

NAKIVO Backup & Replication v.10.3

AVANGATE

Distributore a valore aggiunto

NAKIVO OFFICIAL DISTRIBUTOR

Andrea Orsucci - Senior Brand Manager



NAKIVO®

Backup & Replication



Starting, please wait...

Agenda



- Perchè NAKIVO
- Cosa è NAKIVO B&R
- I concetti basilari
- Recenti aggiunte 10.x
- Cenni tecnici 10.3 - Demo
- Backup to CLOUD - Wasabi
- Licensing - FAQ/Risorse
- Domande e risposte

Intro

«Facile, potente e veloce» Andrea Orsucci Brand Manager – Avangate Italia

NAKIVO®
FOR
DUMMIES

Diventa un Esperto di NAKIVO!



*Scopri come
utilizzare NAKIVO
nelle necessità di
Backup
quotidiane.*

NAKIVO

Sondaggio su Provenienza



NAKIVO Partnership

vmware®

 Microsoft

NUTANIX

amazon

DELL EMC


Hewlett Packard
Enterprise

Synology®

QNAP

 Google

 wasabi

NEC

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

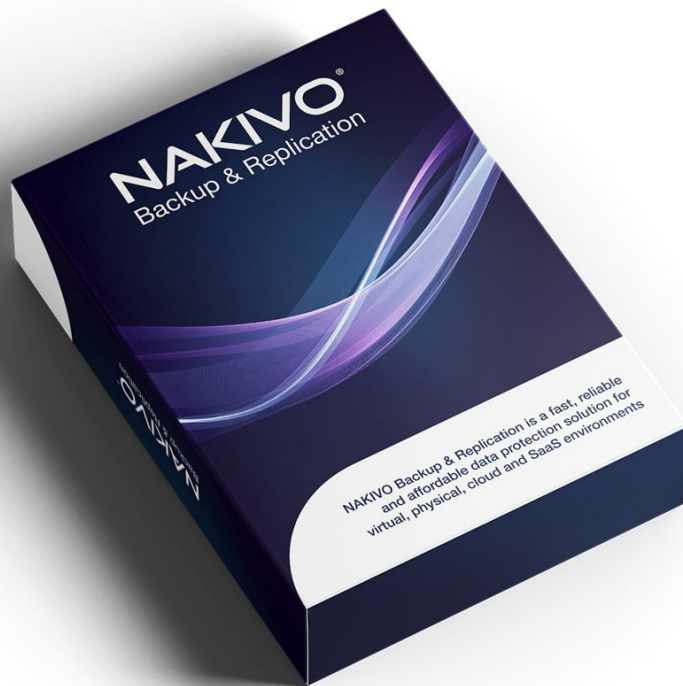


MondialpolServiceGroup

ESSELUNGA®
S

NAKIVO®

NAKIVO Backup & Replication (v 10.3)



- **All-in-One Solution**

Backup, Replication, Instant Restore,
Site Recovery

- **Supports Virtual, Physical, Cloud, SaaS**

VMware vSphere, Microsoft Hyper-V, Nutanix
AHV, Amazon EC2, Windows, Linux,
Microsoft 365, Oracle RMAN

- **Can Be Deployed Anywhere**

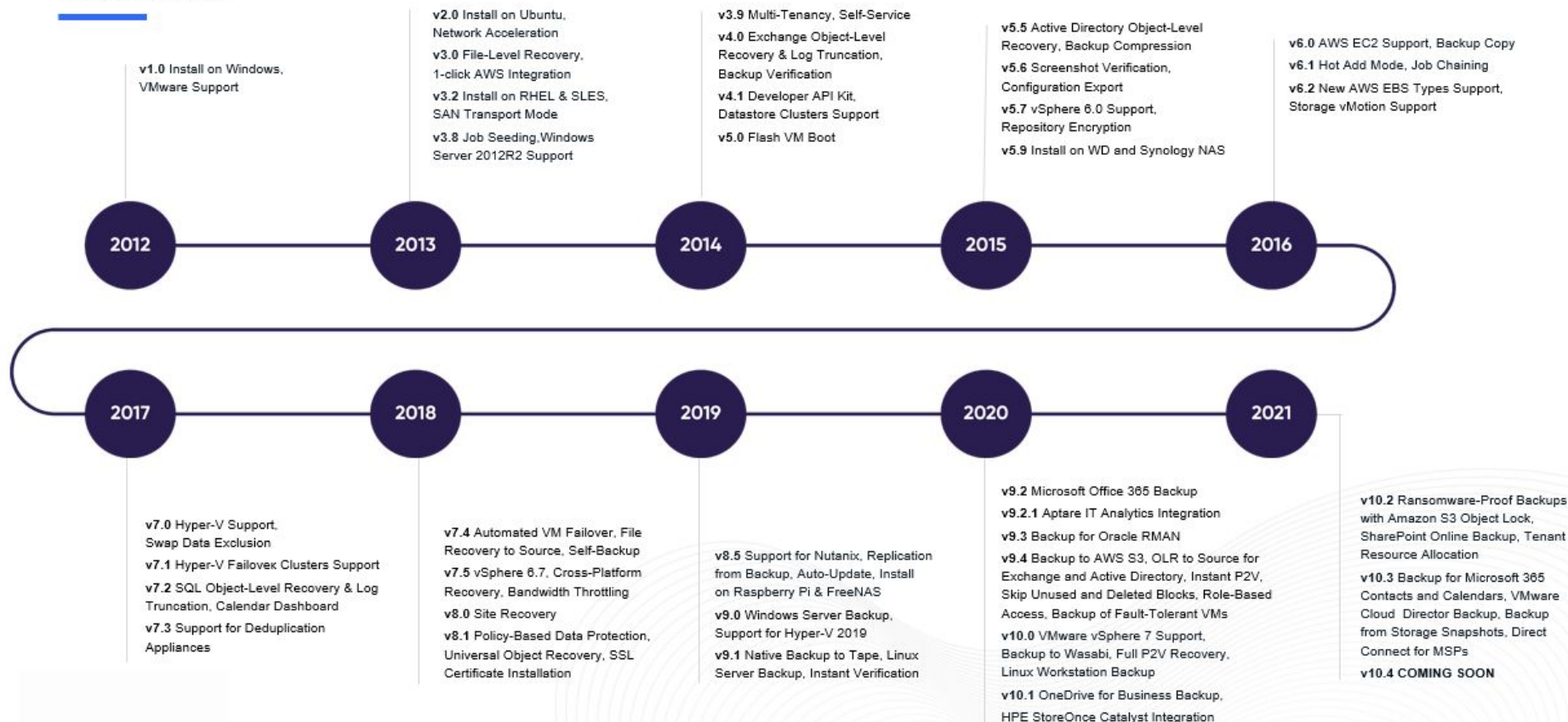
NAS, Linux, Windows, VA, AMI

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**)

NAKIVO Backup & Replication Milestones

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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.



NAKIVO®

Multiple Recovery Options

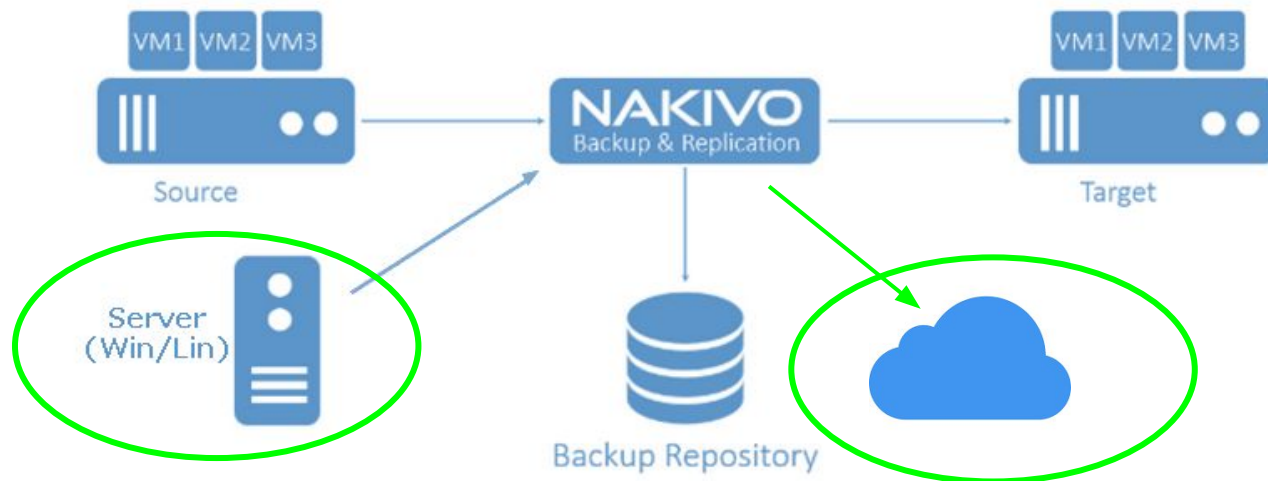
- › Instantly restore VMs, files, folders and application objects from deduplicated backups
- › Recover to original or custom locations
- › Recover physical machines as VMware VMs for testing purposes or P2V migrations
- › Recover what you need across platforms (VMware VMs to Hyper-V and vice versa)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



Sondaggio su Ambienti



Backup e Replica di ambienti VIRTUALI E FISICI / SAAS



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



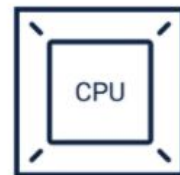
Interfaccia Web



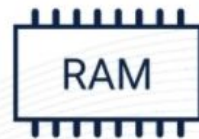
Pronto in 5 minuti

Deploy ed Integrazione immediati

Linux	RHEL 7.6 - 6.3; Ubuntu 18.04, 16.04; SLES 11 - 12 SP3
Windows	Windows Server 2019 - 2008 R2; 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>

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

Da v10.1: HPE StoreOnce Catalyst

Da v10.3: HPE 3Par (snapshot)

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

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

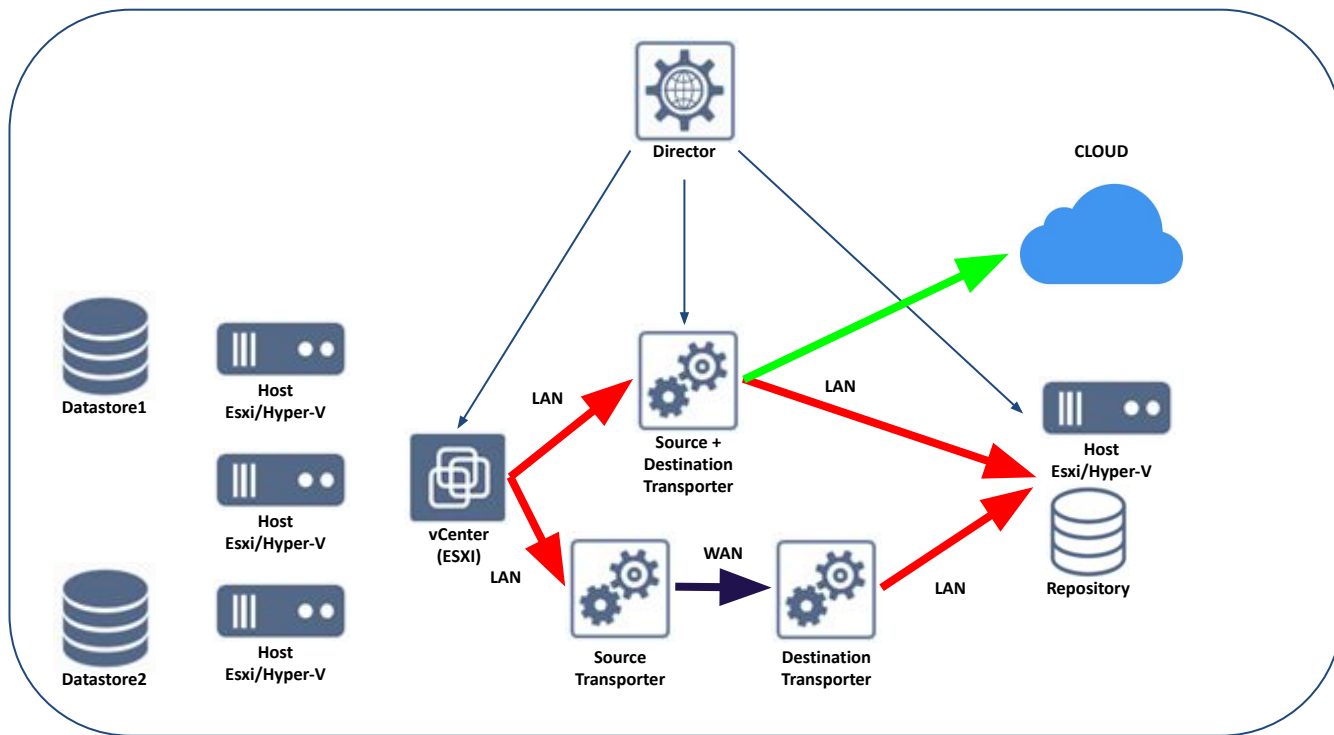
Ottimizza trasporto ed archiviazione dei dati



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>



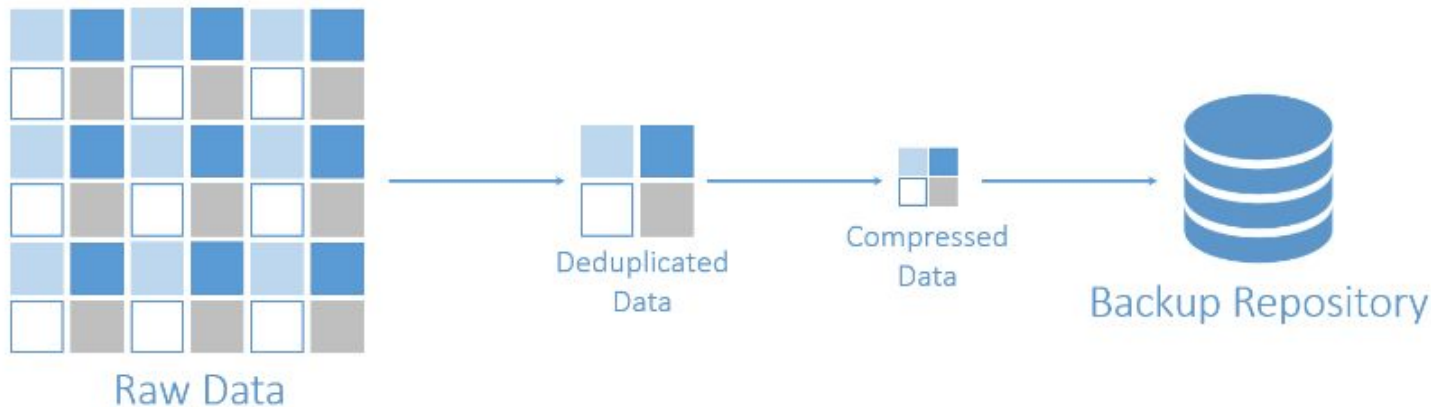
Self-Healing

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.



Sondaggio su Destinazione



Le caratteristiche recenti



NOVITA' RECENTI

Version	Release Date	Key Features
v10.3	04 May 2021	• Direct Connect (No-VPN) • Backup & Recovery of Exchange Online contacts and calendars • VMware Cloud Director Support • Backup from Storage Snapshots • User Interface Enhancement (Facelift) • Harden Transporter
v10.2	25 January 2021	• Backup & Recovery of SharePoint Online • Lock Backup Objects in Amazon S3 • Fencing
v10.1.1	30 October 2020	• Support of vSphere 7.0U1 • Enforcement of explicit file system sync during Backup Repository creation
v10.1	21 September 2020	• Backup & Recovery of Microsoft 365-OneDrive • Backup to HPE StoreOnce Catalyst
v10.0.1	26 August 2020	• Fixed issue with the Skip unused blocks feature in v9.4
v10.0	23 July 2020	• 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>

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.



Miglioramenti vari

[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. A navigation bar includes buttons for 'Run/Stop', 'Recover', 'Manage', and a plus icon. A top-right status bar shows 'Update available' with a checkmark icon, alongside icons for home, calendar, list, search, settings, help, and share. The left sidebar shows the 'Overview' section with two items: 'VMware backup job' and 'VMware replication job from backu'. The main content area is titled 'Group Info' and lists several status items: '0 of 2 jobs are running', '2 jobs have not been completed', '2 source objects, 1 target object', and 'No alarms and notifications'. A modal window titled 'Update Available' is overlaid on the main content, displaying 'Current version: 8.5.0.31961' and 'New version: 8.5.2.32767'. It includes a 'Release notes' link and three buttons: 'Download & update' (highlighted in blue), 'Download', and 'Forget'. A 'Request Support' button is also visible at the bottom of the modal.

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

Update Available

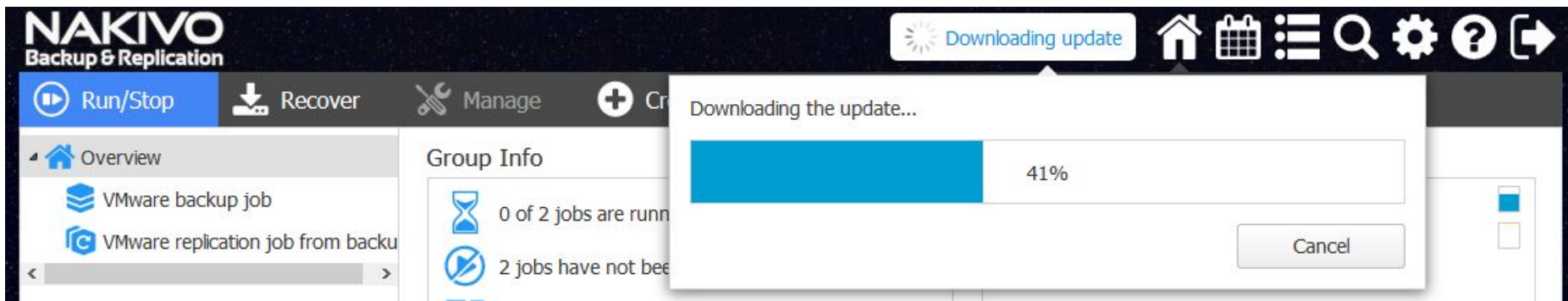
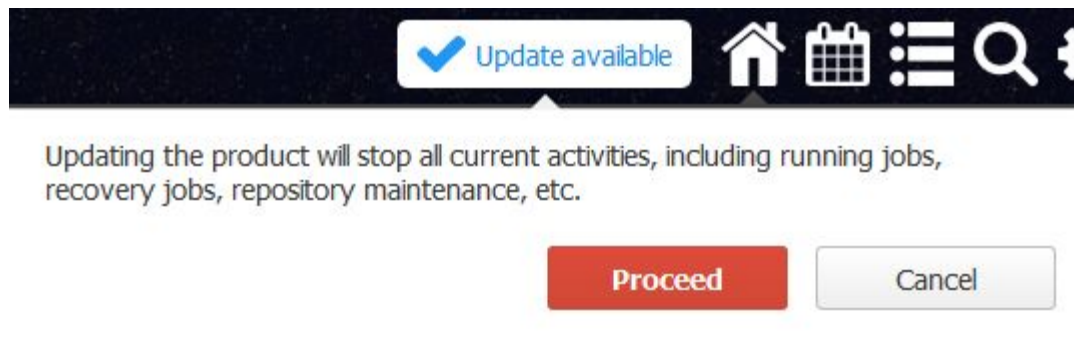
Current version: 8.5.0.31961
New version: 8.5.2.32767

[Release notes](#)

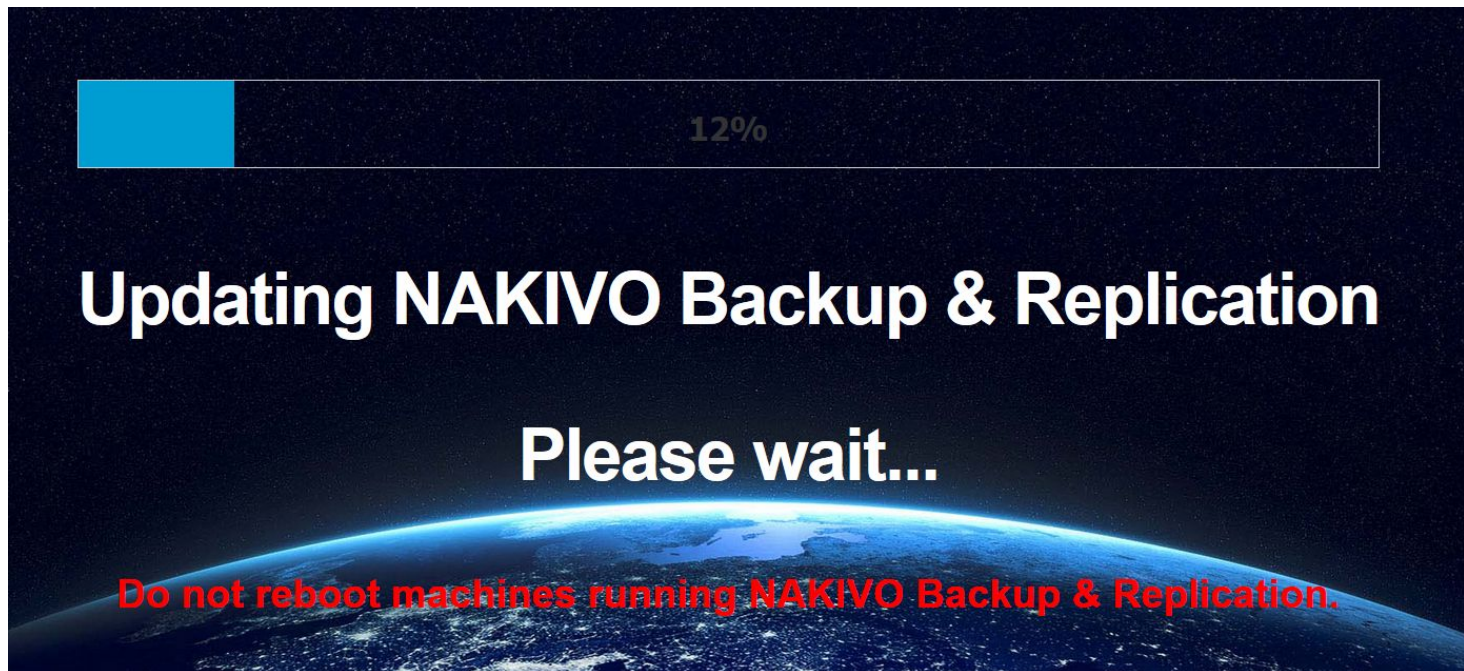
[Download & update](#) [Download](#) [Forget](#)

[Request Support](#)

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

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

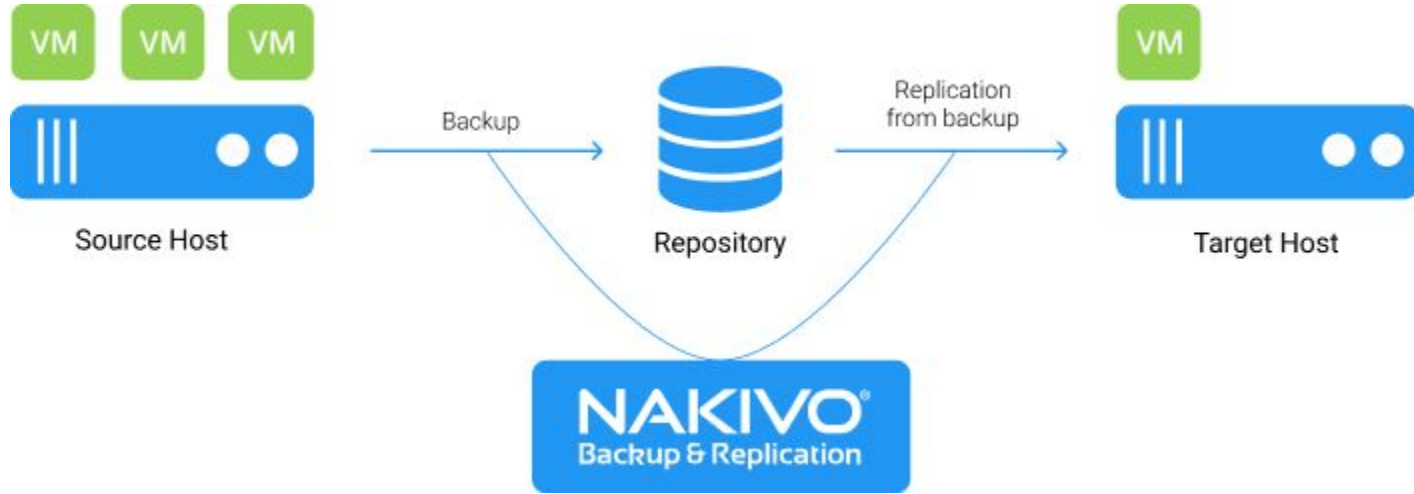
Add New... Manage Refresh All

192.168.75.171 Adding... 35%

NAKIVO Backup & Replication Transporter 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

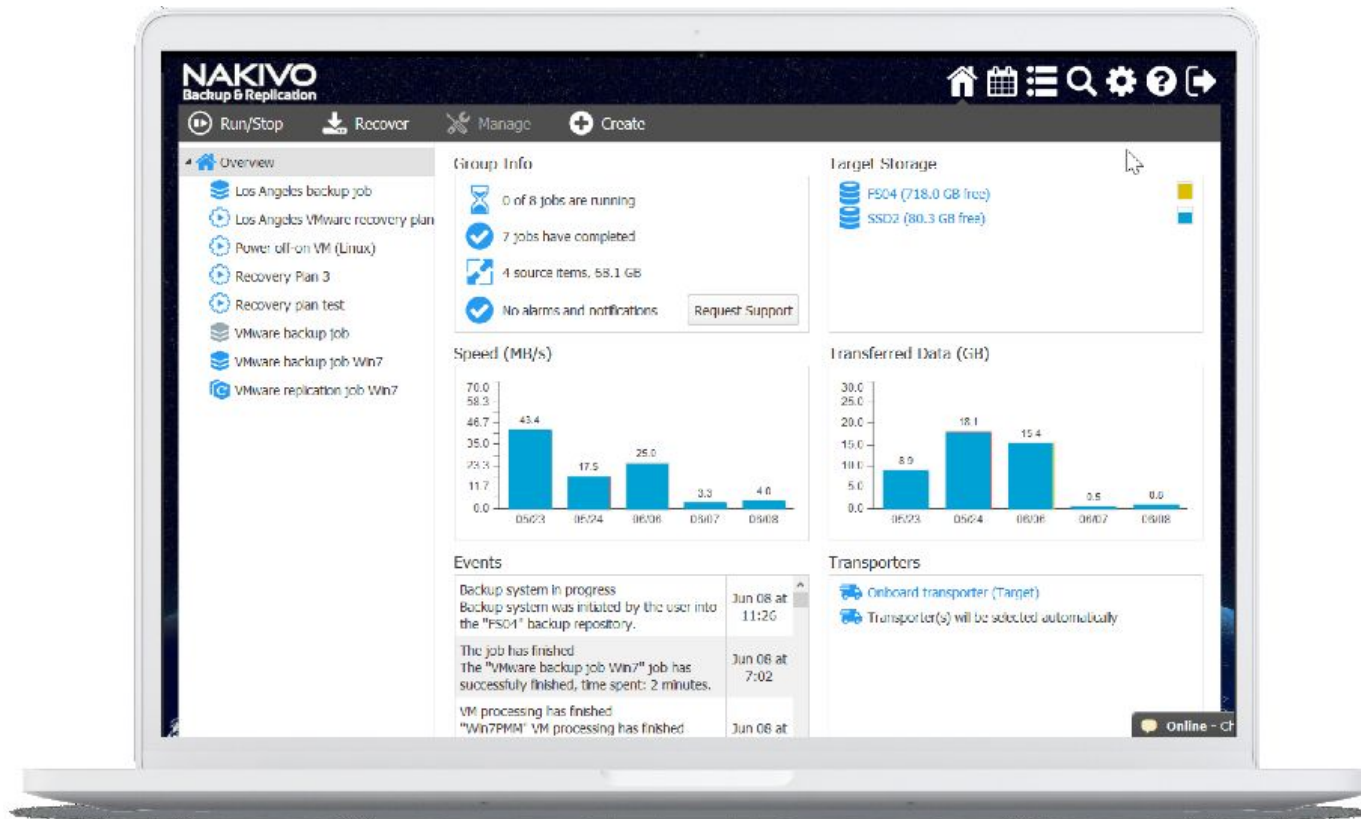


Novità in Nakivo B&R v.10.0

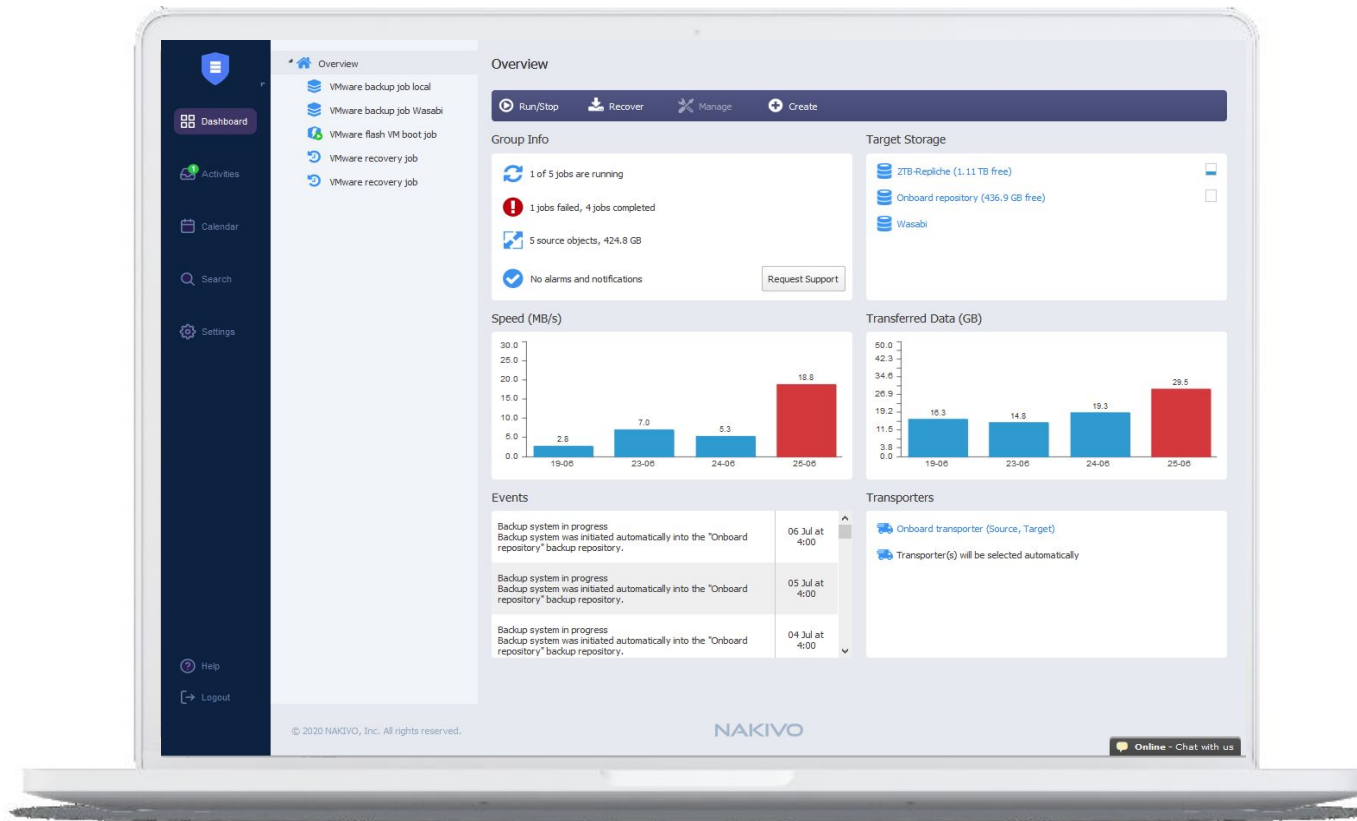
- VMware VSphere v7.0 Support
- Physical Machine Recovery to VMware VM
- User Interface Enhancement (Facelift)
- **Backup to Wasabi Hot Cloud Storage**

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

Interfaccia - V.9.X



Interfaccia - V.10.X



Interfaccia - V.10.3

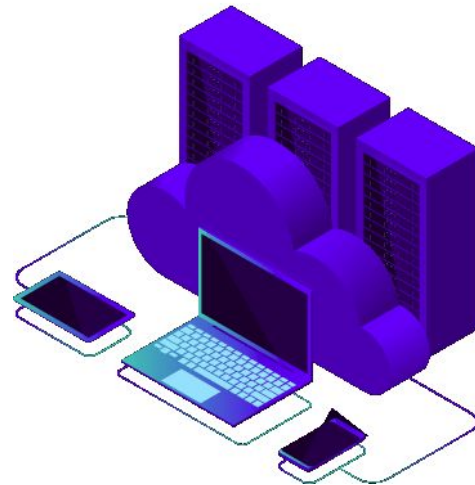


NAKIVO

Novità in Nakivo B&R v.10.01

Backup di Microsoft 365 One Drive

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

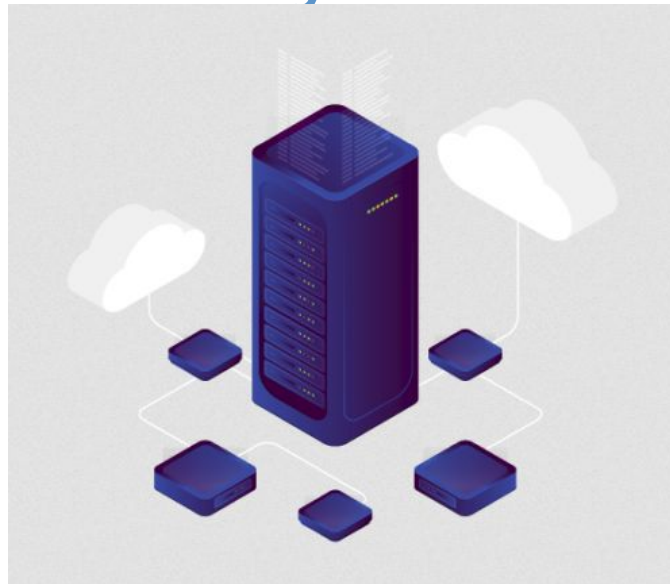


<https://helpcenter.nakivo.com/display/NH/Adding+Microsoft+Office+365+Accounts>
<https://helpcenter.nakivo.com/display/KB/Required+API+Permissions+for+Microsoft+365>

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

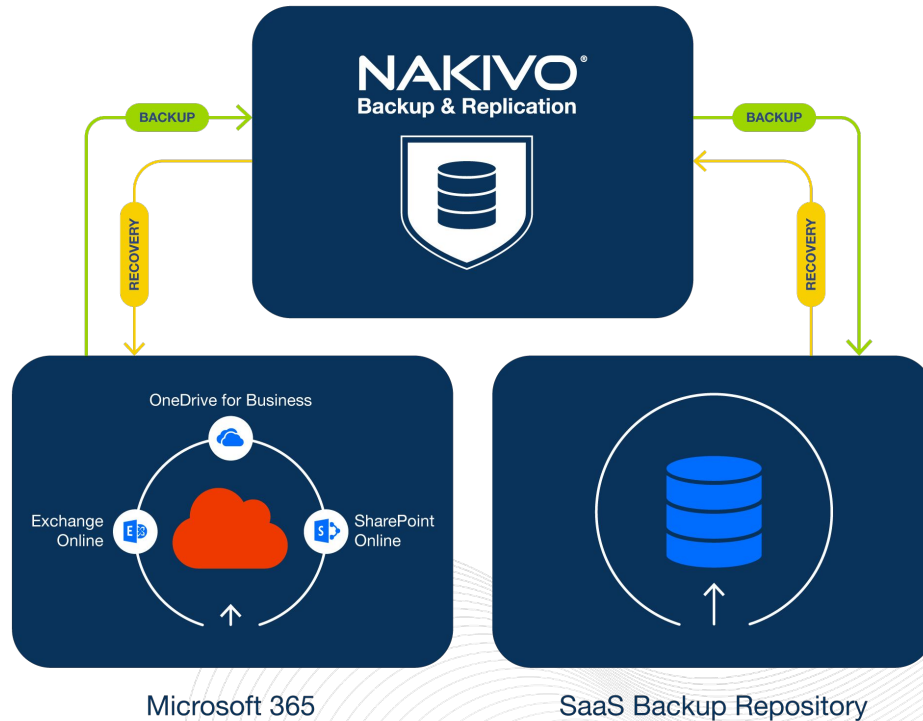
Ensure that data stored in Amazon S3 buckets is immutable to protect it from ransomware, accidental deletions and overwriting.

Il percorso di Nakivo verso MS365

- 9.2 - Backup di Exchange Online
- 10.1 - Backup di OneDrive
- 10.2 - Backup di Sharepoint Online
- 10.3 - Backup di Calendar e Contatti

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

How Backup for Microsoft 365 Works



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®

Coming Soon

NAKIVO Backup & Replication v10.3^{Beta}

NAKIVO®

Coming Soon (v 10.3)

<https://www.nakivo.com/resources/releases/10.3-beta/>

- Direct Connect v1 / No VPN (CSP/MSP)
...work in progress.. SINGLE PORT!
- Microsoft 365 (Contacts and Calendars)
<https://www.nakivo.com/microsoft-office-365-backup/>
- vCloud Director support (Large MSPs)
<https://www.vmware.com/it/products/cloud-director.html>
- Storage Snapshots (HPE 3PAR) (Enterprise Plus Edition)
<https://www.hpe.com/it/storage/3par.html>

Coming Soon (v 10.4b)

- IT Monitoring
- 2FA
- Nas Backup
- Repository locale ransomware proof
- Nutanix

Coming Soon (v 10.5b)

- Blob Azure
- 365: Teams Groups Folders
- Site Recovery su AWS
- MSP Physical Machine

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

Soluzioni di licensing PER CPU

Basic	soluzione single user con limitatissime 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	soluzione single-tenant per qualsiasi numero di CPU
Enterprise	soluzione anche multi-tenant per qualsiasi numero di CPU
Enterprise Plus	soluzione anche multi-tenant per qualsiasi numero di CPU e caratteristiche TOP
Cloud Provider	soluzione multi-tenant per 50 o più* VM (per workload) con licensing rental mensile/annuale/misto * 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

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NAKIVO Backup & Replication

Soluzioni di licensing SUBSCRIPTION

Pro Essentials	soluzione single-tenant da 5 a 50 Workload
Enterprise Essentials	soluzione anche multi-tenant da 5 a 50 Workload
Pro Enterprise	soluzione single-tenant per qualsiasi numero di Workload soluzione anche multi-tenant per qualsiasi numero di Workload
Enterprise Plus	soluzione anche multi-tenant per qualsiasi numero di Workload e caratteristiche TOP
Cloud Provider	soluzione multi-tenant per 50 o più* VM (per workload) con licensing rental mensile/annuale/misto * minimo 50 VM poi commitment

N.B.

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

NAKIVO

NAKIVO Backup & Replication

Soluzioni di licensing MSP/CSP

Cloud Provider

soluzione multi-tenant per 50 o più* VM (per workload)
con licensing rental mensile/annuale/misto
* minimo 50 VM poi commitment
* minimo 100 MS 365
Prezzi al partner, versioni PRO, ENT

N.B.

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

Licensing Mensile

Licensing Annuale

Licensing Misto/Frazionato (Pay as you go)

Sondaggio su MSP



Confronto Caratteristiche

	Basic	Pro Essentials	Pro	Enterprise Essentials	Enterprise
Licenze					
Tipo di Licenza	Perpetua	Perpetua / Abbonamento	Perpetua / Abbonamento	Perpetua / Abbonamento	
Numero massimo di licenze permanenti ⓘ	4 socket max	2-6 socket	Illimitato	2-6 socket	Illimitato
Numero massimo di licenze in 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](#)

[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; and 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'. A horizontal blue line is drawn across the calendar at the 16:00 mark. The NAKIVO logo is at the bottom center, and the copyright notice '© 2020 NAKIVO, Inc. All rights reserved.' is at the bottom left.

06 - 12 Jul, 2020 Today

Day 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



Enterprise PLUS

- Backup di database ORACLE
<https://www.nakivo.com/oracle-backup/>
 - Controllo accessi basato su RUOLI
<https://www.nakivo.com/role-based-access-control/>
 - Automazione dei backup tramite API
<https://www.nakivo.com/it/features/vm-backup-automation-api/>
- <https://www.nakivo.com/it/how-to-buy/pricing/#compare-editions>

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
	• 2 Accredited Sales Professionals • >\$6K per quarter in net revenue to NAKIVO • NAKIVO description on partner website • 1 customer success story (then 1 additional each year)	• 25% discount • Qualified Sales leads • Free sales, tech, marketing support • Free internal use NFR licenses • Discounts on internal use licenses • Included in NAKIVO Partner List • NAKIVO Gold Partner Logo
	• 1 Accredited Sales Professional • >\$3K per quarter in net revenue to NAKIVO • NAKIVO description at partner website	• 20% discount • Sales leads • Free sales, tech, marketing support • Free internal use NFR licenses • Discounts on internal use licenses • Included in NAKIVO Partner List • NAKIVO Silver partner logo
	• NAKIVO description on partner website • Returned NAKIVO support Bundle	• 15% discount • Included in NAKIVO Partner List • NAKIVO Bronze partner logo



<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 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

Valery Maksimenkova | Inside Sales Manager | NAKIVO Inc. | www.nakivo.com
Phone: +4565748344 | E-mail: valeria.maksimenkova@nakivo.com

NAKIVO



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:

Tecno Trade S.r.l.

Angelo

Mario

a.mario@tecnotrade.it

Lodi

Lodi

20090

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

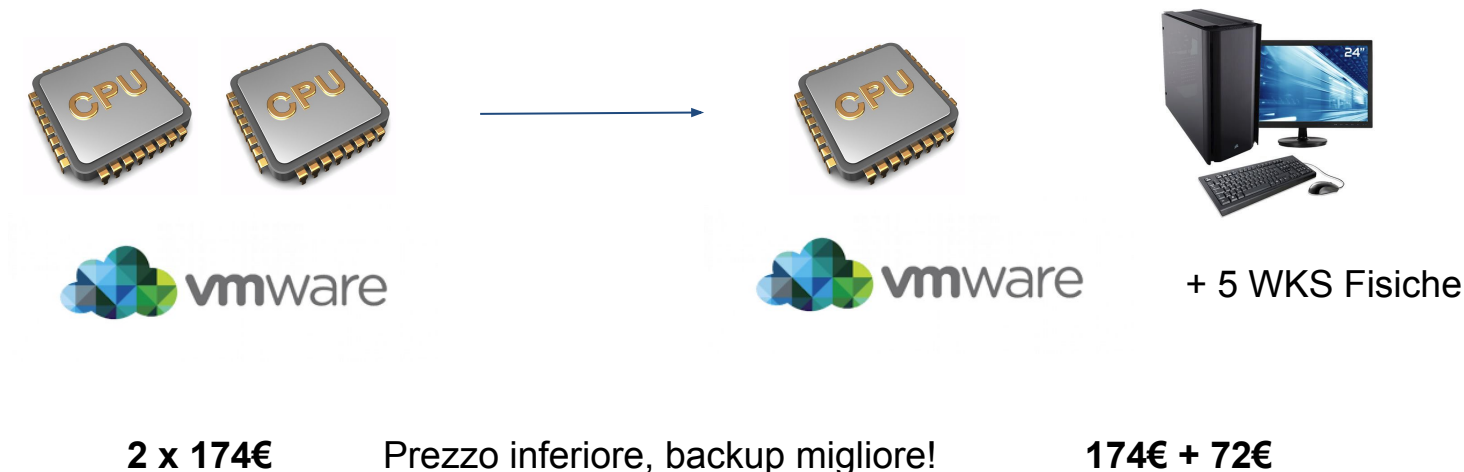
	Basic	Pro Essentials	Enterprise Essentials	Pro	Enterprise	Enterprise Plus NEW
Virtual:	€87/socket	€174/socket	€261/socket	€348/socket	€522/socket	€782/socket
5 Physical Servers:	-	€216/bundle	€300/bundle	€348/bundle	€479/bundle	€653/bundle NEW
5 Physical Workstations:	-	€72/bundle	€100/bundle	€116/bundle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

NB Maintenance

- durante validità
- preacquistata
- scaduta (expired)

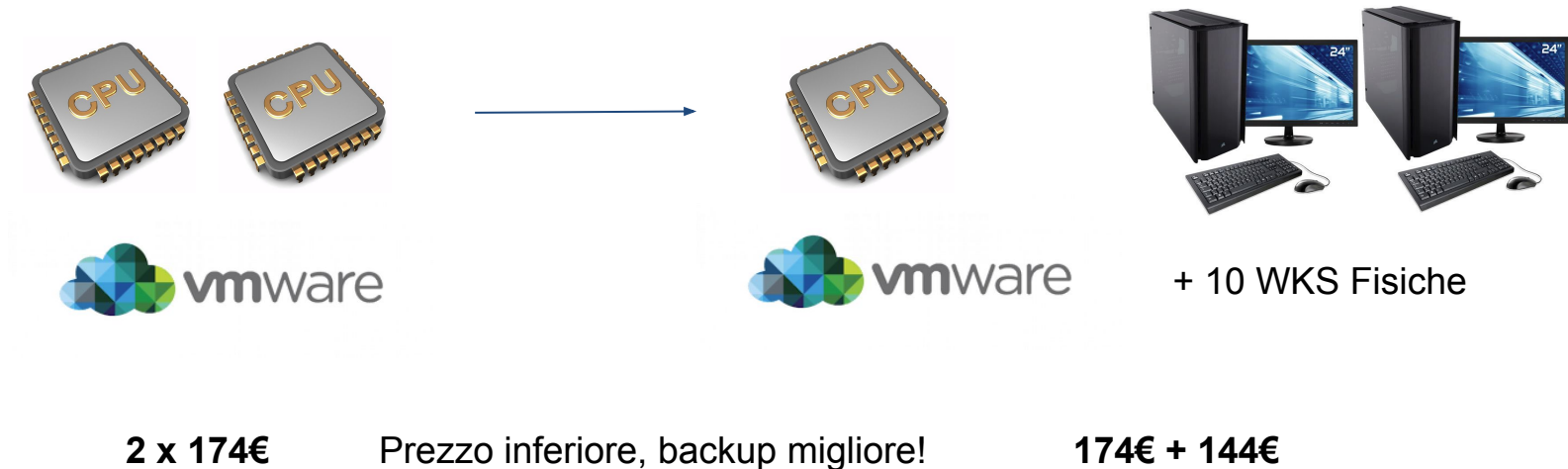
Novità in Nakivo - LISTINO (AVANGATE)

- 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

Esempio di netto miglioramento (cliente con 4 *M)

Prima di NOV 2020

Subscription 10x

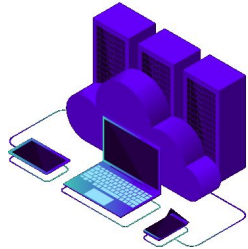
€ 218/anno (Pro Essential)

Da NOV 2020

Subscription 5x

€ 109/anno (Pro Essential)

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



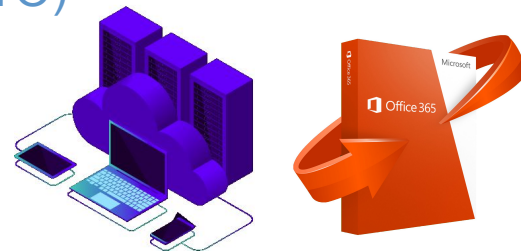
Nulla cambia per numeri superiori a 5

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!



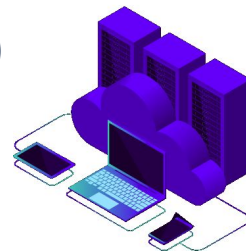
Product	Subscription
NAKIVO Backup & Replication for Microsoft Office 365 — 1 Year Subscription.	€ 9 (0,75/m)
NAKIVO Backup & Replication for Microsoft Office 365 — 2 Year Subscription.	€ 18 (0,75/m)
NAKIVO Backup & Replication for Microsoft Office 365 — 3 Year Subscription.	€ 24 (0,67/m)
NAKIVO Backup & 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!.. oppure 2 subscriptions.. ancora più facile!
- Esempio 1: (Luglio 2021)
Aggiungere 15 MBX a una licenza 6x CPU Pro Ess con scadenza Lug 2021 (**meno di 1 anno**)
Le 15 MBX avranno scadenza Apr 2022 (9 mesi dopo LUG2021)
-> **Serve Co-TERMING per le 6x CPU** fino a APR 2022 (6 CPU x 9 mesi x 7€/mese)
Risultato = **TUTTO A APR 2022**
- Esempio 2: (Agosto 2022)
Aggiungere 15 MBX a una licenza triennale 2x CPU Pro Ess con scadenza Agosto 2022 (**oltre 1 anno**)
15 MBX per 1 anno = Aprile 2021 (mancano 4 mesi ad Agosto 2022)
-> **Serve Co-TERMING per le 15 MBX** fino ad Agosto 2022 (15 MBX x 4 mesi x 0,72/mese)
Risultato = **TUTTO AD AGOSTO 2022**



Backup Cloud : WASABI



wasabi[®]
hot cloud storage

Backup Cloud : WASABI

- Sottoscrizione contratto MSP - AVANGATE (prelevare file durante il webinar)
- Creazione account WASABI (inizialmente TRIAL con 1 TB) su nostro tenant
- 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!

ACCESSO A WASABI CLOUD STORAGE



Sottoscrizione contratto MSP/Avangate
(inviato dopo il webinar, disponibile subito nei file)

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

Fatturazione Mensile ITALIANA “MSP” per set da 5 TB
Stesse condizioni di pagamento di nostro rapporto esistente
€ 6.4/ TB / Mese (set da 5 TB) (include premium support)
Solo costo di storage
No costo di traffico o chiamate API

€ 6.4 = 5.99 + 7% premium support

Sondaggio su Cloud (Interesse)



Sondaggio su Cloud (Volumi)



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

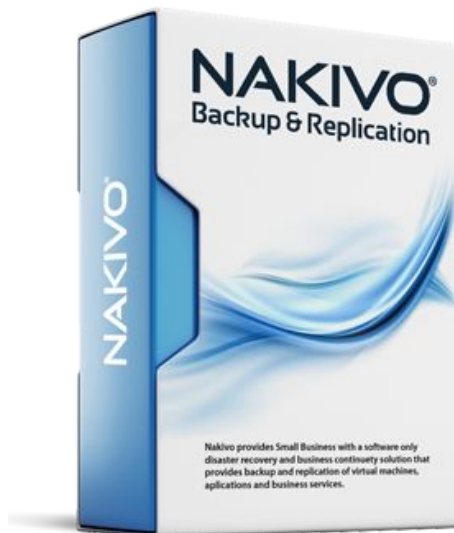
Office 365 -> APRIRE TICKET

OFFERTA SPECIALE

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



F.A.Q.



NAKIVO

F.A.Q.

- ESXi Free - Limitazioni
<https://www.nakivo.com/helpcenter/display/KB/Free+ESXi+Backup+Limitations>
- Conteggio Socket (CPU)
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!) per costi più distribuiti
- 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?
- Ordini CUSTOM

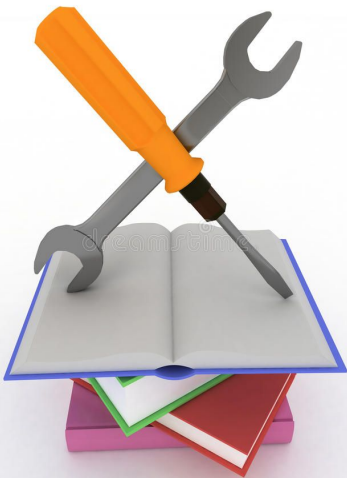


Domande e risposte



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
- **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)

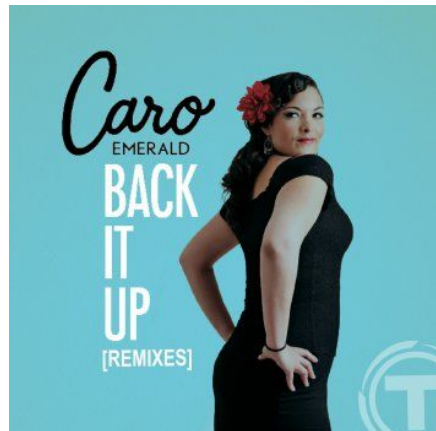


AVANGATE

Distributore a valore aggiunto

GRAZIE!

Andrea Orsucci



NAKIVO