Protect Your Most Valuable VMware Environments with Infinidat and Veeam

VMware Explore Las Vegas 2023

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One SDS Architecture, All Platforms

AI/ML · Analytics · Big Data · Business & Office Apps
Containers · Cyber Defense · Data Warehouses · HPC
Mission-and Performance-critical Apps · VDI · Virtualization

Guaranteed Performance
Lower TCO and Rapid ROI
Autonomous Automation
Archive · Backup · Disaster Recovery
Rapid Recovery · Long-Term Retention
Set-it-and-forget-it IT Operations

Multi-petabyte Scalability

Cyber Resilience Guarantees
100% Availability Guaranteed

Broad-based Consolidation
One SDS Architecture, All Platforms

Storage at its best.

InfiniBox™ SSA

InfiniGuard®

100% Availability Guaranteed

Multi-petabyte Scalability

Cyber Resilience Guarantees

Broad-based Consolidation

Backup · Disaster Recovery · Long-Term

Copy · Replication

Lower TCO and Rapid ROI

Guaranteed Performance

Mission-and Performance-critical Apps · VDI · Virtualization

AI/ML · Analytics · Big Data · Business & Office Apps · Containers · Cyber Defense · Data Warehouses · HPC

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Comprehensive VMware Integration & Ecosystem

**Management & Efficient Storage Offloading**
- VASA & VAAI

**Management & Automation**
- Host PowerTools for VMware
- InfiniBox vCenter Plugin

**Comprehensive Integration with VMware vRealize Suite**
- vRealize Log Insight
- vRealize Operation Manager

**InfiniBox SRA Plugin**
- vSphere Metro Storage Cluster

**Infinidat on the VMware Marketplace**
https://marketplace.cloud.vmware.com

**VMware Cloud Foundation**
- Tanzu Kubernetes Grid

**Infinidat landing page @ Infinidat.com**
https://Infinidat.com/vmware
At Virtual Data Corp. (VDC) we deliver high-quality, state-of-the-art enterprise class public or private cloud solutions, cloud backup, managed colocation, disaster recovery planning and other IT services for small to medium-sized businesses. Given that, it is essential that our partners deliver the utmost in enterprise-grade solutions. By working with Infinidat, Veeam, and Kasten by Veeam, we can deliver unparalleled enterprise modern data protection and cyber storage resilience solutions for our customers. Infinidat and Veeam provide exactly what we need to keep our customers' primary, secondary, and backup data always available, reliable, and secure.”

M. Cole Thompson
President & CEO
VDC BlackSun
Why Infinidat and Veeam

• Strong Enterprise Focus
  o 25% of the Fortune 50 are Infinidat Customers
• Infinidat Solutions Certified by Veeam
• Strong Technology Alignment
• Fully Integrated with:
  o Veeam Backup & Replication
  o Kasten K10 by Veeam
• 100+ Mutual Customers
  o 60+ - EMEA+APJ
  o 40+ - Americas
• Award-winning Infinidat and Veeam Solutions
Why Infinidat and Veeam

• Comprehensive Cyber Storage Resilience Technologies
• Multiple High-Capacity Platforms for Veeam to backup – source devices
  o InfiniBox
  o InfiniBox SSA (All-flash)
• Multiple High-Capacity Platforms for Veeam to backup to – target devices
  o InfiniGuard
  o InfiniBox
• Extensive Global Network of Joint Channel Partners
Infinidat and Veeam
Multi-Pronged Approach to Data Protection Strategy

- End-to-End Data Protection
- Veeam Universal Storage API Integration
  - Decrease impact on production
  - Significantly improve RPOs
- Snapshots & Replication
  - Snapshot Orchestration of InfiniSnap
  - SnapRotator / HPT VMware / IBox UI
  - Supplement retention w/InfiniSnap
- Infinidat & Veeam
  - True Enterprise Data Protection
  - Backup from Snaps, Explorer for Snaps, On-Demand Sandbox
  - SureBackup
  - Consolidate, Standardize, Simplify
  - Eliminate complexity, add flexibility to DR strategy
  - Veeam FastClone

**DDE Replication – Deduped & Encrypted**

Veeam Backup Copy Jobs

Async / Sync / AA Replication

Primary Site

DR Site
Simplify Tanzu K8S Storage with Infinidat CSI integrations
Simplify Tanzu K8S Storage with Infinidat CSI integrations

"Today's enterprises expect the best in modern data protection and cyber storage resilience. By combining Infinidat solutions with Veeam and Kasten by Veeam, we can deliver unmatched solutions to meet those data protection and cyber resilience needs in our customers' virtualized and container environments. Coupled with Infinidat’s cyber storage resilience guarantees, the match of Infinidat and Veeam is top-of-the-line."

Stan Wysocki
President
Mark III Systems
InfiniSafe – Near Instantaneous Recovery

- ONLY 1 InfiniBox needed - No data movement and Reduced CAPEX/OPEX
- Simplifies entire forensic and recovery process
- Rapid accessibility to entire backup dataset – up to 10s of PBs
- No capacity size penalties
- DDE operating environment is protected and available
- Guaranteed SLAs - Immutability of Snapshots and Recovery Times
  - 20 minutes or less with InfiniGuard
  - 1 minute or less with InfiniBox and InfiniBox SSA II
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Recovery Time Objective (RTO) is the most critical metric for cyber recovery and business continuance

20PB Veeam backup dataset recovered in ONLY 11 minutes and 55 seconds!

Infinidat Cyber Resilience Webinar, April 2023
Joint Customer – Healthcare

- Replaced XIV, Data Domain, and tape
- InfiniBox for primary storage
- InfiniGuard delivering faster backup performance than previous Data Domain deployment
- Meet stringent healthcare requirements for backup datasets
- Veeam backup of Infinidat snapshots
- Cyber storage resilience with InfiniSafe
Joint Customer – Global Auto Parts Manufacturer

- Replaced NetApp due to unsatisfactory restore time
- InfiniBox for primary storage
- InfiniGuard and Veeam for backup and secondary storage requirements
- Veeam backup of SAP HANA and SQL Server environments
- ~3.5PB backed up to two InfiniGuards
- Achieved customer SLAs for restoration times
Replaced Data Domain with InfiniGuard
- Competed with ExaGrid in evaluation phase and won deployment
- Doubled performance compared to previous Data Domain environment or ExaGrid POC
- ~7PB of VMware data backed up
- ~10X data reduction achieved
- Planning to implement replicated InfiniGuards for Cyber Resiliency

"This is an excellent experience. Infinidat definitely hit a home run with InfiniGuard."

VP, Sales | InfiniGuard
Thank You

Gartner Peer Insights Customers’ Choice 2023