

Strengthen your competitive position with Veeam Data Platform

Thank you for downloading this Veeam presentation. Carahsoft is the distributor for Veeam data security solutions available via GSA, ITES-SW2, CMAS, and other contract vehicles.

To learn how to take the next step toward acquiring Veeam's solutions, please check out the following resources and information:



For additional resources:
carah.io/veeamresources



For upcoming events:
carah.io/veamevents



For additional Veeam solutions:
carah.io/veamsolutions



For additional data security solutions:
carah.io/veamsolutions



To set up a meeting:
Veeam@carahsoft.com
703-889-9800



To purchase, check out the contract vehicles available for procurement:
carah.io/veeamcontracts

For more information, contact Carahsoft or our reseller partners:
5G@carahsoft.com | 703-871-8626

Strengthen your competitive position with Veeam Data Platform

7.25.2023



Andrew Lasko

Federal Business
Development Manager



Jeff Reichard

Vice President, Solution
Strategy



Salim Ruffin, Sr.

Sr. Manager – Federal
Engineering



Agenda

- Andrew Lasko
- Jeff Reichard
- Salim Ruffin
- Q&A

Veeam Powers Federal Integrator Offerings



Data Security



Data Recovery



Data Freedom

What's In It For Federal SIs!



Increase Margin

Every \$1 of Veeam drives \$8 of additional margin. Federal Systems Integrators gets all services \$



Grow & Protect Market share

Extend data protection service with differentiated solutions



Drive Cloud Adoption & Consumption

Accelerate end-to-end digital transformation initiatives

Top 3 Opportunities

Where to get started with Veeam



Cyber Security & Resiliency

Avoid data, financial, and reputation loss by protecting and securing data to defend against ransomware and threat actors, with the fastest recovery

Veeam provides transparent and actionable strategies to reduce risk and speed recovery with comprehensive data security.



Hybrid Cloud Acceleration

On premises data management and multi cloud in a single platform. Protect, control and manage data anywhere with Hybrid Cloud

Veeam users protect exabytes of cloud data through policy-based management, immutability and **proactive cost calculations**.



Workload Modernization

Enable scalable and secure backup/restore, disaster recovery and application mobility of **cloud native, containerized applications** orchestrated by Kubernetes.

Veeam's Kasten K10 leverages the native Kubernetes API and features capabilities such as full-spectrum consistency, database integrations, automatic application discovery, multi-cloud mobility

Veeam: Supporting Integrator Success

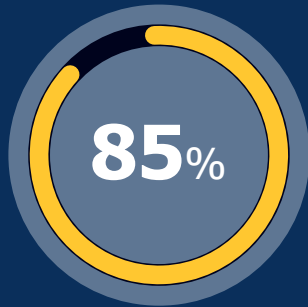
- Pursuit Support
 - Technical Architecture Design & Custom Go-to-Market Solution Development
 - SOW/RFx Review & Writing
 - Sales Training
 - Lab/Demonstration Support
 - Customer Executive Lunch n' Learns
 - Internal 'Veeam Day' Events
- Deployment and Sustainment Support
 - Technical Training and Enablement
 - New Version/Feature Lunch n' Learns
 - Health Checks & Best Practices Assessments & Recommendations



Presenter

• Jeff Reichard, VP of Solution Strategy

Cybersecurity is top of mind



of organizations suffered at least one cyberattack in the preceding 12 months (up from 76% in prior years)



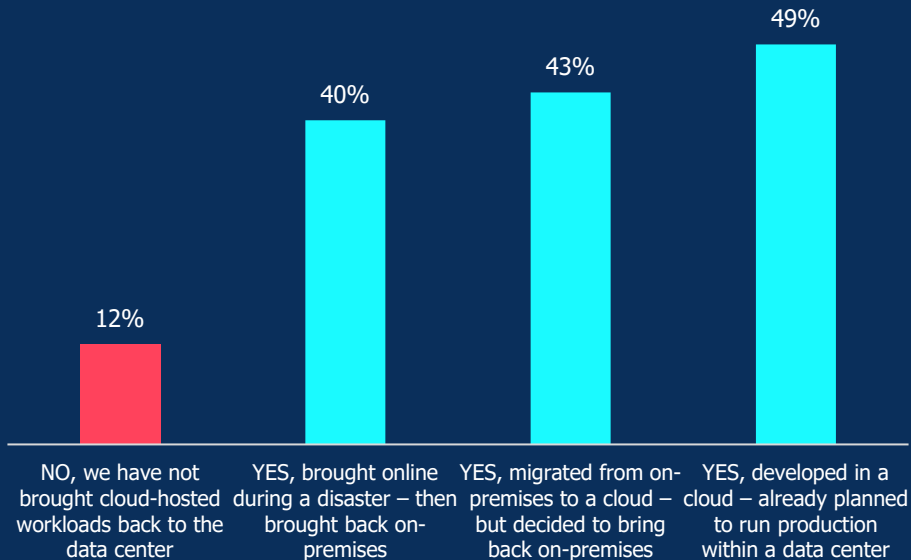
believe either 'significant improvement' or 'complete overhaul' is needed between the Cyber and Backup teams



of cyber-events, the criminal attempted to attack the backup repositories first

And so is de-risking the cloud

Has your organization brought any workloads BACK from a public cloud-host to on-premises? (n=1,272)





Largest Cloud
Deployment
(instances)

10,000+



Largest
Replication
(VMs)

12,000+



Largest
Service Provider

285K VMs
229K+ M365



Largest NAS
deployment

15 PB

veeam

**VEEAM BY
THE NUMBERS**



Largest
Number of
VM Instances
protected by
1 VBR server

20,000



Largest M365
Backup
Deployment

48,000



Largest Oracle
DB protected

18 TB

veeam

#1

A Leader in the 2022
Gartner Magic Quadrant
for Enterprise Backup and Recovery
Software Solutions
for the Sixth Consecutive Time

180+

Countries

82%

of Fortune 500
companies

72%

of Global 2000
companies

16M

M365 users
protected

6000+

AWS, Azure, Google Cloud
customers

2

exabytes sent to Public
Cloud (x2 every year) and
15 EB of data overall

NPS of

75

250+

industry awards

5000+

Veeamers

IDC Semi-Annual Software Tracker: Data Replication & Protection

Change in Growth: Top 5 by Company, 2H2022 – Worldwide

Company	Vendor Revenue (US Dollar, M)	Sequential Growth %	YoY Growth %	Market Share
Veeam	699.31	+8.4%	+8.1%	12.0%
Dell Technologies	652.62	+1.4%	-1.9%	11.2%
IBM	509.97	+24.7%	+7.9%	8.8%
Veritas	502.15	-3.9%	-7.2%	8.6%
Commvault	359.36	-5.6%	+0.4%	6.2%
Others	3,092.91	+4.2%	+5.6%	53.2%
Market Average	N/A	+4.4%	+3.6%	

Source: IDC, Semi-Annual Software Tracker, 2H2022

Note: Worldwide Data

© 2023 Veeam Software. Confidential Information. All rights reserved. All trademarks are the property of their respective owners.

veeam

Presenter

• **Salim Ruffin**, Sr. Engineering Manager

NIST Cybersecurity Framework

NIST

(National Institute of Standards
and Technology)

Cybersecurity Framework



veeam



Identify



Protect



Detect



Respond



Recover

NIST

(National Institute of Standards and Technology)

Cybersecurity Framework



Identify



Protect



Detect



Respond



Recover

Over 1,400 active US federal customers

- ISO 27001 certified, certificate #2021-122101
- SOC2 L1, with L2 cert in progress
- TAA compliant
- NIST CSRC FIPS 140-2 certified encryption module
- GSA VPAT Section 508 compliance
- Hardened Linux Repository: SEC 17a-4(f), FINRA 4511(c) and CFTC 1.31(c)-(d) WORM compliant
- DoDIN APL approved
- Common Criteria in process via NIAP
- CACI Code Guardian v11A near completion

<https://www.veeam.com/blog/exploring-it-security-certifications.html>

Visibility



Proactive alerting



Monitoring & reporting



Intelligent diagnostics



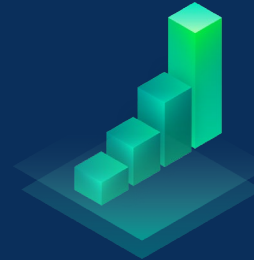
Automation



Governance &
Compliance



Chargeback &
billing



Capacity planning
& forecasting



Remediation
Actions

Recover from what?

Veeam Ready Object
with Immutability



Veeam Cloud Connect
with Insider Protection



WORM (Write Once Read Many)
– Or Tape media
Physical air gap



Veeam Hardened Repository
with Immutability and single
use credentials



WORM storage snapshots



Offline, Air-Gapped Media copies on disk
(Removable/rotating)

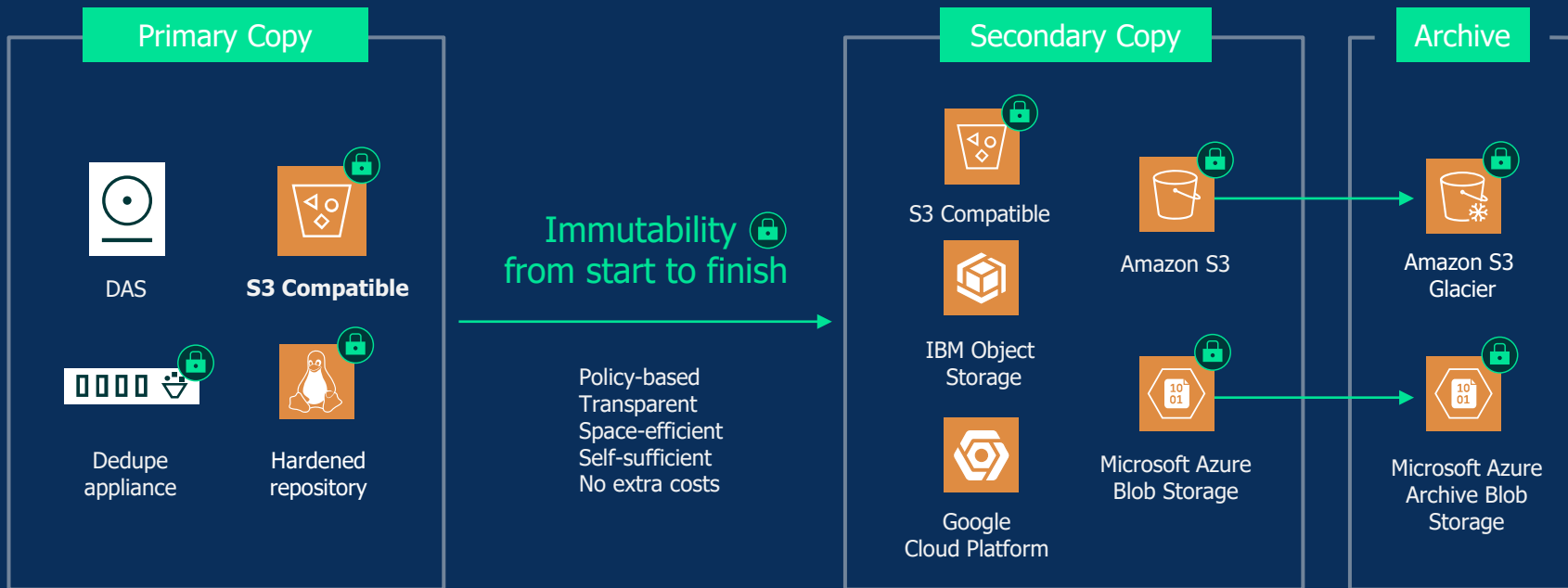
Immutable device on either
dedupe or object repository



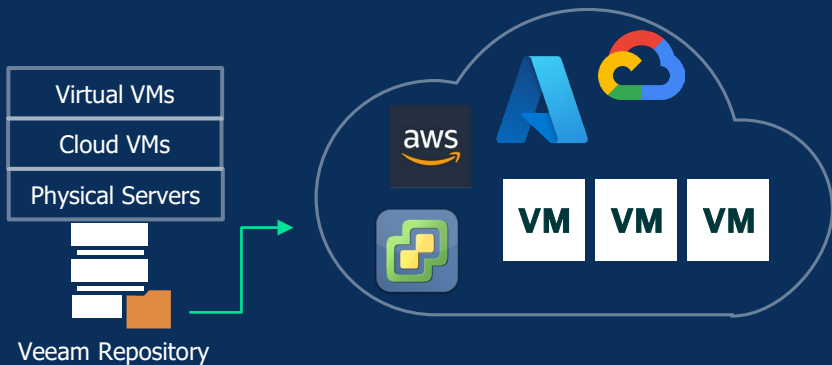
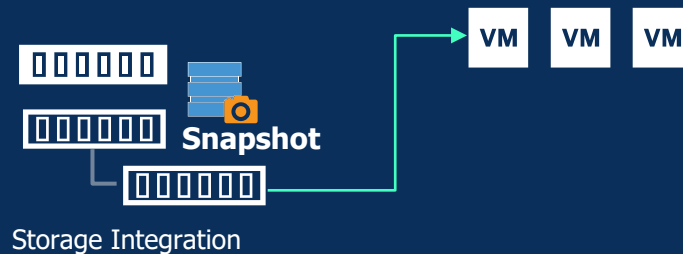
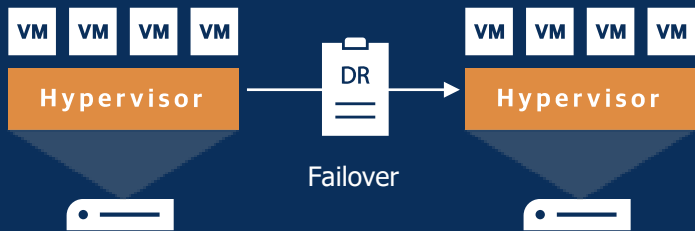
Snapshot and CDP replication
dependent on retention but fastest RTO

Flexible Immutability Options

FIPS 140-2, TLS 1.2 encrypted connection, TLS 1.2 or AES 256 encrypted data traffic



Fastest Recovery Options



Recovery Orchestration



Dynamic Documentation

Automatically updated reports for checks, tests and executions help correct issues with DR readiness



Zero-Impact Testing

DataLab tests increase confidence, simulating disaster recovery without impacting production systems



Compliance

RTO and RPO reporting help meet compliance standards and SLA targets



1-Click Recovery At Scale

Recover single apps or an entire site with one click, secured by role-based access control

Supported platforms and applications:



Azure, vSphere



Agents:
Windows & Linux



Apps:
Exchange, SQL, SharePoint

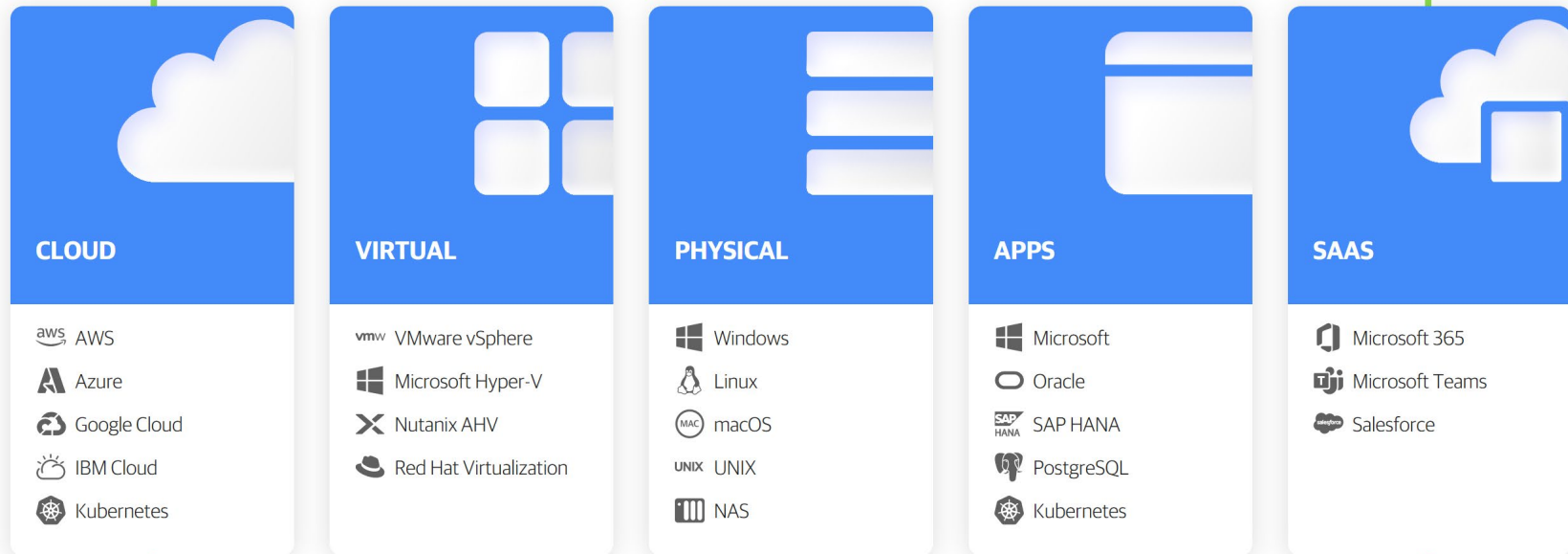


Storage:
NetApp, HPE, Lenovo



Custom scripting

Veeam Platform



Microsoft 365, Salesforce and Kubernetes are licensed separately

Kasten by Veeam – Unique Capabilities

Application Backup, DR, and Mobility



Kubernetes-native

Simplicity
Security – K8s RBAC
Cloud-native monitoring,
logging



DevOps speed and scale

Secure multi-cluster, self-service
Optimized CPU & Memory
w/serverless
Throughput & Space
efficiencies



Freedom of choice

Multiple K8s Distro, Storage, DB
Flexible deployments
– Cloud/OnPrem
Dynamic Transforms
– App mobility



Multi-layered consistency

Wide Spectrum: App/DB/System
DB Level tools,
Storage level w/CBT
Extensibility to define
workflows

Your technology partners are our partners

35K+

alliance partners, FSIs, resellers, and
service providers

Foundational

Hewlett Packard
Enterprise

Lenovo

PURE STORAGE

aws

Microsoft

CISCO

vmware

NetApp

Google

IBM

FSI

accenture

L3HARRIS

Raytheon
Technologies

Peraton

GENERAL DYNAMICS

Deloitte

Capgemini

leidos

DXC
TECHNOLOGY

LOCKHEED MARTIN

Technology

HITACHI

wasabi
hot cloud storage

ORACLE

NUTANIX

VAST

INFINIDAT

SEAGATE
LYVE

BACKBLAZE

Veem Cloud & Managed Service Providers

IBM

SYSTEMS

opti9

AVM Cloud

ATEA

OVH

uniserver

probax

veeam

Thank You

veeam