

# NAKIVO Backup & Replication v.10.2

## AVANGATE

*Distributore a valore aggiunto*

NAKIVO OFFICIAL DISTRIBUTOR

Andrea Orsucci - Senior Brand Manager



# Agenda

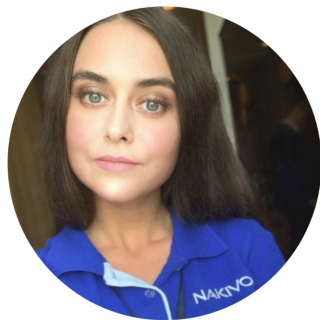


- Perchè NAKIVO
- La parola al vendor
- Cosa è NAKIVO B&R
- Recenti aggiunte 10.x
- Cenni tecnici 10.2 - Demo
- Backup to CLOUD - Wasabi
- Licensing - FAQ/Risorse
- Domande e risposte

# Sondaggio su Provenienza



# A few words from the Vendor



Veronika Stasinievykh

Sales Director CMR at NAKIVO



## About NAKIVO

NAKIVO®

- Founded in 2012
- Leading contender on the data backup and recovery market
- 2012: NAKIVO Backup & Replication v1.0
- 2021: NAKIVO Backup & Replication v10.2

### Partner of the World's Leading Technology Companies

vmware®

 Microsoft

amazon

NUTANIX

  
Hewlett Packard  
Enterprise

DELL EMC

NEC

 Google Cloud



Linux

 Azure



wasabi  
hot cloud storage

NAKIVO®

# About NAKIVO



5-star community reviews



98% satisfaction with support



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

aruba

a Hewlett Packard  
Enterprise company

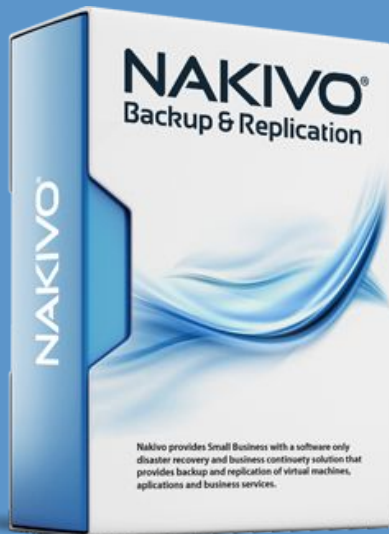


MondialpolServiceGroup

ESSELUNGA®  
S

NAKIVO®

# NAKIVO Backup & Replication (v 10.X)

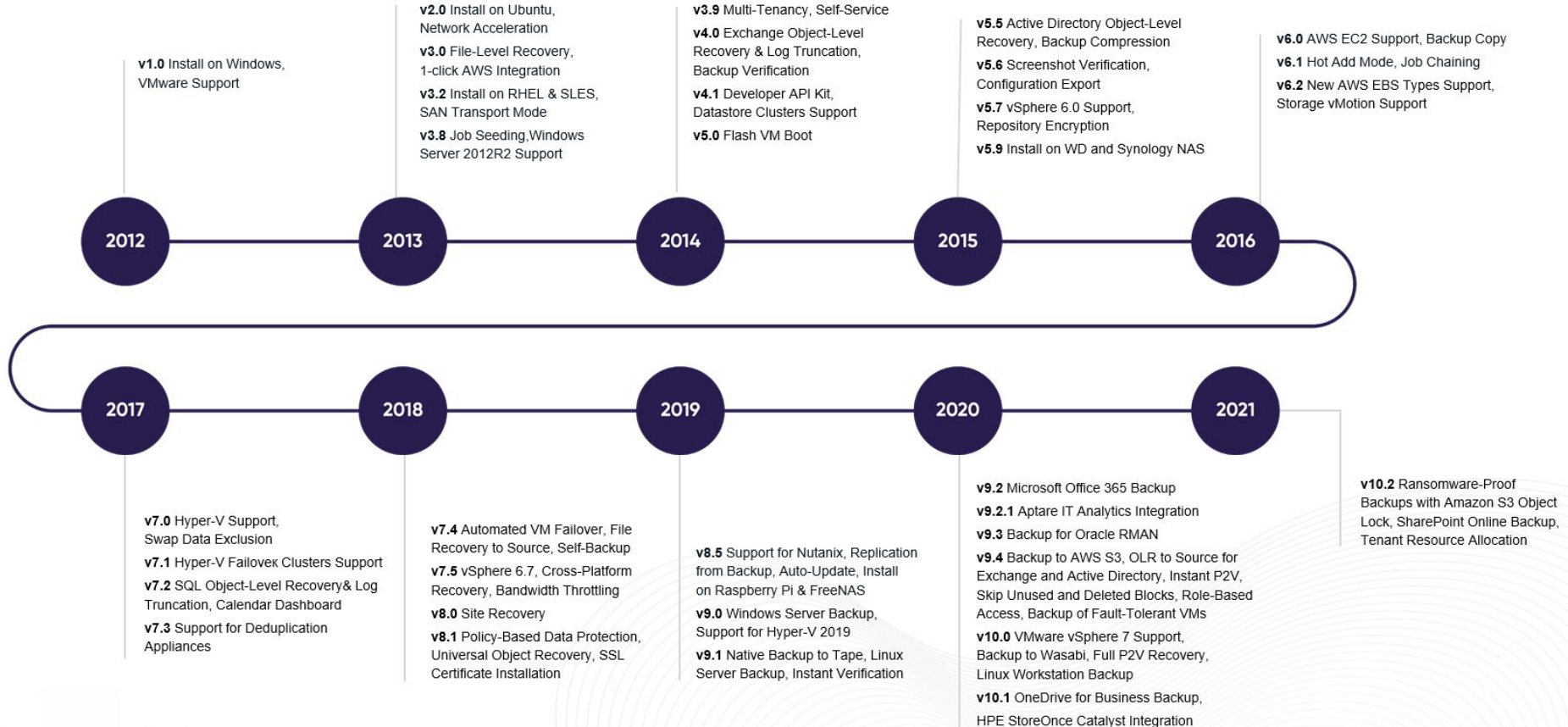


Backup & Replica per  
VMWare ESXi, MS Hyper-V, EC2, AHV  
Ambienti VIRTUALI (E NON SOLO!)

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 (**listino, combinazioni, offerte**)





# Backup for Virtual, Physical, Cloud, and SaaS

- › Run image-based, application-aware backups (Exchange, SQL, AD, Oracle, etc.)
- › Send backup copies offsite and to public clouds (Amazon S3, Azure, Amazon EC2, Wasabi)
- › Save storage space and cut costs with incremental backups and compression
- › Automate data protection with policy rules based on the machine name, size, location, etc.



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# Multiple Recovery Options

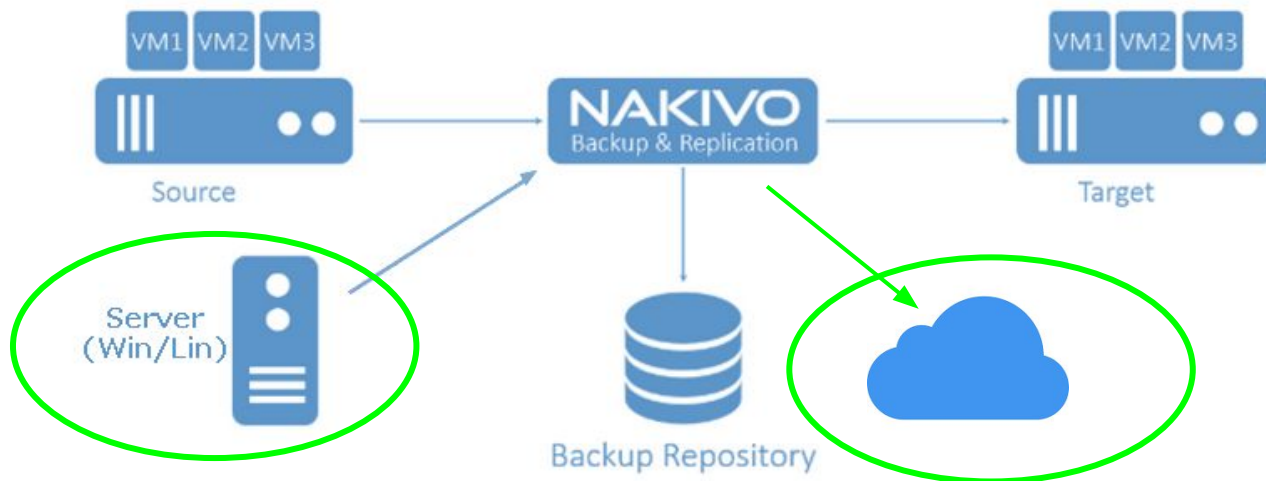
- › Instantly restore VMs, files, folders and application objects from deduplicated backups
- › Recover to original or custom locations
- › Recover physical machines as VMware VMs for testing purposes or P2V migrations
- › Recover what you need across platforms (VMware VMs to Hyper-V and vice versa)
- › Automate site recovery with custom recovery workflows for different disaster scenarios



# Sondaggio su Ambienti



# Backup e Replica di ambienti VIRTUALI E FISICI



Sorgente e destinazione locali e/o remote **e CLOUD!**

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



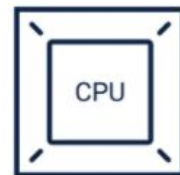
Interfaccia Web



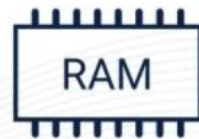
**Pronto in 5 minuti**

# Deploy ed Integrazione immediati

|         |                                                          |
|---------|----------------------------------------------------------|
| Linux   | RHEL 7.6 - 6.3; Ubuntu 18.04, 16.04;<br>SLES 11 - 12 SP3 |
| Windows | Windows Server 2019 - 2008 R2;<br>Windows 10 - 7         |
| VA      | VMware VA, Nutanix VA                                    |
| Cloud   | Amazon Machine Image                                     |



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>

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# 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

**Da v10.1: HPE StoreOnce Catalyst**

<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

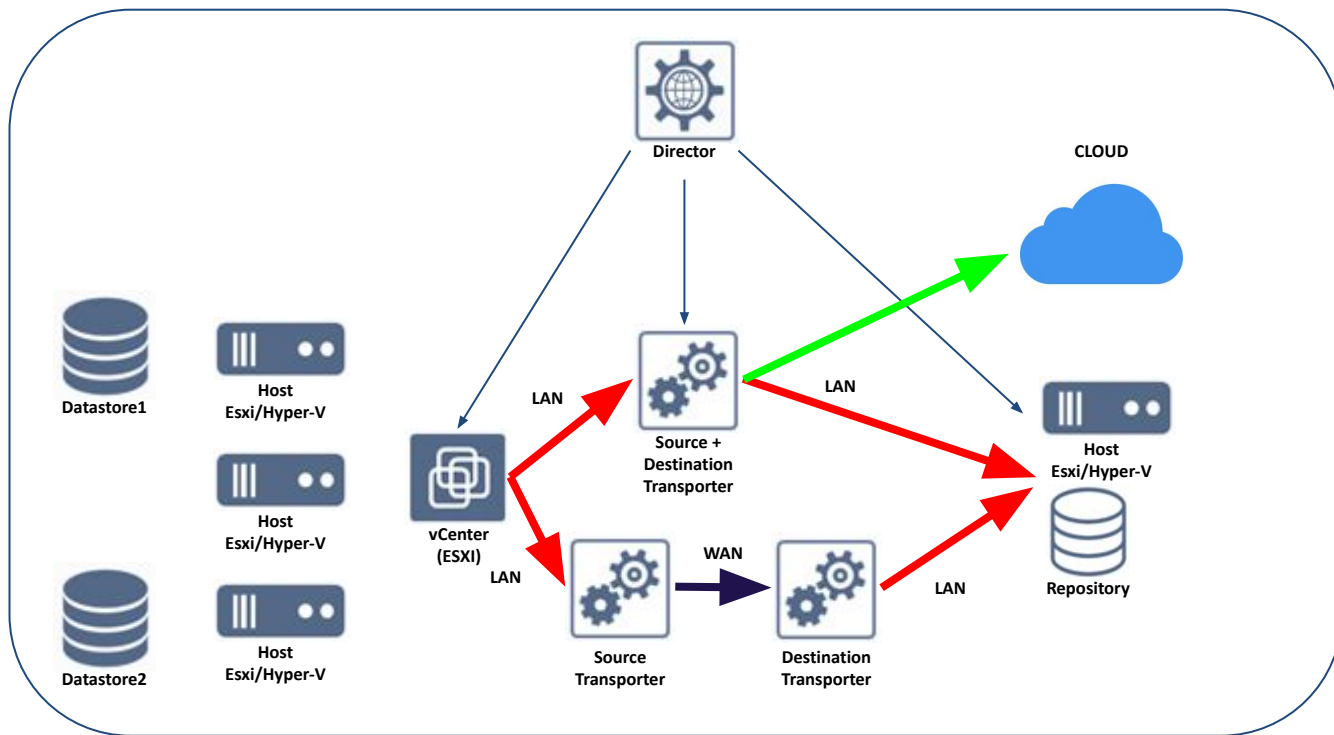
Ottimizza trasporto ed archiviazione dei dati



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.

<https://helpcenter.nakivo.com/display/NH/Performance>

# 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>



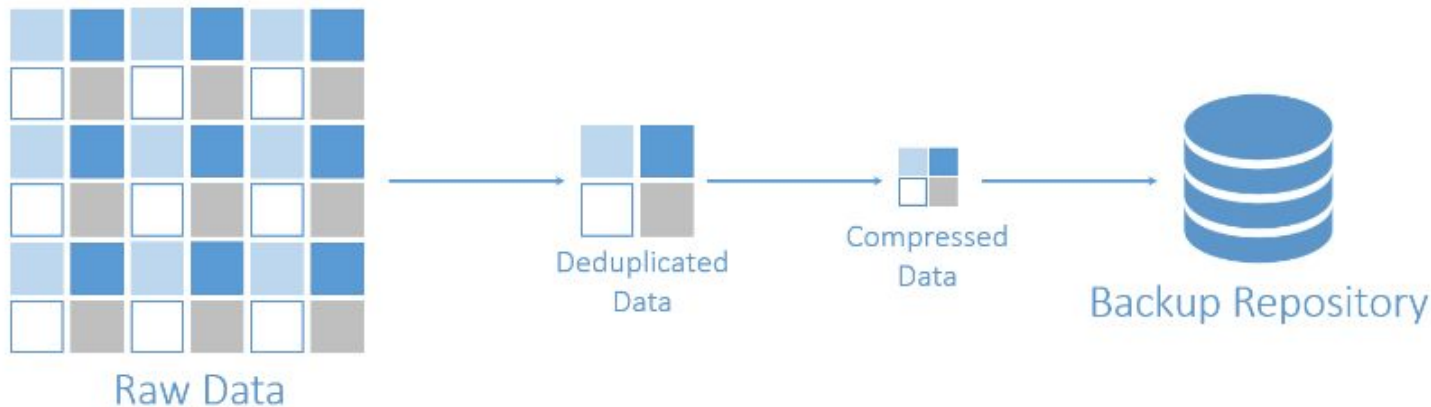
## *Self-Healing*

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

<https://helpcenter.nakivo.com/display/NH/Reliability>

# 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 recenti





# NOVITA' RECENTI

## Release Notes

| Version      | Release Date        | Key Features                                                                                                                                                                                                                |
|--------------|---------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| v10.2        | 25 January 2021     | <ul style="list-style-type: none"><li>• Backup &amp; Recovery of SharePoint Online</li><li>• Lock Backup Objects in Amazon S3</li><li>• Fencing</li></ul>                                                                   |
| v10.1.1      | 30 October 2020     | <ul style="list-style-type: none"><li>• Support of vSphere 7.0U1</li><li>• Enforcement of explicit file system sync during Backup Repository creation</li></ul>                                                             |
| v10.1        | 21 September 2020   | <ul style="list-style-type: none"><li>• Backup &amp; Recovery of Microsoft 365-OneDrive</li><li>• Backup to HPE StoreOnce Catalyst</li></ul>                                                                                |
| v10.0.1      | 26 August 2020      | <ul style="list-style-type: none"><li>• Fixed issue with the Skip unused blocks feature in v9.4</li></ul>                                                                                                                   |
| <b>v10.0</b> | <b>23 July 2020</b> | <ul style="list-style-type: none"><li>• VMware VSphere v7.0 Support</li><li>• Physical Machine Recovery to VMware VM</li><li>• User Interface Enhancement (Facelift)</li><li>• Backup to Wasabi Hot Cloud Storage</li></ul> |

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

# NOVITA' RECENTI

## SharePoint Online Backup

- Back up SharePoint Online sites and subsites.
- Recover document libraries and lists to original site or a different site within the same admin account.
- Use the search functionality to locate items for compliance and e-discovery purposes.



# NOVITA' RECENTI

## **Ransomware-Proof Backups with Amazon S3 Object Lock**

- Protect your backups stored in Amazon S3 from overwriting and deletion.
- Set retention periods to keep objects immutable for as long as you need using the WORM (write-once-read-many) model.
- Once set, the retention period cannot be shortened or disabled, not even by the root user.
- This functionality protects your backup data against ransomware and helps you meet compliance requirements.



# NOVITA' RECENTI

## Tenant Resource Allocation

- This feature adds extra control and flexibility for MSPs and large enterprises using the multi-tenant mode in NAKIVO Backup & Replication.
- Allocate data protection resources, like hosts, clusters, VMs, Backup Repositories and Transporters, to tenants.



# Interfaccia - (da 8.5) - Maintenance

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

Sep 11 at 9:40 AM

The maintenance has ended

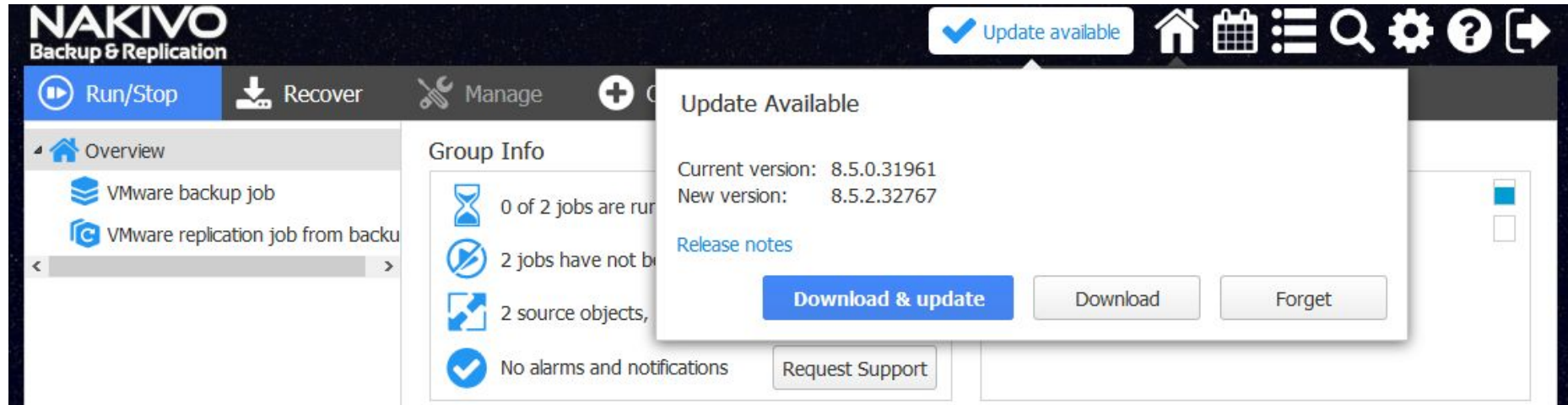
You are no longer eligible for technical support and software updates. Contact [sales@nakivo.com](mailto:sales@nakivo.com) to renew the maintenance.

## Current License Details

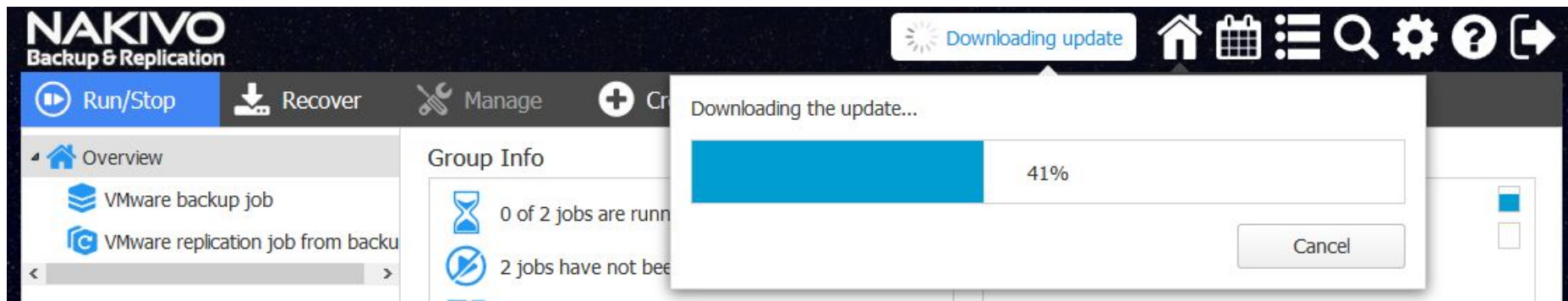
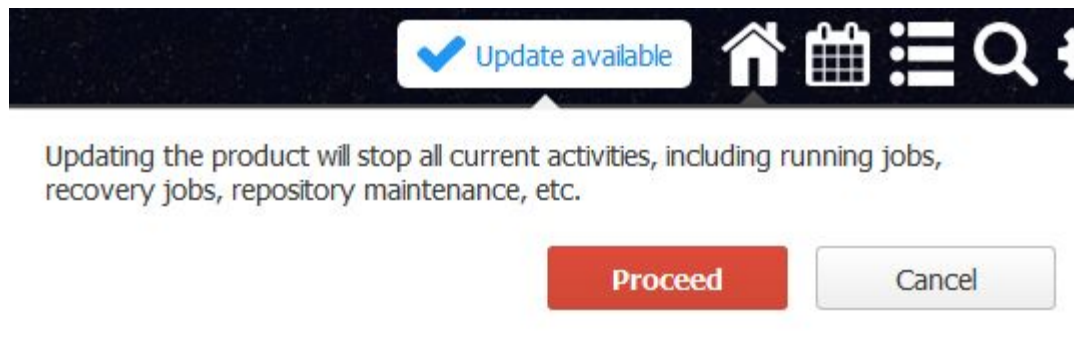
|                       |                                      |
|-----------------------|--------------------------------------|
| License type:         | Enterprise ?                         |
| Licensed CPU sockets: | 8                                    |
| Licensed VMs:         | Unlimited                            |
| 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

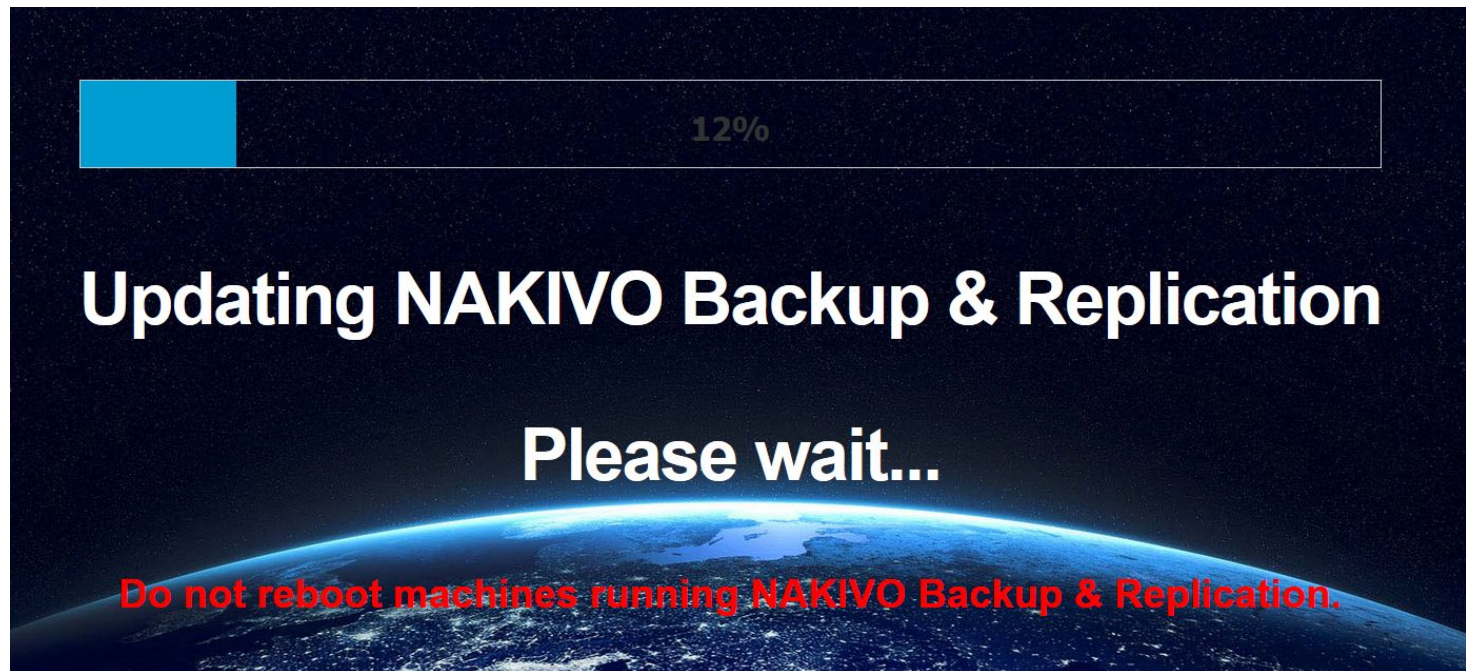


# AUTO Update





# AUTO Update





## 9.0: Backup di server Windows FISICI (e ora anche WKS+LNX)

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

Nome ^ 37% CPU 47% Memoria

Console Window Host 0% 1.0 MB

> Windows® Installer

> Host servizio: servizio l

> Host servizio: servizio d

> Windows PowerShell

> Host servizio: servizio l

General Inventory Transporters Repositories Licensing

Add New... Manage Refresh All

192.168.75.171 Adding... 35%

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

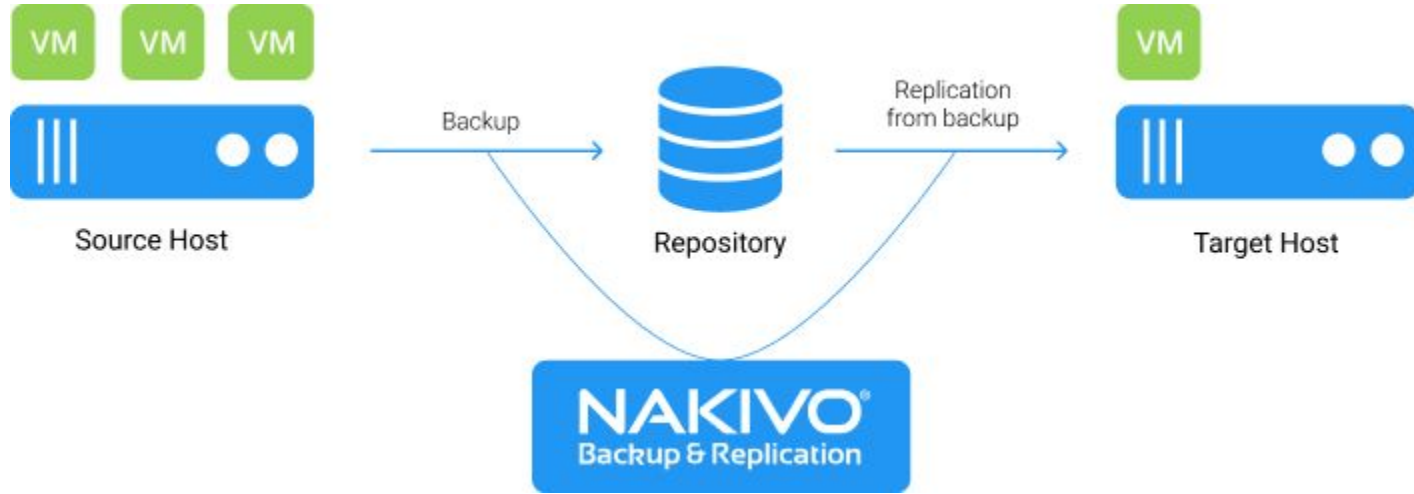
install-runner-x64

NAKIVO Backup & Replication Install Runner

NAKIVO Backup & Replication Transporter 0% 1,4 MB

NAKIVO Backup & Replication Transporter

# 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



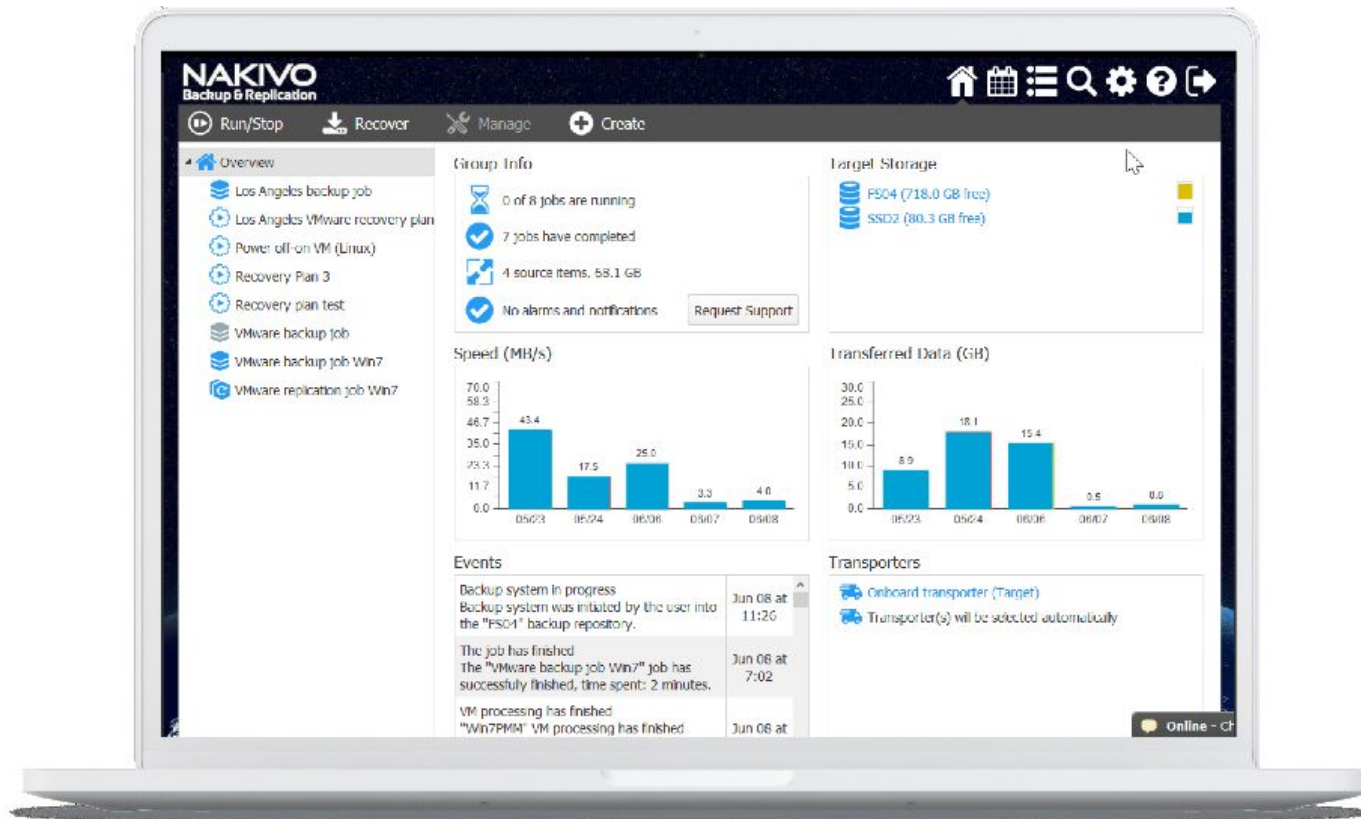
# Novità in Nakivo B&R v.10.0

- VMware VSphere v7.0 Support
- Physical Machine Recovery to VMware VM
- User Interface Enhancement (Facelift)
- **Backup to Wasabi Hot Cloud Storage**

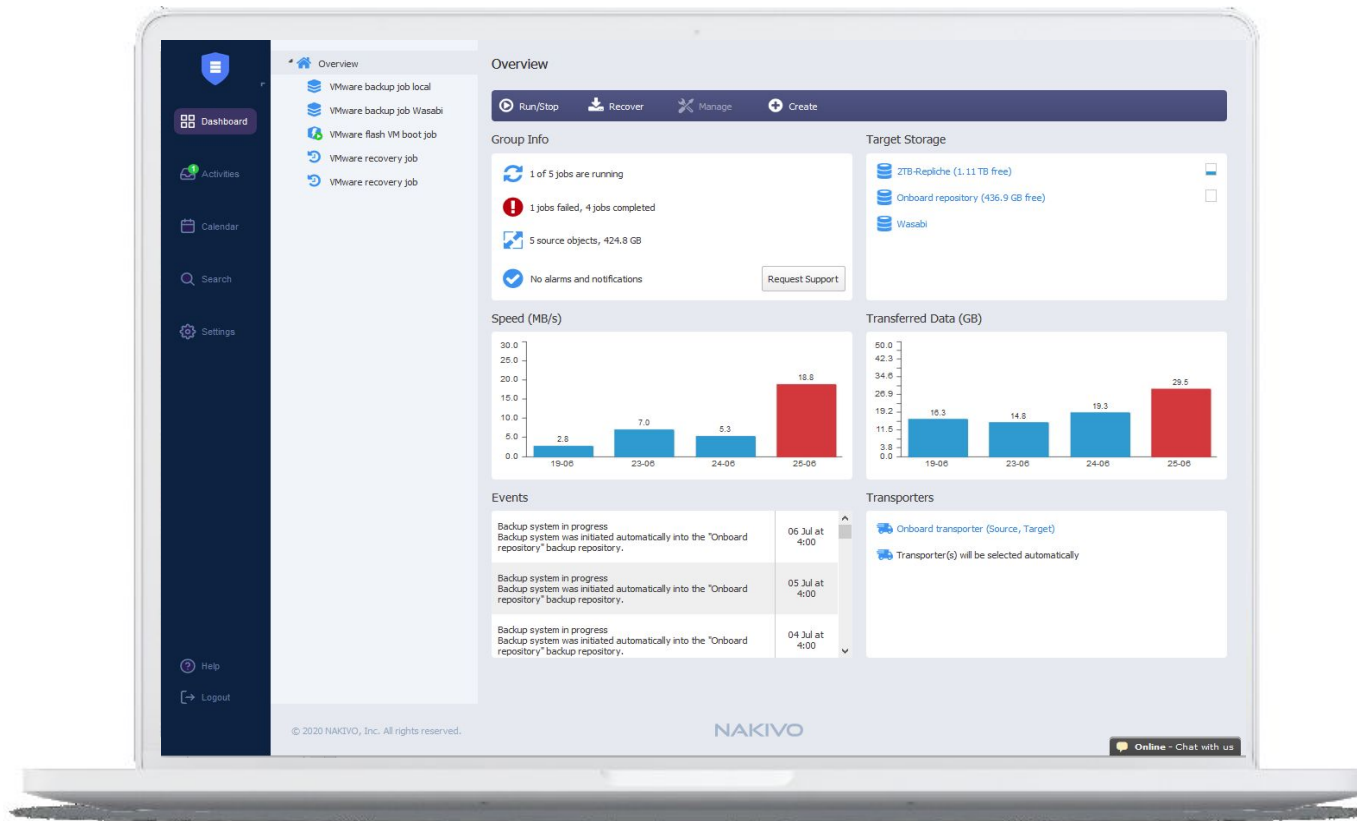
<https://helpcenter.nakivo.com/display/RN/Release+Notes>



# Interfaccia - V.9.X



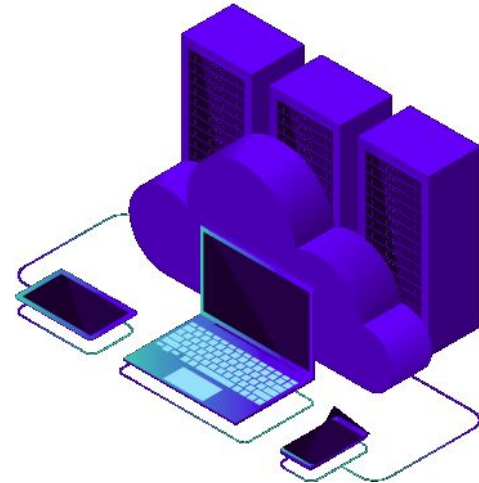
# Interfaccia - V.10.X



# Novità in Nakivo B&R v.10.01

## Backup di Microsoft 365 One Drive

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



<https://helpcenter.nakivo.com/display/NH/Adding+Microsoft+Office+365+Accounts>  
<https://helpcenter.nakivo.com/display/KB/Required+API+Permissions+for+Microsoft+365>

# Novità in Nakivo B&R v.10.01

## HPE StoreOnce Catalyst

- Unità di storage
- Deduplica HW
- Le possibilità
- Il Licensing



<https://www.nakivo.com/hpe-storeonce-catalyst/>

# NAKIVO Backup & Replication v10.2



## SharePoint Online Backup

Reliably back up SharePoint Online sites, including subsites, document libraries, lists, documents and list items



## Tenant Resource Allocation

Assign infrastructure resources (host, clusters, VMs, Transporters and Backup Repositories) to tenants in multi-tenant environments.



Amazon S3

## Ransomware Protection

### With S3 Object Lock

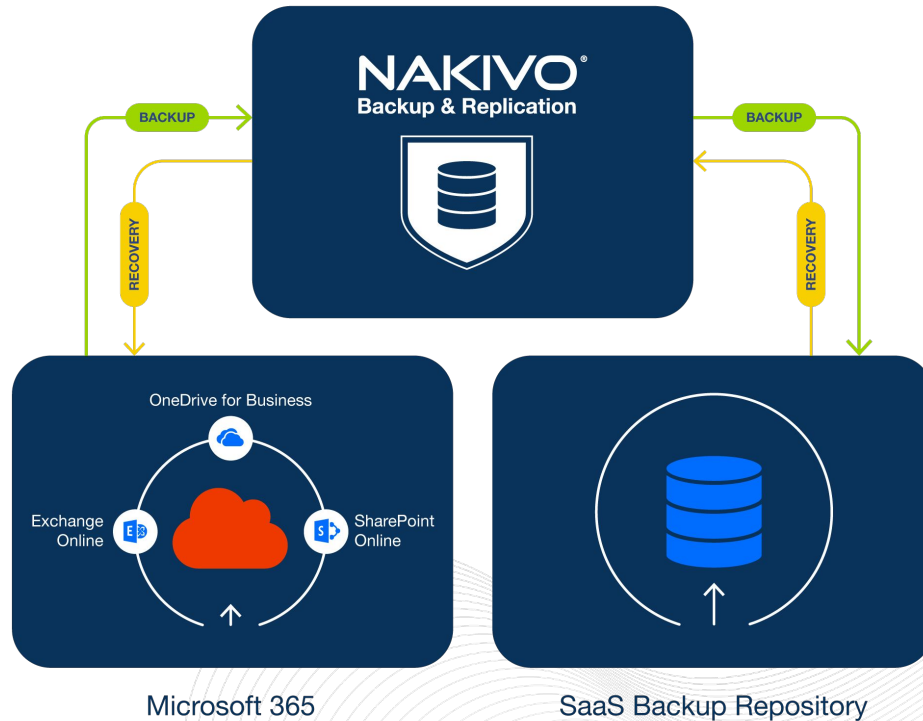
Ensure that data stored in Amazon S3 buckets is immutable to protect it from ransomware, accidental deletions and overwriting.

# Il percorso di Nakivo verso MS365

- 9.2 - Backup di Exchange Online
- 10.1 - Backup di OneDrive
- 10.2 - Backup di Sharepoint Online

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

# How Backup for Microsoft 365 Works



# Sondaggio su Destinazione





# Backup for Microsoft 365

Reliable and accessible backups

## Perform incremental backups of:

- › Individual Exchange Online mailboxes, including emails and attachments
- › Individual OneDrive for Business user accounts, including folders and files (documents, spreadsheets, presentations, etc.)
- › SharePoint Online sites including subsites, document libraries, lists, documents, and list items



**NAKIVO®**

# Backup for Microsoft 365

## Granular point-in-time restore

### **Recover what you need, when you need it:**

- › Recover Exchange Online mailbox folders (Inbox, Sent, Important, etc.) and individual emails
- › Recover OneDrive for Business files and folders
- › Recover SharePoint Online document libraries and lists
- › No need to run full-scale recovery
- › Restore to the original or custom location



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# Backup for Microsoft 365

Advanced backup search

**Browse your Exchange Online, OneDrive for Business and SharePoint Online backups to:**

- › Quickly find and retrieve the items you need
- › Meet regulatory or compliance requirements
- › Fulfill e-discovery requests



**NAKIVO®**

# Backup for Microsoft 365

Cost-effective and flexible

- › Affordable pricing at just **\$0.75 per user/month** for a 3-year subscription
- › **24/7 Support** included via phone, chat or email
- › Scale out as your infrastructure grows to protect thousands of users
- › Subscription license can be purchased together with any edition and license type



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# Sondaggio su Novità



# Coming Soon (v 10.3)

- Direct Connect v1 / No VPN (CSP/MSP)
- Microsoft 365 (Contacts and Calendars)
- vCloud Director support (Large MSPs)
- Storage Snapshots (HPE 3PAR) (Enterprise Plus Edition)

# ..Demo!



Dario Buonpensiere - Nakivo Sales Engineer

# 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

## Soluzioni di licensing per CPU

|                              |                                                                                                           |
|------------------------------|-----------------------------------------------------------------------------------------------------------|
| <b>Basic</b>                 | soluzione single user con limitatissime necessità, 1-4 CPU                                                |
| <b>Pro Essentials</b>        | soluzione single-tenant da 2 a 6 CPU                                                                      |
| <b>Enterprise Essentials</b> | soluzione anche <b>multi-tenant</b> da 2 a 6 CPU                                                          |
| <b>Pro</b>                   | soluzione single-tenant per qualsiasi numero di CPU                                                       |
| <b>Enterprise</b>            | soluzione anche <b>multi-tenant</b> per qualsiasi numero di CPU                                           |
| <b>Cloud Provider</b>        | soluzione multi-tenant per 50 o più* VM<br>con licensing rental mensile<br>* 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

**NAKIVO**

# Confronto Caratteristiche

|                                             | Basic        | Pro Essentials            | Pro                       | Enterprise Essentials     | Enterprise |
|---------------------------------------------|--------------|---------------------------|---------------------------|---------------------------|------------|
| Licenze                                     |              |                           |                           |                           |            |
| Tipo di Licenza                             | Perpetua     | Perpetua /<br>Abbonamento | Perpetua /<br>Abbonamento | Perpetua /<br>Abbonamento |            |
| Numero massimo di licenze<br>permanenti ⓘ   | 4 socket max | 2-6 socket                | Illimitato                | 2-6 socket                | Illimitato |
| Numero massimo di licenze in<br>abbonamento | -            | 30 VM                     | 100 VM                    | 30 VM                     | 100 VM     |

<https://www.nakivo.com/how-to-buy/pricing/#compare-editions> per dettagli aggiornati (ENG)

<https://www.nakivo.com/it/how-to-buy/pricing/#compare-editions> per prezzi (ITA)

**NAKIVO**

# Enterprise: Branding

General / Branding

Product title:

Company name:

Website URL:

Contact email:

Support email:

Contact phone:

Bookmark icon:  [Change](#)

[Global logo](#) [Page background](#)

[Change](#) [Change](#)

The settings will be applied after page reload.

Informazioni di contatto

Opzioni grafiche

# Enterprise: Calendar

The screenshot displays the NAKIVO Enterprise Calendar interface. On the left is a dark sidebar with navigation links: Dashboard, Activities, Calendar (selected), Search, Settings, Help, and Logout. The main area shows a weekly calendar view for the period 06 - 12 Jul, 2020. The days of the week are listed at the top: Mon, 06 Jul; Tue, 07 Jul; Wed, 08 Jul; Thu, 09 Jul; Fri, 10 Jul; Sat, 11 Jul; Sun, 12 Jul. A vertical time axis on the left of the calendar grid ranges from 0 to 19 hours. A blue bar representing a scheduled event is visible on Monday, July 6th, spanning from 15:31 to 16:00 UTC+02:00. The event title is truncated but includes 'ware flash' and 'VM boot jo'. The interface also includes a 'Today' button and tabs for 'Day', 'Month', and 'Week' views.

06 - 12 Jul, 2020 Today

Day Month Week

UTC +02:00 Mon, 06 Jul Tue, 07 Jul Wed, 08 Jul Thu, 09 Jul Fri, 10 Jul Sat, 11 Jul Sun, 12 Jul

0 15:31 VM ware flash VM boot jo b

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NAKIVO

# Enterprise: Backup to Cloud



Amazon S3



**wasabi**<sup>™</sup>  
hot cloud storage

**NAKIVO**

# Novità in Nakivo - LISTINO

- Nuove possibilità
- Concetto di “unit”
- Combinazioni bundle create ad hoc (1 CPU + 1 set fisico .. o 2?)
- Aggiornamento prezzi (note su subscriptions)
- Diteci la vostra!



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# Novità in Nakivo - CASI PRATICI

- Caso classico: server di virtualizzazione (1 CPU) + 5 WKS (o 10 WKS)
- Conteggiare il tradeoff tra numero di CPU e numero di VM
- privilegiare la subscription per casi misti



# Nakivo - Partner Program

## NAKIVO partner program

|                                                                                  | Requirements                                                                                                                                                                                                                                                | Benefits                                                                                                                                                                                                                                                                                                               |
|----------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|  | <ul style="list-style-type: none"><li>• 2 Accredited Sales Professionals</li><li>• &gt;\$6K per quarter in net revenue to NAKIVO</li><li>• NAKIVO description on partner website</li><li>• 1 customer success story (then 1 additional each year)</li></ul> | <ul style="list-style-type: none"><li>• <b>25% discount</b></li><li>• Qualified Sales leads</li><li>• Free sales, tech, marketing support</li><li>• Free internal use NFR licenses</li><li>• Discounts on internal use licenses</li><li>• Included in NAKIVO Partner List</li><li>• NAKIVO Gold Partner Logo</li></ul> |
|  | <ul style="list-style-type: none"><li>• 1 Accredited Sales Professional</li><li>• &gt;\$3K per quarter in net revenue to NAKIVO</li><li>• NAKIVO description at partner website</li></ul>                                                                   | <ul style="list-style-type: none"><li>• <b>20% discount</b></li><li>• Sales leads</li><li>• Free sales, tech, marketing support</li><li>• Free internal use NFR licenses</li><li>• Discounts on internal use licenses</li><li>• Included in NAKIVO Partner List</li><li>• NAKIVO Silver partner logo</li></ul>         |
|  | <ul style="list-style-type: none"><li>• NAKIVO description on partner website</li><li>• Returned NAKIVO support Bundle</li></ul>                                                                                                                            | <ul style="list-style-type: none"><li>• <b>15% discount</b></li><li>• Included in NAKIVO Partner List</li><li>• NAKIVO Bronze partner logo</li></ul>                                                                                                                                                                   |



<https://www.nakivo.com/partner/partner-program/>

**NAKIVO**

# Novità da Avangate - Business Promotion

[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](mailto: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](#)

- Gestione dei rinnovi - protezione
- Promozione del rapporto cliente-rivenditore
- Accordo con Nakivo - ESCLUSIVA!



**NAKIVO**

# Novità da Avangate - Business Promotion

lunedì 28/09/2020 15:03

 Valeria Maksimenkova <valeria.maksimenkova@nakivo.com>  
Nakivo Backup - [redacted] - scadenza 16 Oct 2020

A [redacted]  
Cc: maryna.kistin@nakivo.com; bd\_internal@nakivo.com; alena.zheldal@nakivo.com

Gentile cliente,

Nakivo, produttore del sistema di Backup in uso, segnala che la maintenance/subscription scadrà il giorno 16 Oct 2020.

Si raccomanda di contattare al più presto il proprio rivenditore di fiducia per mantenere valida la maintenance/subscription e beneficiare di tutti i vantaggi riservati.

Diversamente non si avrà più diritto a supporto tecnico e aggiornamenti da parte di Nakivo, e in caso di subscription scaduta il sistema di backup cesserà di funzionare del tutto.

Grazie e cordiali saluti  
Nakivo – Supporto commerciale

Best regards,  
**Valery**

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Valery Maksimenkova | Inside Sales Manager | NAKIVO Inc. | [www.nakivo.com](http://www.nakivo.com)  
Phone: +4565748344 | E-mail: [valeria.maksimenkova@nakivo.com](mailto:valeria.maksimenkova@nakivo.com)

**NAKIVO**



[www.nakivo.com](http://www.nakivo.com)

# Novità da Avangate - Gestione Rinnovi

Prodotto: A5044B | 2 Device 12M  
A5044B | NAKIVO B&R Basic - License with 12m Update and Support |  
2 Socket

Ordine al brand: Nakivo

Vecchia licenza:

Chiave di licenza:

ABDD72BF-DFE5-458D-A276-196AF2C8B2DC

Prezzo acquisto:

File: 282fad8dae36bd499d671354e03bd565.zip ❌

Note/Rif. in fattura (ord):

Scadenza: 2020-12-11

+12 mesi

+24 mesi

+36 mesi

Stato

RENEWED

Postazioni

2

Condizioni

## Utente Finale

Company:

Name:

Surname:

Email:

Citta :

Indirizzo:

CAP:

# Prezzi



# Prezzi (prelevare listino aggiornato)

## Licenze per CPU socket (VEDI LISTINO XLS ALLEGATO)

- licenza per numero di socket (processori) fisici utilizzati = CPU (Essential = 2-6, Full = 1-infinito)
- licenza solo per gli host sorgente di backup e replica
- Prezzi base per licenza + 12 mesi maintenance \*

### Perpetual Pricing & Packaging

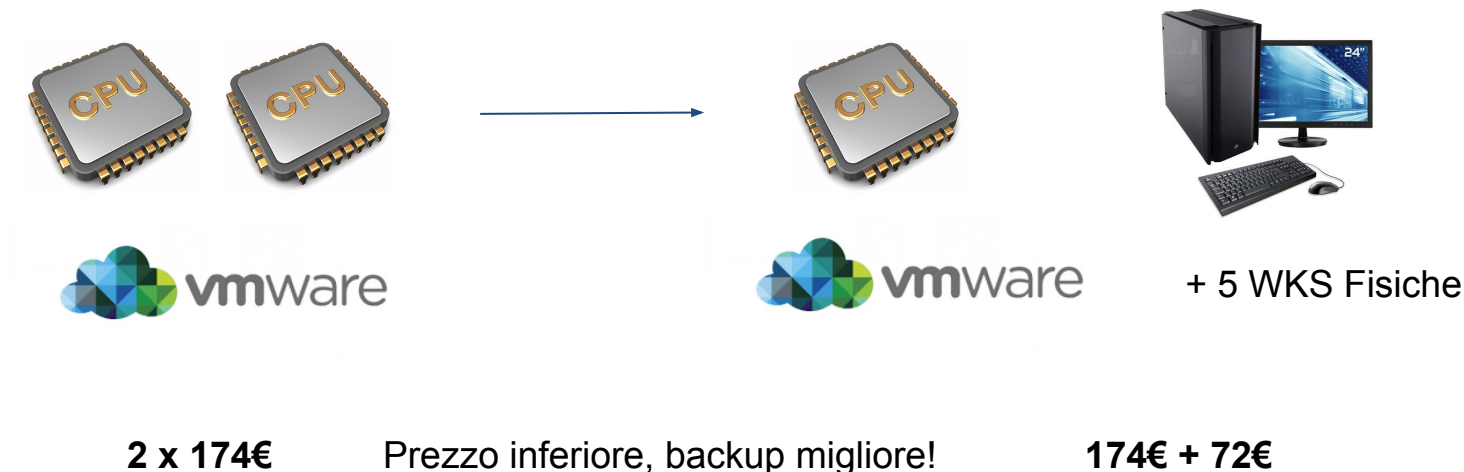
|                                       | Basic      | Pro<br>Essentials | Enterprise<br>Essentials | Pro         | Enterprise  | Enterprise<br>Plus<br><b>NEW</b> |
|---------------------------------------|------------|-------------------|--------------------------|-------------|-------------|----------------------------------|
| <b>Virtual:</b>                       | €87/socket | €174/socket       | €261/socket              | €348/socket | €522/socket | €782/socket                      |
| <b>5 Physical Servers:</b>            | -          | €216/bundle       | €300/bundle              | €348/bundle | €479/bundle | €653/bundle <b>NEW</b>           |
| <b>5 Physical Workstations:</b>       | -          | €72/bundle        | €100/bundle              | €116/bundle | €159/bundle | €218/bundle <b>NEW</b>           |
| <b>Application<br/>(Oracle RMAN):</b> | -          | -                 | -                        | -           | -           | €131/database <b>NEW</b>         |

### NB Maintenance

- durante validità
- preacquistata
- scaduta (expired)

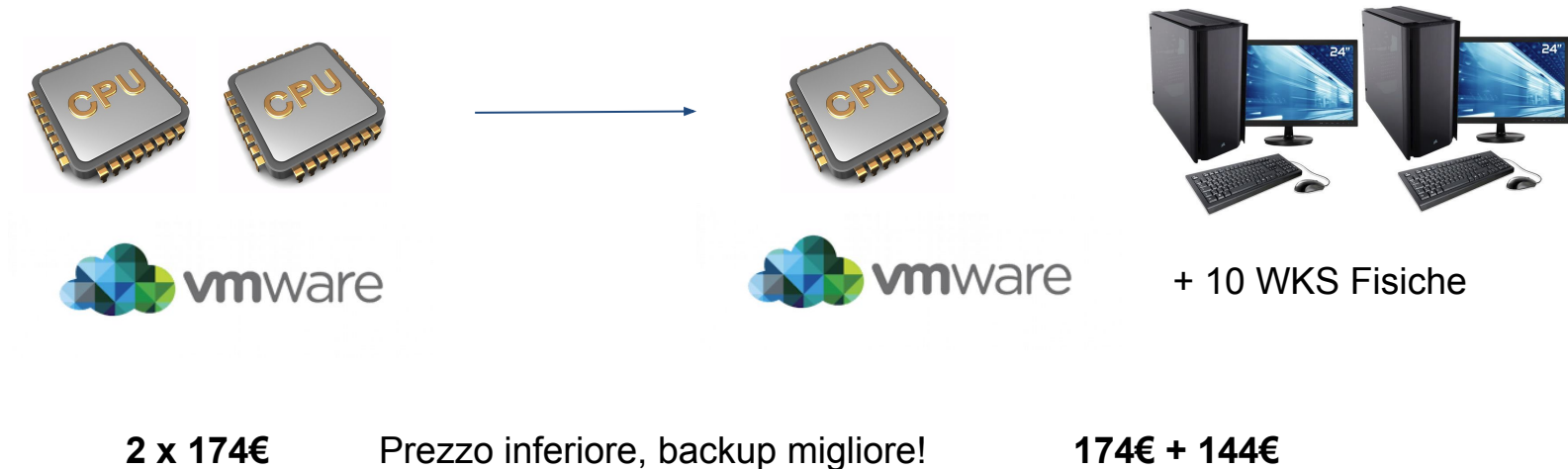
# Novità in Nakivo - LISTINO (AVANGATE)

- Nuovi bundle creati ad hoc - ESEMPIO (permane il limite inferiore di “2”, ma...)



# Novità in Nakivo - LISTINO (AVANGATE)

- Nuovi bundle creati ad hoc - ESEMPIO (permane il limite inferiore di “2”, ma...)





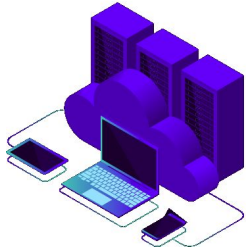
# Prezzi Subscription per \*M

## Per-workload (x) Subscription Pricing

|              | Basic | Pro Essentials       | Enterprise Essentials | Pro                  | Enterprise           | Enterprise Plus      |
|--------------|-------|----------------------|-----------------------|----------------------|----------------------|----------------------|
| Workload*: - | -     | <del>€218/year</del> | <del>€305/year</del>  | <del>€318/year</del> | <del>€522/year</del> | <del>€653/year</del> |

x 5 !!

: 2 !!



## SaaS Subscription (10+) Pricing

Office 365: €9 per user/year

\*A workload is either a VMware VM, Microsoft Hyper-V VM, Nutanix AHV VM, physical machine (server or workstation), Oracle database (Enterprise Plus edition only), or AWS EC2 instance.

# Prezzi Subscription per \*M

Esempio di netto miglioramento (cliente con 4 \*M)

Prima di NOV 2020

Subscription 10x

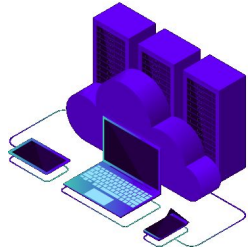
€ 218/anno (Pro Essential)

Da NOV 2020

Subscription 5x

€ 109/anno (Pro Essential)

€ 153/anno (Ent Essential) -> posso permettermi la versione superiore! (con backup cloud!)



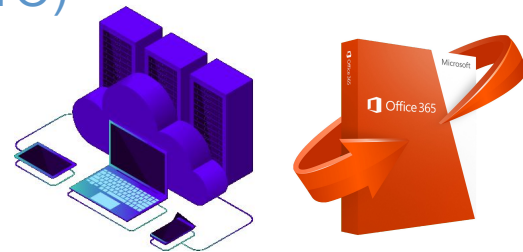
Nulla cambia per numeri superiori a 5

Rinnovo Subscription = stesso SKU

# Prezzi Subscription per Microsoft 365

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

- Subscription annuale flessibile, per numero di Mailbox
- Minimo d'ordine : 10 Accounts(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 Microsoft 365

## 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 2021)  
Aggiungere 15 MBX a una licenza 6x CPU Pro Ess con scadenza Feb 2021 (**meno di 1 anno**)  
Le 15 MBX avranno scadenza Nov 2021 (9 mesi dopo Feb 2021)  
-> **Serve Co-TERMING per le 6x CPU** fino a Feb 2021 (6 CPU x 9 mesi x 7€/mese)  
Risultato = **TUTTO A Nov 2021**
- Esempio 2: (Marzo 2022)  
Aggiungere 15 MBX a una licenza triennale 2x CPU Pro Ess con scadenza Mar 2022 (**oltre 1 anno**)  
15 MBX per 1 anno = Nov 2021 (mancano 4 mesi a Mar 2022)  
-> **Serve Co-TERMING per le 15 MBX** fino a Mar 2022 (15 MBX x 4 mesi x 0,72/mese)  
Risultato = **TUTTO A Mar 2022**



# Backup Cloud : WASABI



**wasabi**<sup>®</sup>  
hot cloud storage

# Backup Cloud : WASABI

- Creazione account WASABI (inizialmente TRIAL con 1 TB)
- Creazione Key  
<https://helpcenter.nakivo.com/display/NH/Adding+Wasabi+Accounts>  
Aggiunta Account in inventory
- Aggiunta Repository  
<https://helpcenter.nakivo.com/display/NH/Backup+Repository+in+Wasabi+Hot+Cloud+Storage>

... è fatta!

# PREZZI WASABI CLOUD STORAGE



€ 5.99 / TB / Mese (set da 5 TB)

Solo costo di storage

No costo di traffico o chiamate API

<https://wasabi.com/legal/terms-of-use/>

# ACCESSO A WASABI CLOUD STORAGE



Sottoscrizione contratto MSP/Avangate  
(inviato dopo il webinar)

Creazione trial in Tenant Avangate  
Periodo di Trial gratuito  
Creazione di Bucket (1 x Cliente)  
Passaggio a Produzione

Fatturazione Mensile ITALIANA  
“MSP” per set da 5 TB  
Stesse condizioni di pagamento



# Sondaggio su Cloud



# Installazione - Attivazione NAKIVO

*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

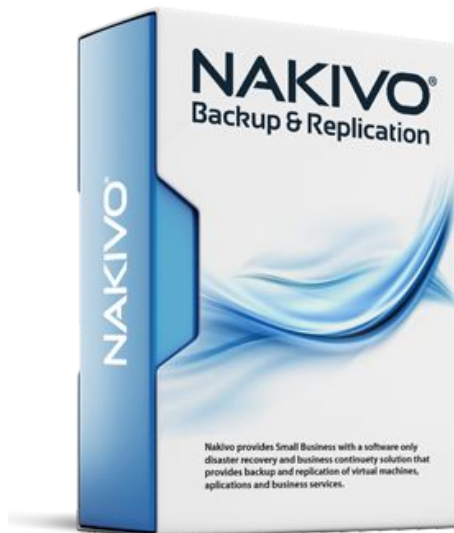
**Office 365 -> APRIRE TICKET**

## OFFERTA SPECIALE

- 1) Extra 3% di sconto vs standard  
per ordini fino a fine MARZO 2021 (sconto custom)
- 2) licenza trial estesa 30 gg per gestire forniture



# F.A.Q.



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# 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
- Privilegiare le SUBSCRIPTION (nuovo listino più aderente!)
- Versioni Essential: Minimo 2 Socket massimo 6 Socket (o 50 \*M)  
Spazio per hw upgrade (ma ora occhio ai bundle)
- Cross upgrade - Solo 6+ socket, solo alcuni Brand, no Essential
- Renewal / Increase - Quotazioni personalizzate / Sistemi di assistenza
- Interfaccia ENG?

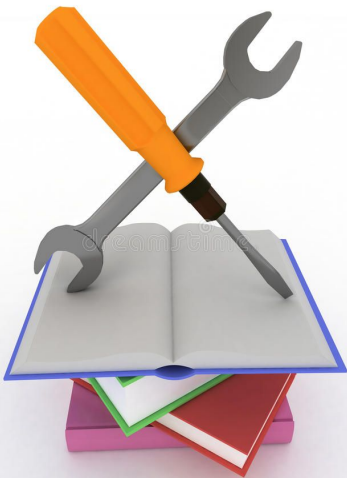


# Domande e risposte



# 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](https://www.youtube.com/results?search_query=nakivo)
- **Beta: (TEMPORANEO)**  
<https://beta-helpcenter.nakivo.com/>



# Risorse AVANGATE

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



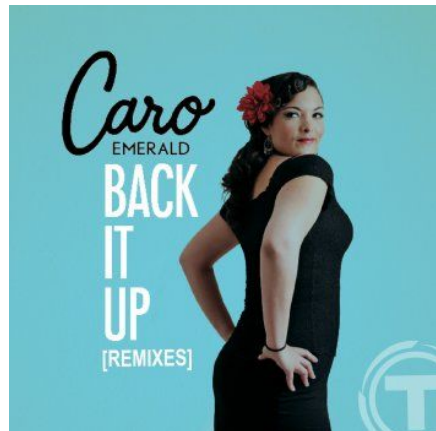


# AVANGATE

*Distributore a valore aggiunto*

## GRAZIE!

## Andrea Orsucci



NAKIVO