

Delivering DRaaS with Veeam

with **NEW!** Veeam Cloud Connect Replication *for Service Providers*

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Service Provider Evangelist
Veeam



About the VCP program



Veeam's partner program for service providers

Hosting providers

Cloud service providers (CSPs)

Managed service providers (MSPs)

7,300 VCP partners worldwide

How Veeam® offers BDR **as a service** and **in the cloud**
(through our partners)

About today's webinar



ANNOUNCING

Fast, Secure Cloud-based Disaster Recovery

NEW Veeam Availability Suite v9

[▶ LEARN MORE](#) [▶ FOR SERVICE PROVIDERS](#)

What is Cloud Connect?

Veeam technology that allows a service provider to easily set up and maintain a secure multi-tenant environment for hosting Veeam backups **and** standby VMs

Huge business opportunity

Big market demand

70 percent of organizations will use DRaaS

Source: Veeam Data Center Availability Report 2014, 2 December 2014



Huge business opportunity

Big market demand

70 percent of organizations will use DRaaS

Source: Veeam Data Center Availability Report 2014, 2 December 2014

Low adoption to date

“Because DRaaS server and storage resources are both virtual and can be activated on demand, exercising flexibility and the rapid initiation of post-declaration recovery operations are often superior to more conventional approaches. Practically speaking, the DRaaS advantage here is limited. This is reflected in the fact that the server scope of the great majority of the **approximately 18,000 active DRaaS production instances** is less than 75 servers, and the related number of in-scope production applications is often no greater than 10.”

“Since the beginning of 2013, however, improved DRaaS maturity, greater provider choice and lower monthly service costs have broadened the appeal of DRaaS across organizations of all sizes, dispelling the **myth that the DRaaS ‘sweet spot’ is limited to small businesses.**”

Source: Gartner Magic Quadrant for Disaster Recovery as a Service, John P. Morency and Christine Tenneson, G00270861, 21 April 2015

Huge business opportunity

Big market demand

70 percent of organizations will use DRaaS

Low adoption to date

High growth projected

\$1.42B in 2015 →
\$11.92B in 2020
(52% CAGR)

Source: MarketsandMarkets Disaster Recovery as a Service Market by Solution, TC 3490, June 2015

Veeam has the keys to unlock the opportunity

For customers:

Make cloud-based DR
easy and affordable
(leverage existing tools)

For service providers:

Remove the complexity
of offering DRaaS
(networking, multi-tenancy, etc.)



Let's take a closer look



Luca Dell'Oca
Service Provider Evangelist
Veeam

Note: This presentation contains information about future product releases. The timing and content of future releases, as well as pricing and licensing, are subject to change without notice.

Agenda

How it works

What it looks like

Key features

Q&A

Next steps

Polling question

What DR services do you currently offer?

(select all that apply)

- Target for Veeam customers to replicate VMs to
- Managed DR service that uses Veeam
- Managed DR service that uses another tool
- VMware or Microsoft DRaaS
- None

With Cloud Connect Replication

Multi-tenant

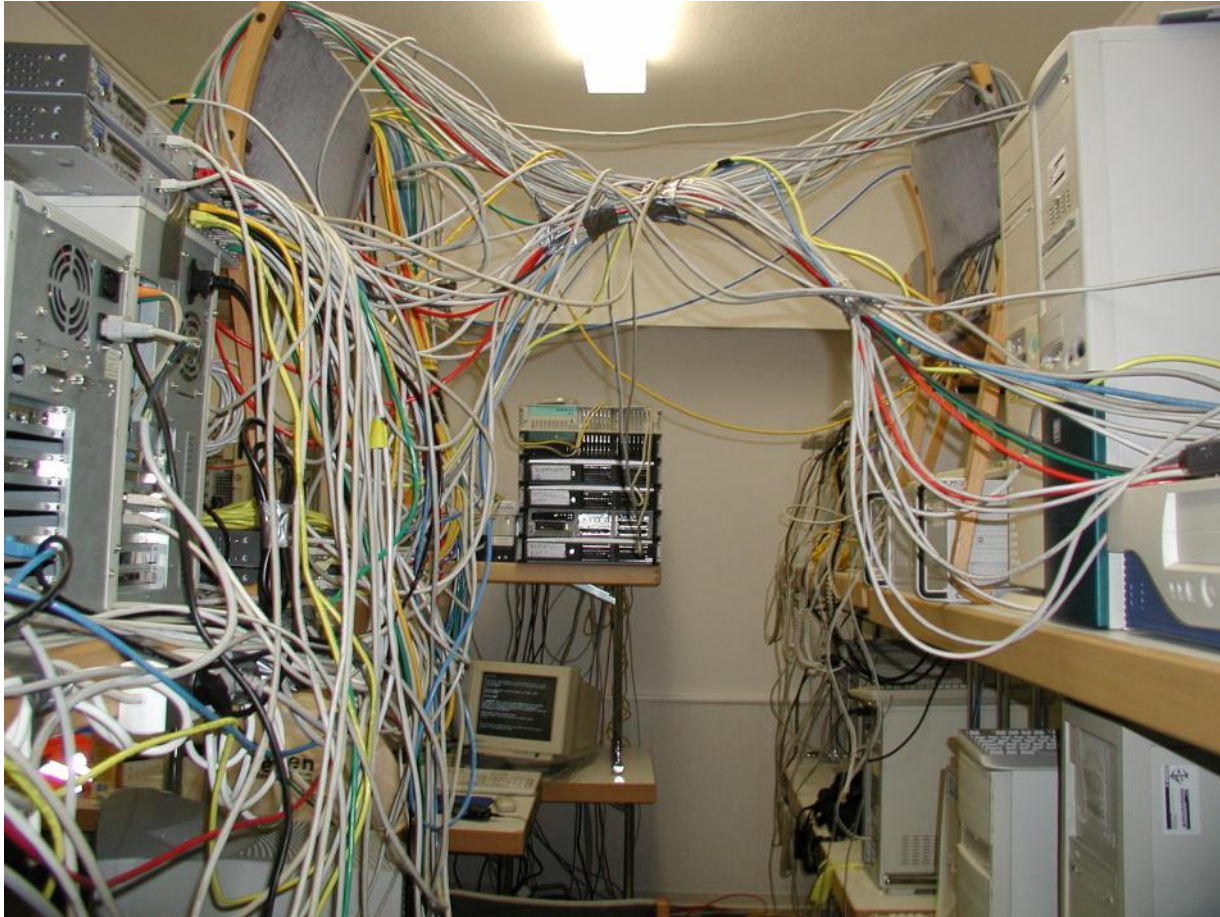
Single port

SSL/TLS (no VPN required)

Transparent networking



Removes the biggest pain point



Networking

- Need to reconfigure routing
- Complex VPNs
- Custom rules
- Network overlaps
- Other...

Use cases

DRaaS for existing Veeam customers

DRaaS for non-Veeam customers

Also...

Onboarding new IaaS customers

Data center migration projects

Polling question

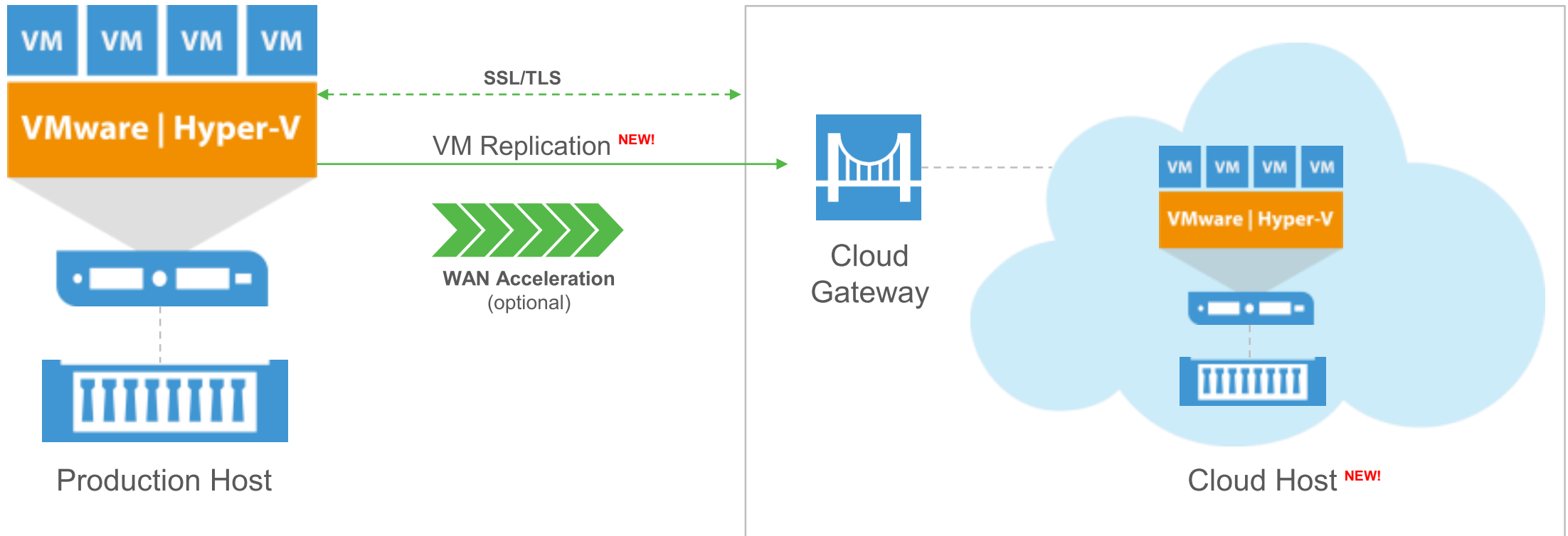
What is your experience with Veeam Cloud Connect Backup? (select all that apply)

- Use it to offer cloud repositories for Veeam customers
- Use it as part of my Veeam-powered backup service
- Evaluated and plan to implement soon
- Evaluated and decided not to evaluate at this time
- Have not evaluated

Overview (customer perspective)

Customer On-Premises Infrastructure

Service Provider Infrastructure



How it works

At the customer...

Backup console

Backup proxy

WAN Accelerator (optional)

At the service provider...

Backup console

Backup proxy

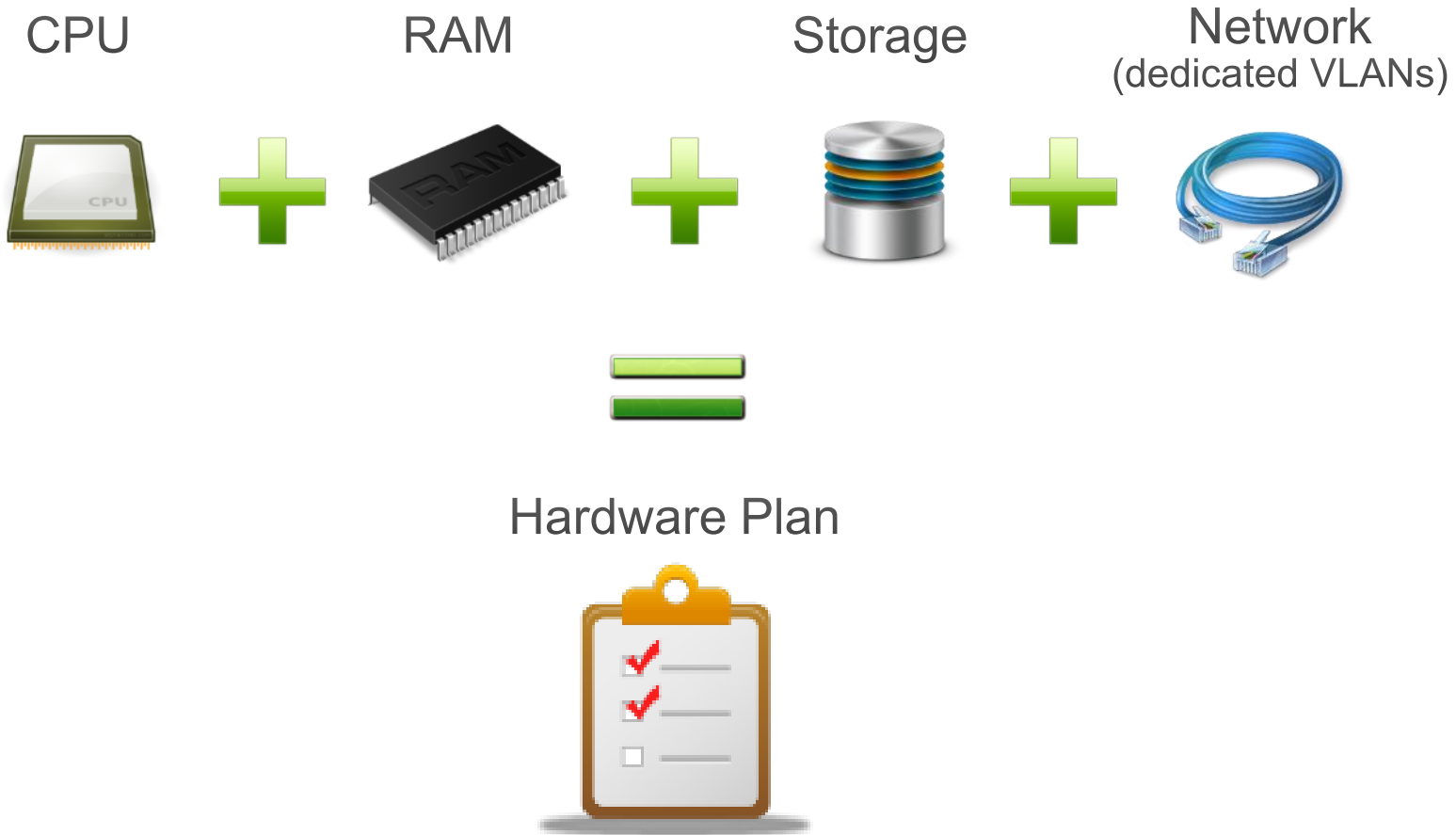
WAN Accelerator (optional)

Cloud gateway

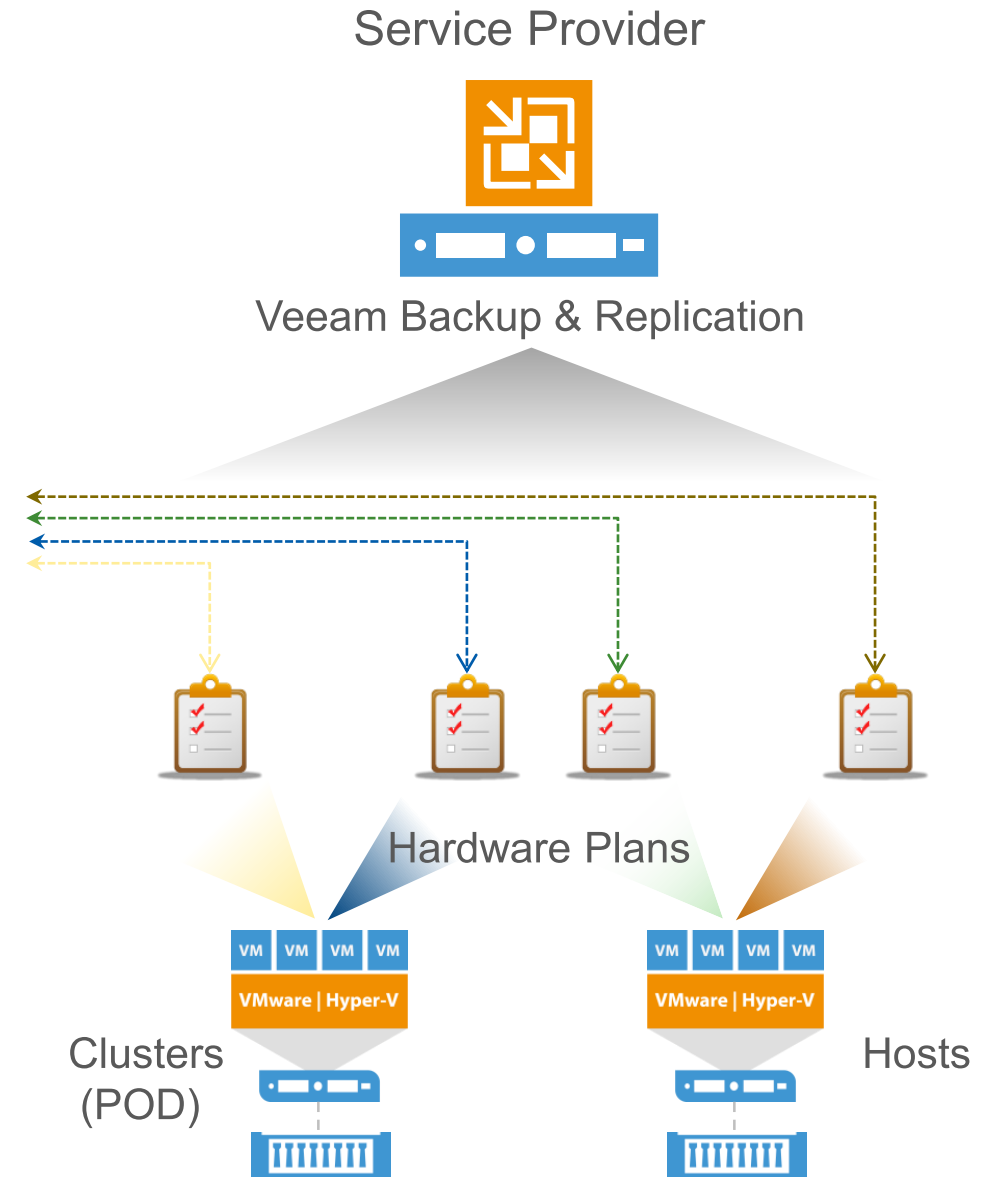
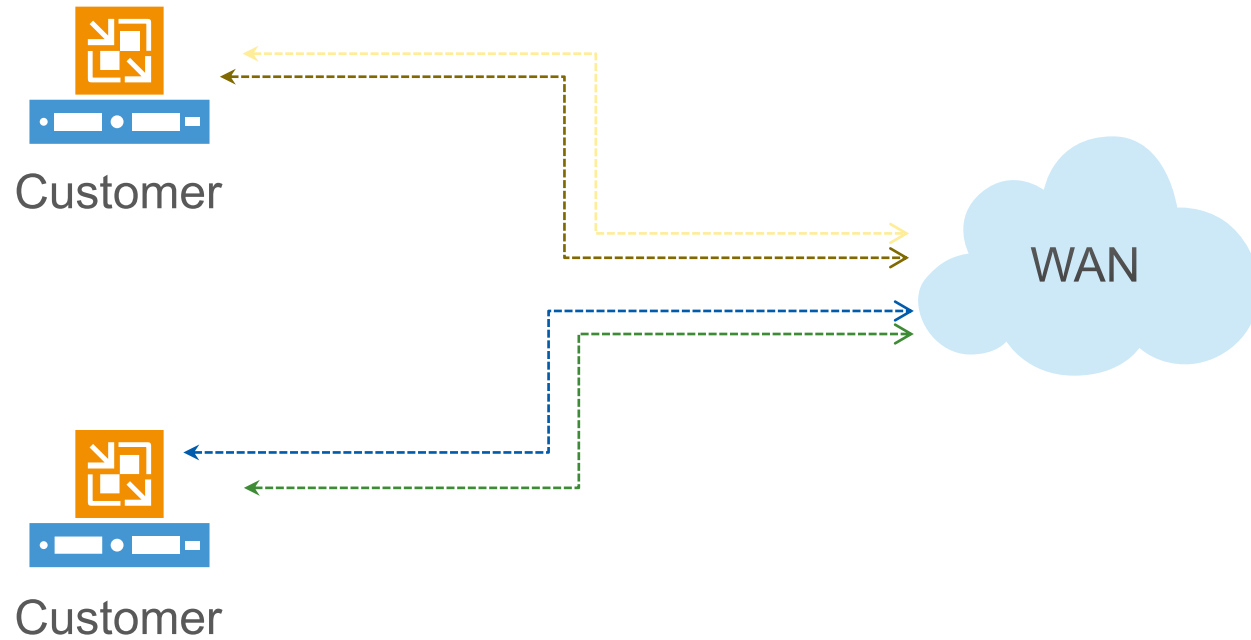
Tenant

Hardware plan **NEW!**

Hardware plan



Overview (service provider)



How it works

At the customer...

Backup console

Backup proxy

WAN Accelerator (optional)

Cloud host **NEW!**

At the service provider...

Backup console

Backup proxy

WAN Accelerator (optional)

Cloud gateway

Tenant

Hardware plan **NEW!**



*A hardware plan assigned to a tenant shows up as a **cloud host** in the customer's backup console*

How it works

At the customer...

Backup console

Backup proxy

WAN Accelerator (optional)

Service provider

Cloud host **NEW!**

Replication job

Network extension appliance **NEW!**

At the service provider...

Backup console

Backup proxy

WAN Accelerator (optional)

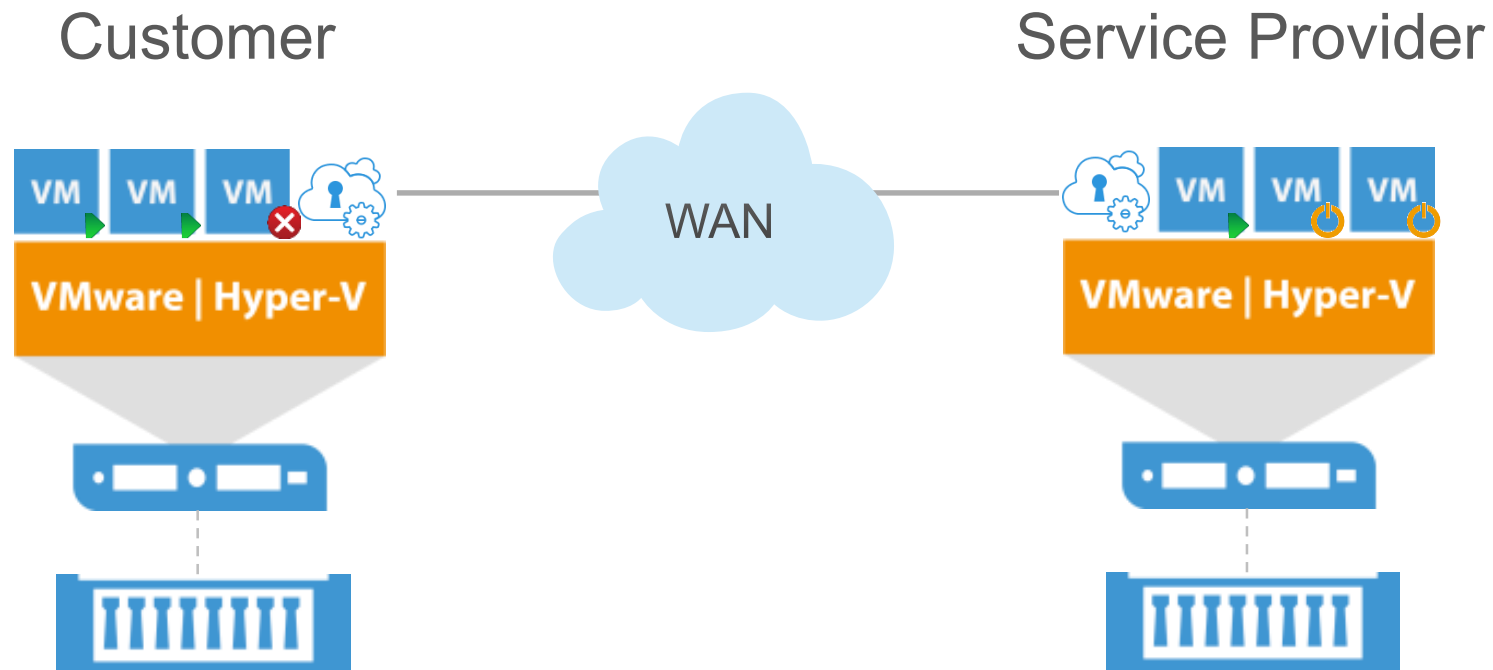
Cloud gateway

Tenant

Hardware plan **NEW!**

Network extension appliance **NEW!**

Network extension appliance



How it works

At the customer...

Backup console

Backup proxy

WAN Accelerator (optional)

Service provider

Cloud host **NEW!**

Replication job

Network extension appliance **NEW!**

At the service provider...

Backup console

Backup proxy

WAN Accelerator (optional)

Cloud gateway

Tenant

Hardware plan **NEW!**

Network extension appliance **NEW!**

Web portal **NEW!**

Customer failover plans

What it looks like

Veeam Backup & Replication

Service Provider Tools

Home Service Provider

Add Service Provider Edit Service Provider Remove Service Provider

Manage Service Providers

Backup Infrastructure

- Backup Proxies
- Backup Repositories
- WAN Accelerators
- Service providers
- ▶ SureBackup
- ▶ Managed servers

Backup & Replication

Backup Infrastructure

Virtual Machines

Storage Infrastructure

Tape Infrastructure

Files

Add Service Provider
Enter the information your service provider gave you to connect to your cloud repositories.

Find Service Provider
Search a directory of service providers that offer cloud repositories.

0 Service Providers

Enterprise Plus Edition

Evaluation: 112 days remaining

VEEAM

New Service Provider



Service Provider

Type in DNS name or IP address and a port number received from the service provider. If you are using more than one service provider, add a custom description to more easily distinguish between them.

Service Provider

DNS name or IP address:

Credentials

Description:

Summary

Port:

< Previous

Next >

Finish

Cancel

New Service Provider



Credentials

Specify credentials that you have received from the service provider, and validate the certificate.

Service Provider

Credentials

Summary



You have connected to service provider pd2012r2vm11.qahv1.veeam.local


Verified by: `CN=Veeam Software, O=Veeam Software, OU=Veeam Software`

Thumbprint for certificate verification:

Verify



Select credentials issued to you by the service provider

Credentials:  v9u51vi (1, last edited: 6/19/2015 4:04 PM)

Add...

[Manage accounts](#)

< Previous

Next >

Finish

Cancel

New Service Provider



Resources

The following are cloud backup repositories your service provider has assigned to you.

Service Provider

Credentials

Resources

[TBD]Hardware plans

[TBD]Network Appliance

Summary

Available cloud repositories:

Repository	Capacity	WAN Acceleration
v9u51vi-linuxrepo01	2.9 TB	Disabled

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Finish

Cancel

New Service Provider



[TBD]Hardware plans

[TBD] The following are hardware plans your service provider has assigned to you

Service Provider

Credentials

Resources

[TBD]Hardware plans

[TBD]Network Appliance

Summary

[TBD] Available hardware plans:

[TBD]Name	[TBD]CPU	[TBD]Memory	[TBD]Storage(s)	[TBD]Net count
pd Vi HW plan	1673 MHz	12337 MB	[TBD]Hardware plan sto...	2
pd Vi HW plan qaup...	1677 MHz	6084 MB	pd Vi HW plan qaupgra...	2
pd Vi HW plan qaup...	1577 MHz	5944 MB	pd Vi HW plan qaupgra...	2

< Previous

Next >

Finish

Cancel

New Service Provider



[TBD]Network Appliance

[TBD] Configure network appliance description

Service Provider

[TBD] Network appliance wizard has gathered all the required information to install network appliance.

Credentials

[TBD]Network appliance will be used during partial failover to preserve network communication between production VMs and those in failover state.

Resources

[TBD]Once you click next, network appliance will be installed.

[TBD]Hardware plans

[TBD]The network appliance takes several seconds to install.

[TBD]Network Appliance

Summary



[TBD]Using qaupgrade02.qahv1.... to run network appliance.

[TBD] Customize...

< Previous

Next >

Finish

Cancel

New Replication Job x

 **Destination**
Specify where replicas should be created in the DR site.

Name	Host or cluster:	<input type="text"/>	Choose...
Virtual Machines			
Destination	Resource pool:	<input type="text"/>	Choose...
Job Settings			
Data Transfer	VM folder:	<input type="text"/>	Choose...
Guest Processing			
Schedule			
Summary	Datstore:	<input type="text"/>	Choose...

Pick **datstore** for selected virtual disks

[TBD] VMware...

[TBD] Cloud...

Veem Backup & Replication

Replica Tools

Home Replica

Failover Now, Planned Failover, Undo Failover, Permanent Failover, Failback to Production, Undo Failback, Commit Failback, Guest Files (Windows), Guest Files (Other OS), Application Items, Remove from Delete

Backup & Replication

Type in an object name to search for

Name	Job Name	Status	Creation time	Restore points	Original location	Replica location
sql01	SQL Replication	Read			172.16.14.196	172.16.15.199
sql02	SQL Replication	Read			172.16.14.196	172.16.15.199

- Failover Now...
- Planned Failover...
- Add to failover plan
- Failback to production...
- Restore guest files (Windows)...
- Restore guest files (Other OS)...
- Remove from replicas
- Remove from disk
- Properties...

2 replicas selected

Support: 347 days remaining **VEEAM**

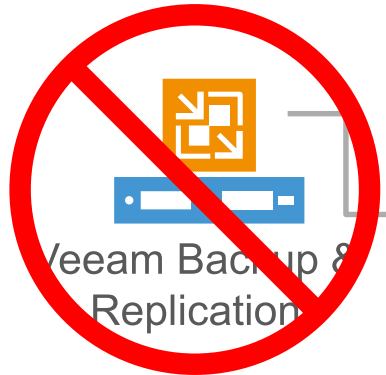
Tenant



Mobile Phone



Web Portal



Veeam Backup & Replication

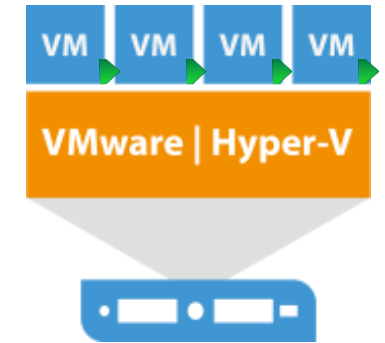


WAN



VMware | Hyper-V

Customer



Service Provider

Home

Backup Job Primary Jobs | Replication Job | Tape Job Auxiliary Jobs | Backup Copy VM Copy | File Copy | Restore Import Backup | Failover Plan Failover Plans

Cloud Connect Infrastructure

- Cloud Connect Infrastructure
 - Cloud Gateways
 - Users
 - [TBD]Hardware plans
 - [TBD]Hardware plan 1
 - Last 24 hours
 - History

- Backup & Replication
- Backup Infrastructure
- Virtual Machines
- Storage Infrastructure
- Tape Infrastructure
- Cloud Connect Infrastructure

[TBD]Name	[TDB]CPU usage	[TDB]Memory usage	[TDB]Storage usage	[TDB]Description
New User 1	5087	11483	372	Description

[TBD]Edit Hardware plan [[TBD]Hardware plan 1]

[TBD]Name
[TBD]Name hardware profile page description

[TBD]Name

[TBD]Host

[TBD]Storage

[TBD]Network

[TBD]Summary

Name:
[TBD]Hardware plan 1

Description:
Created by VBR90\Administrator at 6/26/2015 2:09 PM.

< Previous Next > Finish Cancel

[TBD]Edit Hardware plan [[TBD]Hardware plan 1]

[TBD]Host
[TBD]: Specify the host or cluster the tenant resources will be created at.

[TBD]Name

[TBD]Host

[TBD]Storage

[TBD]Network

[TBD]Summary

[TBD]Host or cluster:

Choose...

[TBD]CPU 5087 MHz

[TBD]Memory 11499 MB

< Previous Next > Finish Cancel

[TBD]Edit Hardware plan [[TBD]Hardware plan 1]



[TBD]Storage

[TBD]Storage Hardware profile page description

[TBD]Name

[TBD]Host

[TBD]Storage

[TBD]Network

[TBD]Summary

[TBD]Storages:

[TBD]Friendly name	[TBD]Datastore	[TBD]Quota	[TBD]Free
[TBD]Hardware pla...		372.0 GB	662.7 GB

Add..
Edit..
Remove

< Previous Next > Finish Cancel



[TBD]Network

[TBD]Network page description

[TBD]Name

[TBD]Host

[TBD]Storage

[TBD]Network

[TBD]Summary

[TBD]Networks

[TBD] Specify number of networks with internet access:

[TBD] Specify number of networks without internet access:

[TBD]LAN range


< Previous

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Finish

Cancel

New User

 **User**
Specify Cloud Connect user name, password and optional expiration date for the user.


User

[TBD]Compute Resources

[TBD]Apply

Summary

Username: New User 1

Password: ●●●●●●●● 

[Generate new](#)


Description: Created by VBR90\Administrator at 7/1/2015 5:48 PM.

[TBD] Resource settings

[TBD] Backup resources

[TBD] Compute resources

New User

 **[TBD]Compute Resources**
[TBD]Compute resources page description

User

- [TBD]Compute Resources
- [TBD]Network Failover
- [TBD]Apply
- Summary

[TBD] Hardware Plans:

[TBD]Name	[TBD]CPU	[TBD]Memory	[TBD]Storage	[TBD]Net ...	[TBD]
? [TBD]...	5087 MHz	11499 MB	[TBD]Hardw...	0	Not :

Add...
Edit...
Remove

< | | | >

[\[TBD\] Network settings](#)

[TBD] Network failover resources
[TBD] Consider enabling this option, if you want to give users public IP addresses, ability to extend their network or both.

< Previous Next > Finish Cancel

Key features

For you

- Built-in multi-tenancy
- Expedited customer onboarding
- Transparent networking
- Bandwidth-friendly features
- Broad coverage

For your customers

- Fast, flexible failover
- Streamlined failback
- Recovery assurance
- Seamless integration

For your bottom line

- No dependency on third-party software
- Easy licensing
- A market and channel at the ready
- Zero competition from Veeam

Key features:

For service providers

Built-in multi-tenancy

Key features:

For service providers

Built-in multi-tenancy

Expedited customer on-boarding

Single port, no VPN required

Key features:

For service providers

Built-in multi-tenancy

Expedited customer on-boarding

Transparent networking...

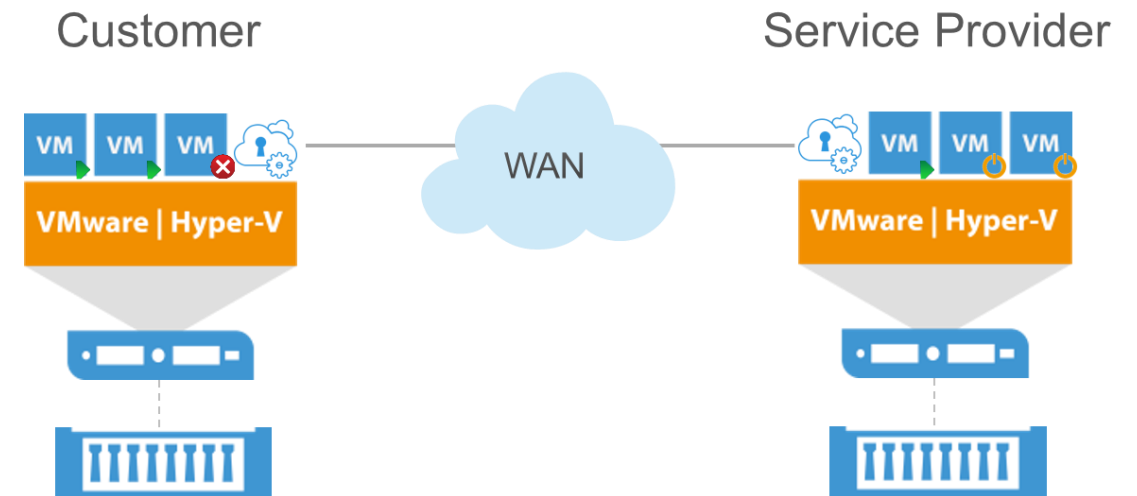
Transparent networking

Automatically deployed and configured

Managed via the Veeam Backup & Replication interface

Tunneled inside the cloud gateway

Preserves communication between running VMs **regardless of their physical location**



Key features:

For service providers

Built-in multi-tenancy

Expedited customer on-boarding

Transparent networking

Bandwidth-friendly features:
seeding, Built-in WAN Acceleration

Why it matters...

Maximize your addressable market:
Provide DRaaS to customers with
slow or unreliable WAN connections
or a large number of VMs

Key features:

For service providers

Built-in multi-tenancy

Expedited customer on-boarding

Automated network reconfiguration

Bandwidth-friendly features:

seeding, Built-in WAN Acceleration

Broad coverage:

support for VMware and Hyper-V;
storage, application and OS agnostic

Why it matters...

Maximize your addressable market:
Provide DRaaS to any customer
regardless of the storage, apps,
OSes and hypervisors they use

Key features: For your customers

Fast, flexible failover

Full or partial failover

1-click failover orchestration

Secure, mobile-friendly web portal for failover

Failover plans at service provider

Key features:

For your customers

Fast, flexible failover

Streamlined failback

Zero data loss, minimal disruption to users

Support for out-of-place restore

Optimized data transfer

Key features:

For your customers

Fast, flexible failover

Streamlined failback

Recovery assurance

Non-destructive testing of full or partial failover

Support for alternating production between primary and DR sites

Key features:

For your customers

Fast, flexible failover

Streamlined failback

Recovery assurance

Seamless integration

Fully integrated into Veeam user interfaces and workflows

*Replicate, fail over and fail back from a cloud host,
just like with any other replication target*

*Leverages the software the customer already has –
no additional licensing required (v9 required)*

Key features:

For your bottom line

No dependency on third-party software

Only requires the “naked” hypervisor

*No need to acquire, learn or maintain additional technology
(for multi-tenancy, orchestration, network extension, WAN acceleration, etc.)*

Dramatically reduces TCO

Enables higher margin for you and more competitive pricing to prospects

Key features:

For your bottom line

No dependency on third-party software

Easy licensing

Monthly rental by the VM

No VM minimum

Key features:

For your bottom line

No dependency on third-party software

Easy licensing

A market and channel at the ready

8.4M VMs protected with Veeam

145,500 Veeam customers

3,500 new Veeam customers per month

30,500 Veeam resellers and other partners

March 31, 2015

Key features:

For your bottom line

No dependency on third-party software

Easy licensing

A market and channel at the ready

Zero competition from Veeam

*We don't offer our own cloud or our own DRaaS –
instead, we enable our partners to!*

Agenda

How it works

What it looks like

Key features

Q&A

Next steps

VEEAMON 2015

THE WORLD'S PREMIER
DATA CENTER AVAILABILITY EVENT

Oct 26-29th, 2015

The Aria Resort & Casino
Las Vegas, NV



vmware

3

Days of fun!

2500+

IT Pros like you!

80+

Live breakout sessions

Technical deep dives, networking,
connect with experts, VMCE training,
partner solutions, education & fun!

<https://youtu.be/FRjXAbEezEk>

Register at www.veeamon.com

Next steps

Contact your local VCP team with questions or ideas:

Asia-Pacific:	hosting.apac@veeam.com
Emerging Markets:	hosting.em@veeam.com
Europe, Middle East and Africa:	hosting.emea@veeam.com
Latin America:	hosting.latam@veeam.com
North America:	hosting.na@veeam.com

Join the VCP user group on the Veeam Community Forums:

forums.veeam.com

Check out Veeam Cloud Connect Backup:

www.veeam.com/cloud-connect-service-providers.html