



SOLUTION BRIEF **IMATION + VEEAM**

Efficient Data Protection in Virtualized Environments

Because today's IT managers are faced with increasingly complex environments and ever-growing data volumes, they need simple and affordable solutions to solve some critical business challenges. Imation's Nexsan storage solutions and Veeam® Backup & Replication™ software provide a joint solution that's perfectly tailored to meet the organizational challenges of data protection within virtualized infrastructures.

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Efficient Data Protection in Virtualized Environments

DATA PROTECTION CHALLENGES

- Adequately protect VMs in vSphere and Hyper-V environments
- Simplify management and reduce backup windows
- Increase flexibility and scalability
- Maintain a secure backup and recovery environment
- Minimize TCO, while still meeting SLAs

The combination of Imation's highly efficient, reliable and scalable Nexsan storage and Veeam's data protection software for virtualized environments provides simplified management and scalable performance that meets the most demanding needs of today's IT environments.

The explosion of hypervisor deployments to create virtualized environments has especially challenged the traditional backup and recovery infrastructure as it struggles to keep up with new architectural challenges

BUSINESS NEEDS AND CHALLENGES

Organizations have moved into virtualized environments to provide consolidation, which results in better use of resources. However, this move has placed a strain on organizations' traditional data protection architectures. Data centers are becoming more difficult to manage and the data itself more difficult to adequately protect. Businesses demand that IT infrastructures be designed to scale in a cost-effective manner in order to keep up with exponentially growing data. At the same time, mission-critical applications that create the data are being moved into virtualized environments. This creates a complexity in management; the cost of which could potentially outweigh the cost savings gained earlier by consolidation.

IT managers are tasked with three primary challenges

- Simplify management
- Reduce costs, while still meeting SLAs
- Increase flexibility and scalability

It can be difficult to find a solution that is purpose built for fast, efficient recovery of virtualized applications. Success in meeting these challenges requires a flexible storage solution that easily integrates into a variety of changing virtualized infrastructures by scaling in both capacity and performance. For as we all know, it's all about the recovery.

SIMPLIFIED MANAGEMENT

Nexsan solutions are designed with the IT generalist in mind and are easy to deploy and configure as your backup storage media. Veeam Backup & Replication software with Nexsan storage provides simplified data protection in all VMware and Microsoft virtualized environments.

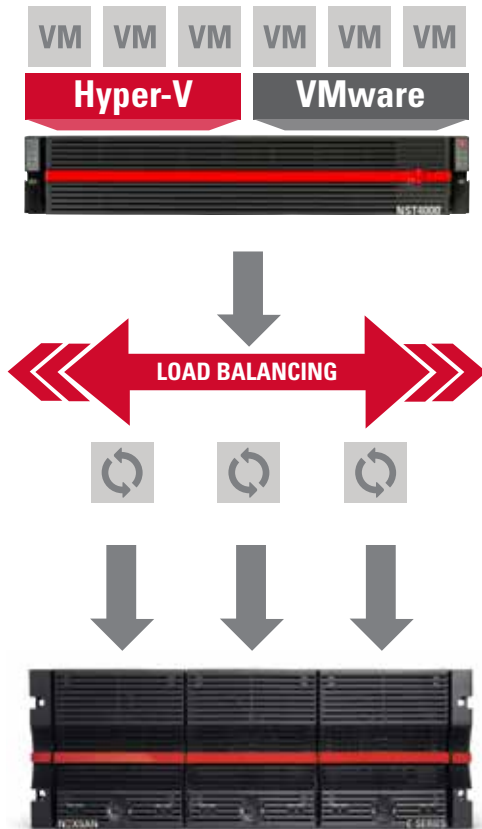
REDUCED COSTS

Veeam features source-based deduplication and compression to reduce storage requirements, which translates to significant hardware savings for backup storage. Agentless-replication features of Veeam Backup & Replication mean there are no additional licenses to purchase, deploy, manage, monitor or update, which means additional savings for IT. In addition, users can engage Nexsan AutoMAID™ disk management capabilities to reduce power consumption by up to 87 percent, reducing operating expenses and extending the overall life of the system.

INCREASED FLEXIBILITY AND SCALABILITY

The highly flexible architecture, on which all Nexsan solutions are built, enables easy integration into a wide range of operating systems and virtualized environments. Likewise, Veeam integration with both VMware and Microsoft leverages virtualization to its fullest extent, enhancing data protection and disaster recovery in a wide range of virtualized environments.





THE SOLUTION

Flexible Nexsan storage solutions along with Veeam's Backup & Recovery Management Suite provide the level of business continuity IT managers need to meet their organizations' demands. This joint solution offers the performance, scalability and cost-effectiveness required in today's virtualized environments, while also providing the peace-of-mind needed to assure business executives that their mission-critical data is well protected.

SOLUTION BENEFITS

Instant VM Recovery™: Veeam Backup & Replication utilizes highly efficient, agentless changed block tracking with VMware vSphere and Microsoft Hyper-V hosts. It enables you to recover a failed virtual machine (VM) from a backup in less than 2 minutes! This helps improve recovery time objectives while minimizing disruption and downtime of production VMs.

Near-continuous backup: Automated incremental backups, including both deduplication and compression, can be automated to run in intervals as short as every five minutes to create near-lossless restore points onto Nexsan's highly reliable storage.

Cost-efficient scalability: Nexsan storage minimizes SAN infrastructure costs by offering high-performance and high-density expansion without the cost of additional controllers.

High density and reliability: Nexsan storage supports a mix of capacity optimized drives, performance optimized drives and SSDs in a single chassis to meet the performance and reliability requirements of your data and applications.

Recoverability verification: Veeam's SureBackup® automatically verifies the recoverability of every backup, every VM, every time. SureBackup automatically starts VMs in an isolated Virtual Lab environment, performs a set of tests and sends a status report to your mailbox, so you know that your VMs are recoverable at any time.

Compression and deduplication: Create a cost-effective solution by applying compression and source-based deduplication to backups stored on Nexsan storage systems.

Verified Windows VSS Provider: Veeam is able to leverage Nexsan's hardware VSS provider for achieving application consistent backups from clustered hyper-V storage (CSVs).

BETTER TOGETHER

Together, Imation's highly efficient, reliable and scalable Nexsan storage, along with Veeam's Backup & Replication software for virtualized environments provide simplicity of management and scalable performance to meet the most demanding needs of today's IT environments.

ABOUT VEEAM

Veeam® enables the Always-On Business™ by providing solutions that deliver Availability for the Modern Data Center™, which provides recovery time and point objectives (RTPO™) of less than 15 minutes for all applications and data. Veeam recognizes the challenges in keeping a business up and running at all times and addresses them with solutions that provide high-speed recovery, data loss avoidance, verified protection, leveraged data and complete visibility. Veeam Backup & Replication™ leverages technologies that enable the Modern Data Center to help organizations meet RTPOs, save time, mitigate risks, and dramatically reduce capital and operational costs. Veeam Availability Suite™ provides all of the benefits and features of Veeam Backup & Replication along with advanced monitoring, reporting and capacity planning for the backup infrastructure. Veeam Management Pack™ extends Microsoft System Center monitoring to enterprise vSphere environments and also offers monitoring, reporting and capacity planning for the Veeam Backup & Replication infrastructure. The Veeam Cloud Provider Program (VCP) offers flexible monthly and perpetual licensing to meet the needs of hosting, managed service and cloud service providers. VCP currently has more than 4,500 service provider partners worldwide. Monthly rental is available in more than 70 countries from more than 50 Veeam aggregators.

Founded in 2006, Veeam currently has 25,000 ProPartners and more than 101,000 customers worldwide. Veeam's global headquarters are located in Baar, Switzerland, and the company has offices throughout the world. To learn more, visit <http://www.veeam.com>.

ABOUT NEXSAN BY IMATION

Imation is a global data storage and information security company. Imation's Nexsan storage portfolio features solid-state optimized unified hybrid storage systems, secure automated archive solutions and high-density enterprise storage arrays. Nexsan solutions are ideal for mission-critical IT applications such as virtualization, cloud, databases, and collaboration; plus offer energy efficient, and high-density storage for backup and archiving. There are more than 11,000 customers of Nexsan solutions worldwide with more than 37,000 systems deployed. Nexsan systems are delivered through a worldwide network of cloud service providers, value-added resellers and solutions integrators. For more information, visit www.imation.com/nexsan.