block Tracking di VMWare e Resilient Change Tracking di Microsoft , per identificare rapidamente i blocchi dati modificati dalla precedente esecuzione del job.

Affidabilità



Auto Job Retries

Ritenta e ripristina automaticamente l'esecuzione di job in caso di errori, quali perdita di connettività, sovraccarico dei server, e così via.



Full Synthetic Data Storage

Archivia i dati in modalità full synthetic, permettendo il massimo risparmio in termini di tempo e volume occupato

<https://www.nakivo.com/helpcenter/display/NH/Full+Synthetic+Data+Storage>

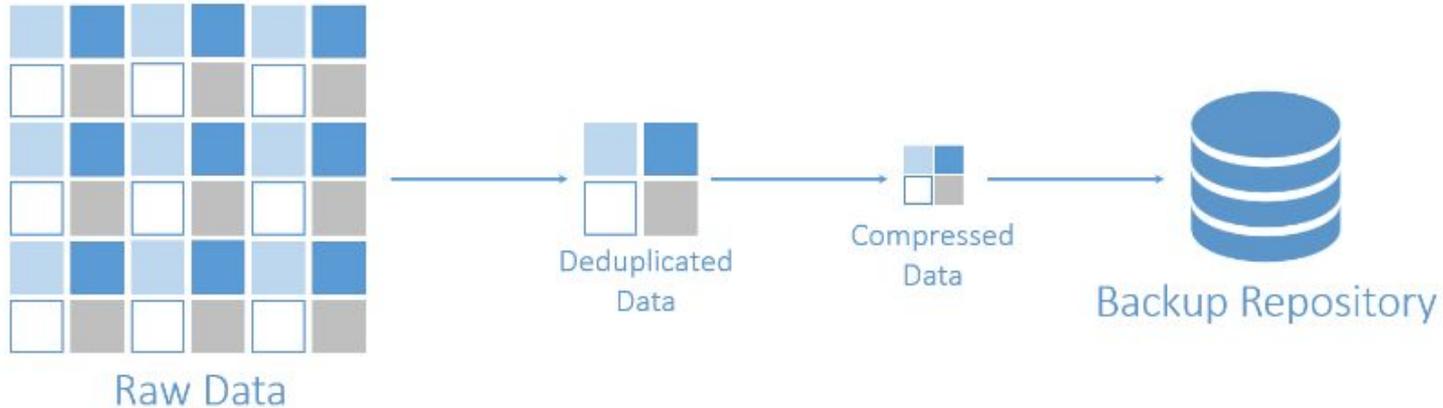


Self-Healing

Esegue automaticamente autocontrollo dell'archivio periodico, verificando l'integrità e correggendo gli errori.

Deduplica e compressione

Sono effettuate a livello di blocco,
sull'intero repository (NON per singolo job)-> UNICO
Tutti i blocchi deduplicati sono soggetti a compressione.



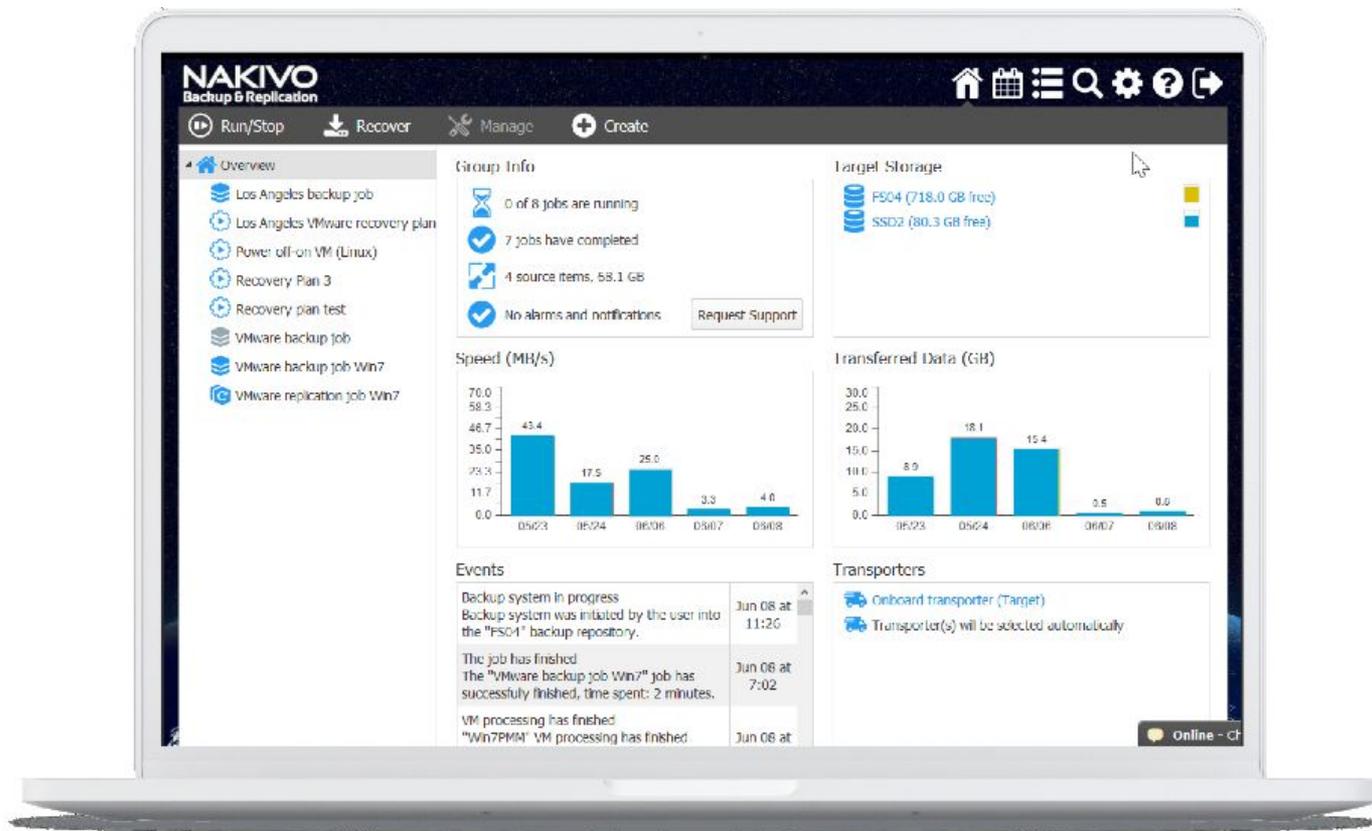
Le caratteristiche introdotte nel 2019



NOVITA' 2019

Version	Release Date	Key Features
v9.0	23 July 2019	<ul style="list-style-type: none">• Windows Physical Server Backup• Microsoft Hyper-V 2019 Support
v8.5.2	23 May 2019	<ul style="list-style-type: none">• VMware vSphere 6.7 U2 Support
v8.5	07 May 2019	<ul style="list-style-type: none">• Nutanix AHV Support• VM Replication from Backup• Product Auto Update• FreeNAS support• Support of NAS Devices with ARMv8 CPU

Interfaccia - V.9.X



Interfaccia - 8.5 - Maintenance

[General](#) [Inventory](#) [Transporters](#) [Repositories](#) [Events](#) [Licensing](#)



Sep 11 at 9:40 AM

The maintenance has ended

You are no longer eligible for technical support and software updates. Contact sales@nakivo.com to renew the maintenance.

Current License Details

License type:	Enterprise 
Licensed CPU sockets:	8
Licensed VMs:	Unlimited
Used CPU sockets:	0
Used VMs:	0
Used EC2 instances:	0
License expiration:	Never
Maintenance end:	Jul 12 2018 (ended)
Licensed to:	
Serial number:	326F1844-866B-497A-93A7-1775840B6A72

[Change License](#)

8.5: AUTO Update

The screenshot displays the NAKIVO Backup & Replication software interface. At the top, the NAKIVO logo and "Backup & Replication" text are visible on the left. On the right, there is a navigation bar with icons for home, calendar, menu, search, settings, help, and refresh. A notification bubble in the top right corner says "Update available" with a checkmark icon. Below the navigation bar, there are buttons for "Run/Stop", "Recover", "Manage", and a plus sign. The main content area is divided into a left sidebar with "Overview" and a list of jobs, and a main panel titled "Group Info". The "Group Info" panel shows status indicators: "0 of 2 jobs are running", "2 jobs have not been completed", "2 source objects, 1 target object", and "No alarms and notifications". A "Request Support" button is located at the bottom of the "Group Info" panel. An "Update Available" dialog box is overlaid on the main panel, displaying the current version (8.5.0.31961) and the new version (8.5.2.32767). The dialog includes a "Release notes" link and three buttons: "Download & update" (highlighted in blue), "Download", and "Forget".

NAKIVO
Backup & Replication

Update available

Run/Stop Recover Manage

Overview

- VMware backup job
- VMware replication job from backu

Group Info

- 0 of 2 jobs are running
- 2 jobs have not been completed
- 2 source objects, 1 target object
- No alarms and notifications

Request Support

Update Available

Current version: 8.5.0.31961
New version: 8.5.2.32767

[Release notes](#)

Download & update Download Forget

AUTO Update

Update available

Updating the product will stop all current activities, including running jobs, recovery jobs, repository maintenance, etc.

Proceed Cancel

NAKIVO Backup & Replication

Downloading update

Run/Stop Recover Manage Create

Overview

- VMware backup job
- VMware replication job from backu

Group Info

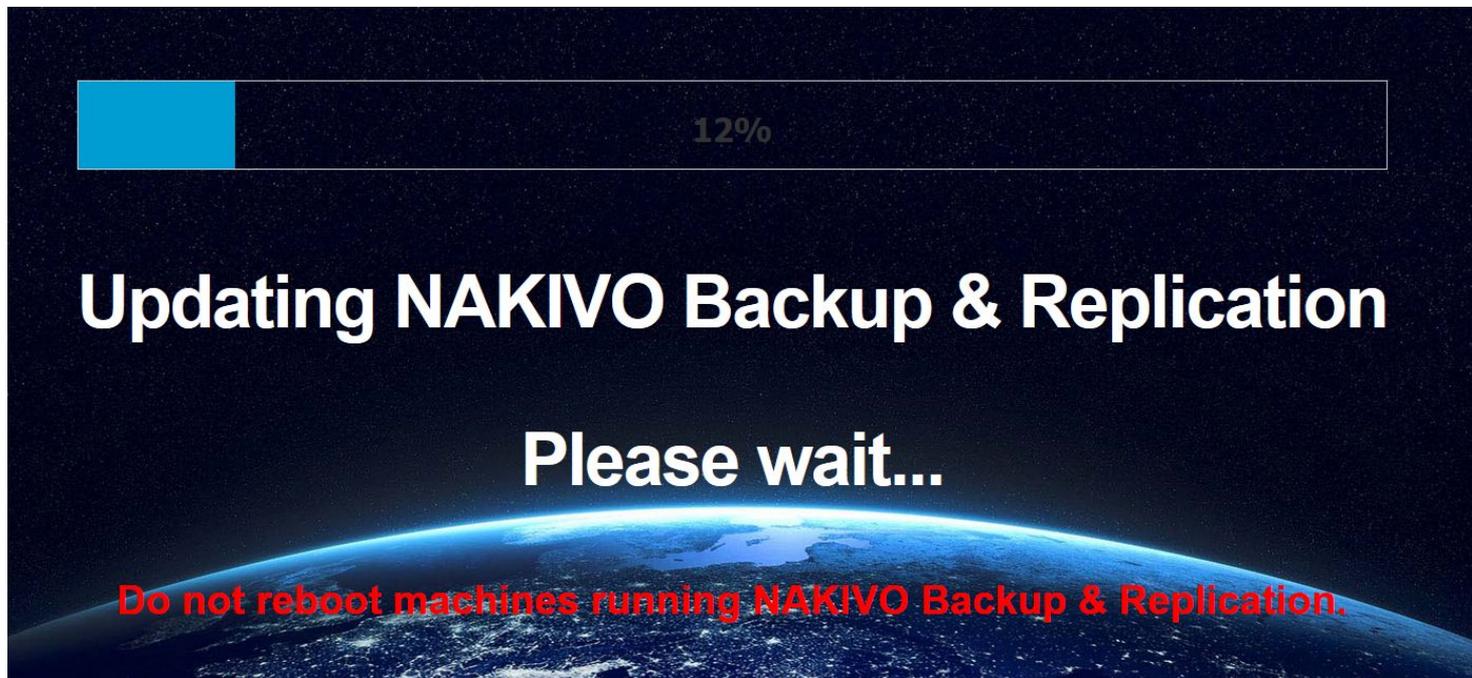
- 0 of 2 jobs are runn
- 2 jobs have not bee

Downloading the update...

41%

Cancel

AUTO Update



9.0: Backup di server Windows FISICI

Configuration > Inventory

Add New Microsoft Windows Server(s)

Display name:

Hostname(s) or IP(s): ?

Username:

Password:

i A Transporter will be installed on each server, unless there is a Transporter already installed.

Backup di server FISICI

The screenshot displays the NAKIVO Backup & Replication software interface. The top section shows a task list with columns for Name, CPU usage, and Memory usage. Below this, the 'Inventory' tab is active, showing a list of transporters. A blue box highlights the 'Add New...' button and the 'Refresh All' button. A progress bar for the IP address 192.168.75.171 is shown at 35%. A yellow box highlights the 'NAKIVO Backup & Replication Transporter' entry in the list. A grey box highlights the 'NAKIVO Backup & Replication Transporter' entry in the expanded view below.

Nome	CPU	Memoria
Console Window Host	0%	1,0 MB
Windows® Installer		
Host servizio: servizio l...		
Host servizio: servizio d...		
Windows PowerShell		
Host servizio: servizio l...		
Moduli di impostazione chiavi IPsec IKE e Au...	Il servizio IKEEXT ospit...	In esecuzione Automatico (... Sistema locale
NAKIVO Backup & Replication Transporter	Performs data transfer...	In esecuzione Automatico Sistema locale
Ora di Windows	Mantiene la sincronizz...	In esecuzione Automatico (... Servizio locale
Processore dei co		
install-runner-x64		
NAKIVO Backup & Replication Install Runner		

General Inventory Transporters Repositories Licensing

Add New... Manage Refresh All

192.168.75.171 Adding... 35%

NAKIVO Backup & Replication Transporter

NAKIVO Backup & Replication Transporter

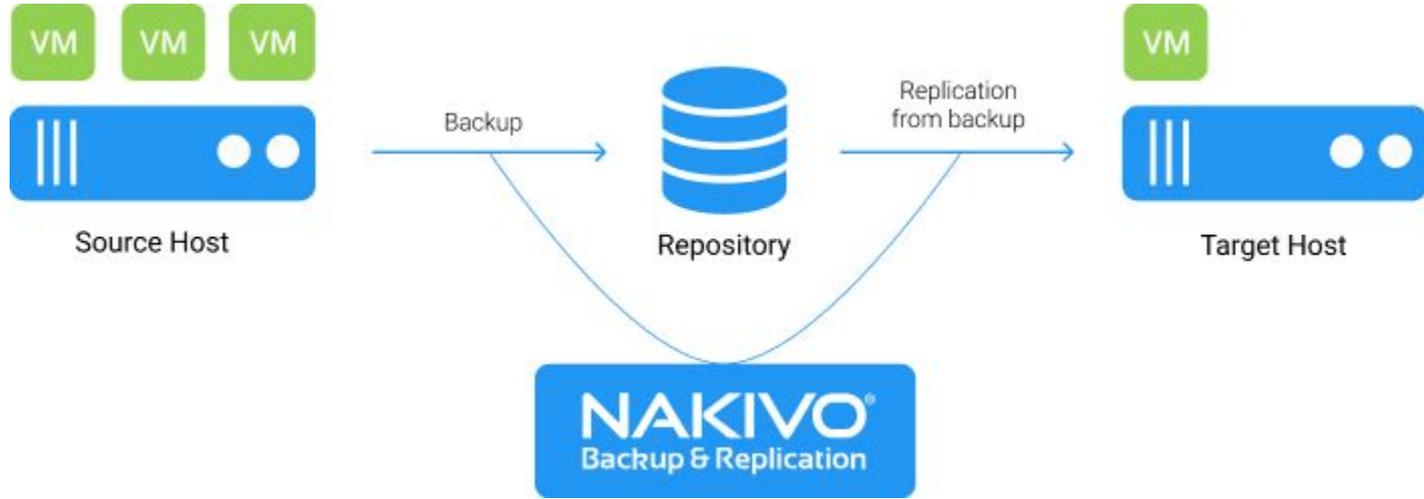
9.0 Restore di Server FISICI

- **Restore granulare**
- **Restore to VM (conversione Backup)**
- **Restore BARE METAL : future**

DISASTER RECOVERY

- **Replica**
- **Replica da Backup**
- **Site Recovery**

VW Replication from Backup



VW Replication from Backup

 Edit: VMware replication job

1. Backups

2. Destination

3. Schedule

4. Retention

5. Options

 Edit: VMware replication job

1. Backups

2. Destination

3. Schedule

4. Retention

5. Options

Container

 Cluster

Datastore

 RAID10

Network

 LAN75

VM folder

 TEST

 To use existing VMs as targets, expand the Advanced setup and specify target VM for each source VM.

[Advanced options...](#)

-  VMware backup job
-  VMware replication job
-  VMware replication job

SITE RECOVERY

- Set di **AZIONI** e **CONDIZIONI**
- Concetto di **FAILOVER** e **FAILBACK**
 - Planned Failover vs Emergency Failover
- Concetto di **TEST** e **PRODUCTION**

Devono **ESISTERE REPLICHE**

<https://helpcenter.nakivo.com/display/NH/Site+Recovery>

SITE RECOVERY

New Site Recovery Job Wizard

1. Actions 2. Networks 3. Re-IP 4. Test Schedule 5. Options

Type: 

-  Failover VMware VMs
-  Failover Hyper-V VMs
-  Failover EC2 Instances
-  Failback VMware VMs
-  Failback Hyper-V VMs
-  Failback EC2 Instances
-  Start VMware VMs
-  Start Hyper-V VMs
-  Start EC2 instances
-  Stop VMware VMs
-  Stop Hyper-V VMs
-  Stop EC2 instances

1. Check condition

Condition

Condition type: Resource is running

Resource type: VMware VM

Identification method: Name - Contains "produzione"

Action if True

End site recovery job successfully

Action if False

Continue site recovery job

2. Failover VMware VMs

-  OptimidocProduzione-replica

SITE RECOVERY



New Site Recovery Job Wizard

1. Actions

2. Networks

3. Re-IP

4. Test Schedule

5. Options

Site Recovery Job

Job name:

Site recovery job

Testing Options

Recovery time objective

5



Minutes



Send test/run report to

hotline@avangate.it



Novità in Nakivo B&R v.9.1

- **Tape Backup Support**



- **Linux Physical Server Backup**



- **Windows Physical Workstation Backup**



- **Instant Verification**



<https://helpcenter.nakivo.com/display/RN/Release+Notes>

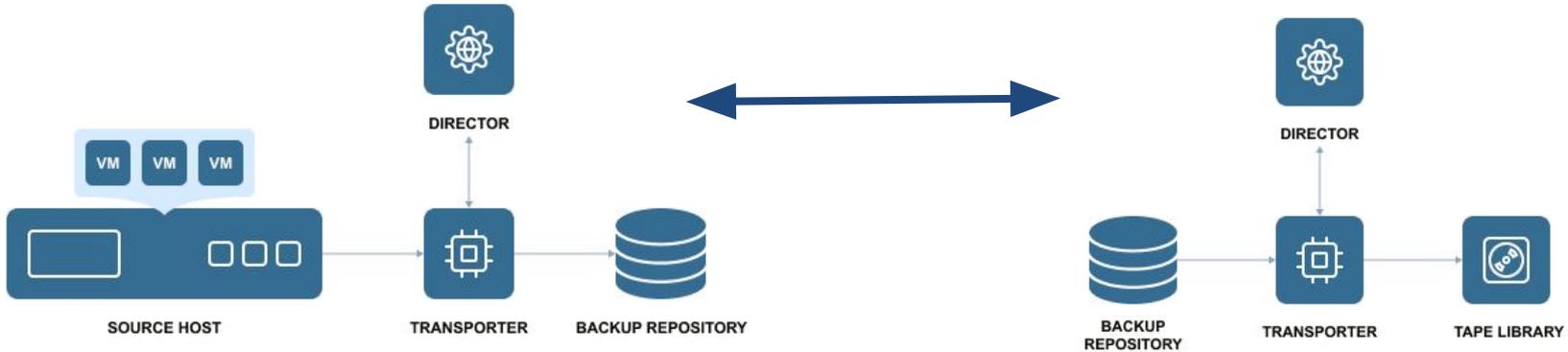
Novità in Nakivo B&R v.9.1

- Backup to TAPE



Novità in Nakivo B&R v.9.1

- Backup to TAPE



Backup verso il Repository

Copia da Repository a Tape Library

<https://helpcenter.nakivo.com/display/NH/Backing+Up+to+Tape>

Novità in Nakivo B&R v.9.1

- Backup to TAPE



Term	Description
Tape Library	A storage device that includes one or more tape drives, a number of slots and a media changer (robot).
Tape Drive	A device component (or a standalone device) used to read and write the tape cartridge.
Slot	A place in the tape library designed to hold a single cartridge.
Mail Slot	A slot in the tape library that allows you to physically add or remove a tape cartridge without disturbing the operation of the tape library.
Media Changer	A device component used to move a single tape cartridge between slots and load/unload the cartridge to/from the tape drive.
Tape Cartridge (Tape)	A unit of sequential magnetic medium and an optional barcode used for identification.
Media Pool	A logical container that contains tape cartridges.
Backup (Tape)	A logical entity containing one or more recovery points on one or more tape cartridge(s) that belong to a single source object.
Recovery Point (Tape)	A complete or incomplete data set required to rebuild a VM or instance as of a particular moment in time.

Sondaggio su Destinazione

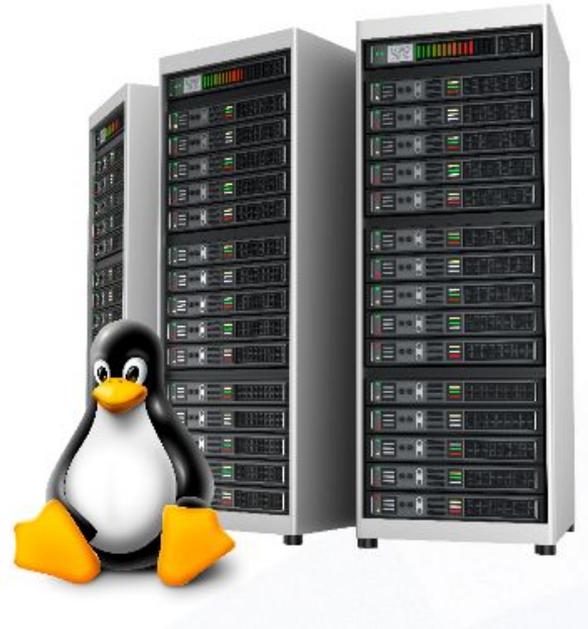


Novità in Nakivo B&R v.9.1

- **LINUX Physical Backup**



- › In 2018, the world top 500 supercomputers were using Linux.*
- › Linux powers 95% of the servers supporting world top 1,000,000 domains.
- › 90% of all cloud infrastructure operates on Linux.
- › 90% of the public cloud workloads run on Linux.
- › Linux has popular applications for personal and small business financial management, for instance GnuCash.



<https://itsfoss.com/linux-runs-top-supercomputers/>

Novità in Nakivo B&R v.9.1

- **Windows 10 Physical Backup**



- Perform backup of Windows 10-based PCs
- Recover Windows 10 data to VMware and Hyper-V VMs
- Restore individual files and folders
- Copy your backups off-site, to the cloud or to tape



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Novità in Nakivo B&R v.9.1

- **Instant Verification**



Screenshot Verification



Heartbeat (Virtualization Tools)

<https://www.nakivo.com/it/features/screenshot-verification/>

Novità in Nakivo B&R v.9.2

Backup di Office 365

- **Il repository**
- **La configurazione**
- **Le possibilità**
- **Il Licensing**



<https://helpcenter.nakivo.com/display/NH/Adding+Microsoft+Office+365+Accounts>

Novità in Nakivo B&R v.9.3 (beta?)

Backup di OracleDB



Unified View

Manage Oracle RMAN backup and recovery from a single pane of glass.



Reliable Recovery

Restore the Oracle database you need from the product's intuitive user interface.



Oracle RMAN Integration

Leverages native backup and recovery tools for the ultimate database protection.



Advanced Automation

Automate data protection operations with backup job scheduling.



Simplified Administration

Smooth backup administration, no matter the size of the database or your level of expertise.



High Performance

Eliminate the complexity of Oracle RMAN scripting for faster backups and easy recovery.



<https://helpcenter.nakivo.com/display/NH/Adding+Oracle+Database>

Sondaggio su Novità



..Demo?



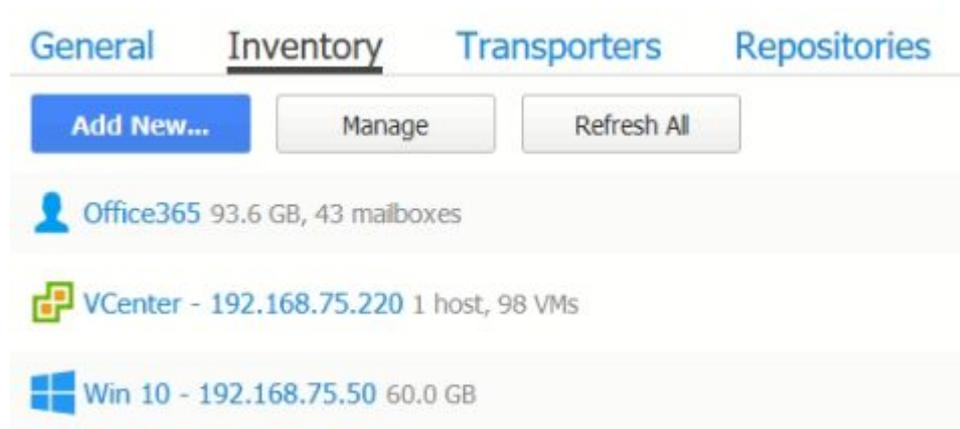
Licensing e Prezzi



Licensing e Prezzi (nota)

Current License Details

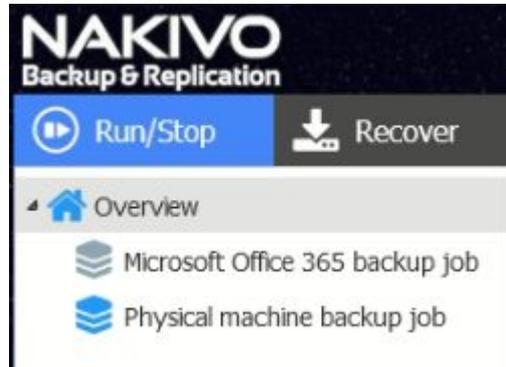
License type:	Enterprise 
Licensed CPU sockets:	Unlimited
Licensed VMs:	10
Licensed physical machines:	10
Licensed mailboxes:	10
Used VMs:	0
Used EC2 instances:	0
Used physical machines:	1
Used mailboxes:	3
License expiration:	19 Aug 2020 (in 4 months 12 days)
Maintenance end:	18 Aug 2020 (in 4 months 10 days)
Licensed to:	NAKIVO_NFR_10 M_10 O_10 H;
Serial number:	4F4B4413-2374-47FC-ABAF-A3230D38B4C8



General Inventory Transporters Repositories

Add New... Manage Refresh All

-  Office365 93.6 GB, 43 mailboxes
-  VCenter - 192.168.75.220 1 host, 98 VMs
-  Win 10 - 192.168.75.50 60.0 GB



NAKIVO
Backup & Replication

Run/Stop Recover

Overview

- Microsoft Office 365 backup job
- Physical machine backup job

NAKIVO Backup & Replication

Soluzioni di licensing per CPU

Basic	soluzione single user con limitate necessità, 1-4 CPU
Pro Essentials	soluzione single-tenant da 2 a 6 CPU
Enterprise Essentials	soluzione anche multi-tenant da 2 a 6 CPU
Pro Enterprise	soluzione single-tenant per qualsiasi numero di CPU soluzione anche multi-tenant per qualsiasi numero di CPU
Cloud Provider	soluzione multi-tenant per 50 o più* VM con licensing rental mensile * minimo 50 VM poi committment

N.B.

tutte le soluzioni di licensing sono compatibili con ogni edizione di VMWare ESXi e Hyper-V 2012-2016-2019

Confronto Caratteristiche

	Basic <small>Q3 PROMO</small>	Pro Essentials	Enterprise Essentials	Pro	Enterprise
Deployment					
Install on Windows, Linux, as a VA or AMI	✓	✓	✓	✓	✓
Install on QNAP NAS	✓	✓	✓	✓	✓
Install on Synology NAS	✓	✓	✓	✓	✓
Install on ASUSTOR NAS	✓	✓	✓	✓	✓
Install on Western Digital NAS	✓	✓	✓	✓	✓
VM Backup					
VMware Backup	✓	✓	✓	✓	✓
Hyper-V Backup	✓	✓	✓	✓	✓
Backup Copy	✗	✓	✓	✓	✓
Backup to Cloud (AWS, Azure)	✗	✓	✓	✓	✓

<https://www.nakivo.com/how-to-buy/vmware-hyper-v-pricing> per dettagli

Confronto Caratteristiche

	Basic <small>Q3 PROMO</small>	Pro Essentials	Enterprise Essentials	Pro	Enterprise
Instant Recovery					
Instant File Recovery to Source <small>Beta</small>	✗	✓	✓	✓	✓
Instant VM Recovery (Flash VM Boot)	✗	✓	✓	✓	✓
Instant Object Recovery for Microsoft® Exchange	✗	✓	✓	✓	✓
Instant Object Recovery for Microsoft® SQL	✗	✓	✓	✓	✓
Instant Object Recovery for Microsoft® Active Directory	✗	✓	✓	✓	✓
Disaster Recovery					
VMware Replication	✗	✓	✓	✓	✓
Hyper-V Replication	✗	✓	✓	✓	✓
Automated VM Failover <small>Beta</small>	✗	✓	✓	✓	✓
Backup Size Reduction					
Global Data Deduplication	✓	✓	✓	✓	✓
Skip Swap Files and Partitions	✗	✓	✓	✓	✓

Confronto Caratteristiche

	Basic <small>Q3 PROMO</small>	Pro Essentials	Enterprise Essentials	Pro	Enterprise
Reliability					
Application and Database Support	✓	✓	✓	✓	✓
Screenshot Verification	✗	✓	✓	✓	✓
Exchange Log Truncation	✗	✓	✓	✓	✓
SQL Log Truncation	✗	✓	✓	✓	✓
Encryption in Flight and at Rest	✗	✓	✓	✓	✓
Self-Backup <small>Beta</small>	✗	✓	✓	✓	✓
Performance					
Bandwidth Throttling <small>Beta</small>	✓	✓	✓	✓	✓
LAN-free Data Transfer	✓	✓	✓	✓	✓
Full Synthetic Data Storage	✓	✓	✓	✓	✓
Deduplication Appliance Support	✓	✓	✓	✓	✓
Network Acceleration	✗	✓	✓	✓	✓

Confronto Caratteristiche

	Basic <small>Q3 PROMO</small>	Pro Essentials	Enterprise Essentials	Pro	Enterprise
Usability					
Calendar Dashboard	✗	✗	✓	✗	✓
Global Search <small>Beta</small>	✗	✗	✓	✗	✓
Live Chat with Tech Support <small>Beta</small>	✗	✗	✓	✗	✓
Automation					
Job Chaining	✗	✓	✓	✓	✓
Pre and Post Job Scripts	✗	✓	✓	✓	✓
HTTP APIs	✗	✗	✓	✗	✓

Confronto Caratteristiche

	Basic <small>Q3 PROMO</small>	Pro Essentials	Enterprise Essentials	Pro	Enterprise
Integration					
EMC DD Boost	✓	✓	✓	✓	✓
NEC HYDRAsstor	✓	✓	✓	✓	✓
QUANTUM DXi	✓	✓	✓	✓	✓
Active Directory	✗	✗	✓	✗	✓
BaaS and DRaaS					
Multi-Tenancy	✗	✗	✓	✗	✓
Self-Service	✗	✗	✓	✗	✓
Branding	✗	✗	✓	✗	✓
License Delegation	✗	✗	✓	✗	✓

Enterprise: Branding

The screenshot displays the NAKIVO Backup & Replication configuration interface. At the top, the logo 'NAKIVO Backup & Replication' is visible on the left, and navigation links for 'Dashboard', 'Configuration', and a help icon are on the right. Below the logo, a menu bar includes 'General', 'Inventory', 'Transporters', 'Repositories', 'Events', and 'Licensing'. The 'General' tab is active, showing several expandable sections: 'User accounts not configured', 'Email settings', 'Email notifications', and 'EDIT: Branding'. The 'EDIT: Branding' section is expanded, revealing a form with the following fields: 'Service title' (set to 'NAKIVO Backup & Replication'), 'Company name' (set to 'NAKIVO'), 'Website URL' (set to 'www.nakivo.com'), 'Contact email' (set to 'support@nakivo.com'), 'Support email' (set to 'support@nakivo.com'), 'Contact phone' (placeholder 'Your contact phone'), 'Header & footer' (with an 'opacity' slider set to 40%), and 'Bookmark icon' (with a 'Change' button). To the right of the form are two preview boxes: 'Product logo' (showing the NAKIVO logo) and 'Product background' (showing a dark image of Earth). Each preview box has a 'Change' button below it. At the bottom right of the form are 'Apply' and 'Cancel' buttons. Below the branding section are 'System settings' and 'System migration' sections. The footer of the interface includes 'Version: 6.2.0.14770', 'Request Support', and '© 2016 NAKIVO, Inc. All rights reserved.'

Informazioni di contatto

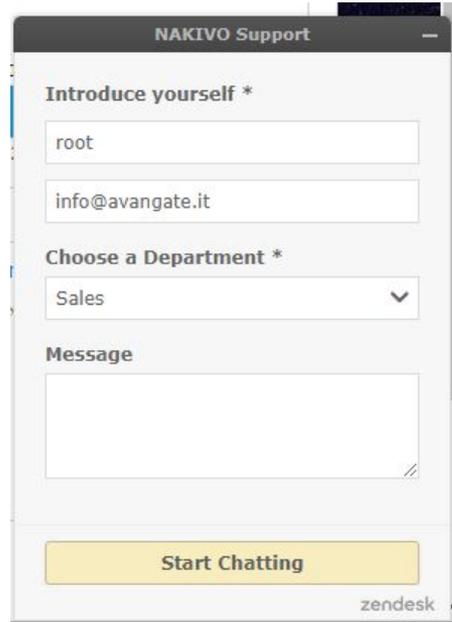
Opzioni grafiche

Enterprise: Calendar

The screenshot displays the NAKIVO Backup & Replication calendar interface. The top left shows the NAKIVO logo and the text "Backup & Replication". The top right contains navigation icons for home, calendar, list, search, settings, help, and share. Below these is a navigation bar with "Jun 25 - Jul 01, 2017" and "Today", and tabs for "Day", "Week", and "Month". The main area is a calendar grid with columns for each day from Sunday, June 25 to Saturday, July 01. The rows represent time slots from 12 AM to 1 PM. Blue blocks represent scheduled backup jobs. The jobs are: Exchange backup jobs at 12:00 AM and 8:00 AM; and SQL backup jobs at 1:00 AM - 4:00 AM and 3:00 AM - 6:00 AM. The 1:00 AM - 4:00 AM SQL backup job is scheduled on Sunday, June 25 and Saturday, July 01. The 3:00 AM - 6:00 AM SQL backup jobs are scheduled from Monday, June 26 to Friday, June 30. The 8:00 AM Exchange backup jobs are scheduled from Monday, June 26 to Friday, June 30.

Version: 7.2.0.18090 Request Support © 2017 NAKIVO, Inc. All rights reserved.

Enterprise: Live Chat



The image shows a mobile application window titled "NAKIVO Support". The interface is a form for starting a live chat. It includes the following elements:

- Introduce yourself ***: A section with two input fields. The first field contains the text "root". The second field contains the email address "info@avangate.it".
- Choose a Department ***: A dropdown menu with "Sales" selected and a downward arrow icon.
- Message**: A large, empty text area for the user to type their message.
- Start Chatting**: A prominent yellow button at the bottom of the form.
- zendesk**: A small logo in the bottom right corner of the application window.

Prezzi



Prezzi (prelevare listino aggiornato)

Licenze per CPU socket (VEDI LISTINO XLS ALLEGATO)

- licenza per numero di socket (processori) fisici utilizzati = CPU
- licenza solo per gli host sorgente di backup e replica

Prezzi base per licenza + 12 mesi maintenance *

Product	Basic 1-2 CPU	Pro Essentials 2-6 CPU	Enterprise Essentials 2-6 CPU	Pro 1- qualunque	Enterprise 1- qualunque
NAKIVO B&R	€ 84/CPU	€ 169/CPU	€ 249/CPU	€ 329/CPU	€ 509*** /CPU

* *estensione maintenance opzionale*

NB Maintenance

- durante validità
- preacquistata
- scaduta

Prezzi Subscription per *M

Noleggjo per *M / Anno: (VEDI LISTINO PDF ALLEGATO - “NBR”)

- subscription annuale flessibile, per numero di Virtual/Physical Machines (unit)
- maintenance (supporto e update) sempre inclusa

Product	Subscription
NAKIVO Backup & Replication ENT	€ 48 per 10 *M/Mese (575/Anno)
NAKIVO Backup & Replication PRO	€ 29 per 10 *M/Mese (354/Anno)
NAKIVO Backup & Replication ENT-ESS (max 30)	€ 24 per 10 *M/Mese (283/Anno)
NAKIVO Backup & Replication PRO-ESS (max 30)	€ 16 per 10 *M/Mese (195/Anno)

Prezzi Subscription per Office 365



Noleggio per *M / Anno: (VEDI LISTINO XLS ALLEGATO)

- Subscription annuale flessibile, per numero di Mailbox
- Minimo d'ordine : 10 MBX (19, 27, 43, 114..)
- Parola d'ordine: CO-TERMING!

Product	Subscription
NAKIVO Backup & Replication for Microsoft Office 365 — 1 Year Subscription.	€ 9 (0,75/m)
NAKIVO Backup & Replication for Microsoft Office 365 — 2 Year Subscription.	€ 18 (0,75/m)
NAKIVO Backup & Replication for Microsoft Office 365 — 3 Year Subscription.	€ 24 (0,67/m)
NAKIVO Backup & Replication for Microsoft Office 365 — 4 Year Subscription.	€ 32 (0,67/m)
NAKIVO Backup & Replication for Microsoft Office 365 — 5 Year Subscription.	€ 38 (0,63/m)

Esempi Office365

Acquisto di protezione VM e Office 365: (LISTINO XLS ALLEGATO)



- Esempio 0 (in qualunque momento!):
Nuova licenza con Backup per CPU e Backup per Office 365... Facile!
-> Licenza di 1 anno per X cpu, subscription di 1 anno per Y Mail
Stessa scadenza maintenance!
- Esempio 1: (febbraio 2020)
Aggiungere 15 MBX a una licenza 6x CPU Pro Ess con scadenza Lug 2020 (**meno di 1 anno**)
Le 15 MBX avranno scadenza Feb 2021 (7 mesi dopo Lug 2020)
-> **Serve Co-TERMING per le 6x CPU** fino a Feb 2021 (6 CPU x 7 mesi x 7€/mese)
Risultato = TUTTO A FEB 2021
- Esempio 2: (febbraio 2020)
Aggiungere 15 MBX a una licenza triennale 2x CPU Pro Ess con scadenza Lug 2021 (**oltre 1 anno**)
15 MBX per 1 anno = Febbraio 2021 (mancano 5 mesi a Lug 2021)
-> **Serve Co-TERMING per le 15 MBX** fino a Lug 2021 (15 MBX x 5 mesi x 0,72/mese)
Risultato = TUTTO A LUG 2021

Prezzi Subscription per CSP

Noleggio per VM / Anno (mese): (VEDI LISTINO PDF ALLEGATO “CSP”)

- subscription mensile/annuale flessibile, per numero di Machines (unit, con o senza commitment)
- maintenance (supporto e update) sempre inclusa

Product	Cloud Provider
NAKIVO Backup & Replication PRO (NC-50)	€ 1.98 per Machine
NAKIVO Backup & Replication PRO (250)	€ 1.67 per Machine
NAKIVO Backup & Replication PRO (500)	€ 1.58 per Machine
NAKIVO Backup & Replication PRO (750)	€ 1.45 per Machine
NAKIVO Backup & Replication PRO (1000)	€ 1.41 per Machine
NAKIVO Backup & Replication ENT(NC-50)	€ 3.08 per Machine
NAKIVO Backup & Replication ENT (250)	€ 2.60 per Machine
NAKIVO Backup & Replication ENT (500)	€ 2.42 per Machine
NAKIVO Backup & Replication ENT (750)	€ 2.29 per Machine
NAKIVO Backup & Replication ENT(1000)	€ 2.24 per Machine

Sondaggio su CSP/MSP



Prezzi AWS

Subscription mensile per lotti di 10-25-100 instances

- costi fissi e prevedibili
- maintenance inclusa (supporto e update)
- subscription per numero di AWS-EC2
- Possibili combinazioni con licenze per CPU

Product	10 Instances	25 Instances	100 Instances
NAKIVO Backup & Replication AWS Monthly subscription	€ 49 lotto/mese	€ 99 lotto/mese	€ 299 lotto/mese

<https://www.nakivo.com/it/how-to-buy/aws-ec2-pricing/>

Installazione Attivazione

L'installazione per i **clienti** avviene sempre attraverso la procedura **TRIAL**.

L'installazione per i **partner** avviene con la procedura **TRIAL oppure NFR**.

Ciascuna delle installazioni può essere attivata con la licenza commerciale (Full),
come dettagliato in questo articolo: <http://supporto.avangate.it/kb/knowledgebase.php?article=279>

VALUTAZIONE / TRAINING



PRODUZIONE

Trial socket illimitati, 14 giorni

Installer standard , contiene la licenza TRIAL (estendibile)

Dove: Avangate Italia <http://supporto.avangate.it> (“apri una richiesta”)

NFR Standard 2 socket, 12 mesi

Installer specifico contiene la licenza NFR

Dove: Avangate Italia <http://nova.avangate.it>

NFR Advanced 6 socket, 3 mesi

License file NFR Advanced -

Dove: Avangate Italia <http://supporto.avangate.it> (“apri una richiesta”)

Full License

Cosa

license file da inserire sull'installato TRIAL o NFR

Dove

Ordine presso Avangate Italia <http://nova.avangate.it>

Durate “precombinare” per la comodità dei clienti

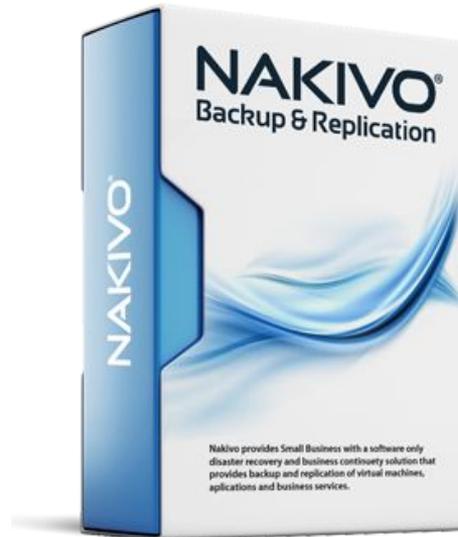
Office 365 -> APRIRE TICKET

OFFERTA SPECIALE

- 1) Extra 3% di sconto vs standard per ordini fino a fine GIU 2020 (sconto custom)
- 2) licenza trial estesa 30 gg per gestire forniture
- 3) Sconto 10 % su componente OFFICE 365



F.A.Q.

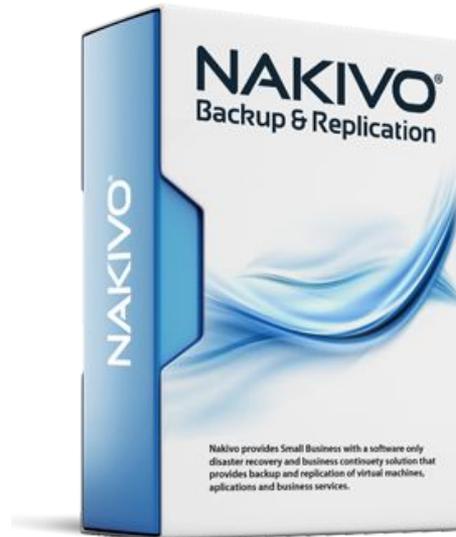


F.A.Q.

- ESXi Free - Limitazioni
<https://www.nakivo.com/helpcenter/display/KB/Free+ESXi+Backup+Limitations>
- Conteggio Socket
Socket installati sugli host che eseguono le VM incluse nei job di backup (no dest)
- Estensione Maintenance oltre 12M
Facoltativa ma fortemente consigliata; costo/anno circa 25% costo licenza
Si/No/Prima/Durante/Dopo
- Versioni Essential: Minimo 2 Socket massimo 6 Socket (o 30 *M)
Spazio per hw upgrade
- Competitive Cross upgrade - Solo 6+ socket, solo alcuni Brand, no Essential
- Renewal / Increase - Quotazioni personalizzate
- Interfaccia ENG?



Domande e risposte



Risorse NAKIVO

- **NAKIVO Centro Supporto**
<https://www.nakivo.com/helpcenter>
- **Sistemi supportati e richieste HW/SW:**
<https://helpcenter.nakivo.com/display/NH/System+Requirements>
- **Confronto tra versioni**
<https://www.nakivo.com/it/how-to-buy/vmware-hyper-v-pricing/>
- **Release notes:**
<https://helpcenter.nakivo.com/display/RN/Release+Notes>
- **NAKIVO su YouTube**
https://www.youtube.com/results?search_query=nakivo



Risorse AVANGATE

- **Area Partner Avangate Italia**
<https://nova.avangate.it> → Risorse → Marketing
- **Portale Supporto Avangate Italia**
<https://supporto.avangate.it>
(Chat, ticket, KB)



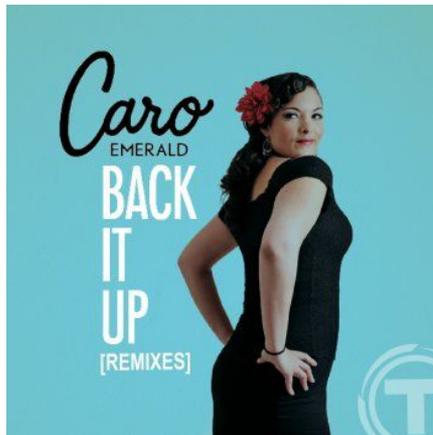
AVANGATE

Distributore a valore aggiunto

GRAZIE!

Andrea Orsucci

Zaher El Orm



NAKIVO