

MAXIMIZING AVAILABILITY FOR MISSION CRITICAL APPS

HOSTWAY & VEEAM

Introducing the Speakers

HOSTWAY
GLOBAL WEB SOLUTIONS



Tony Savoy

General Manager and VP
Managed & Cloud BU


VEEAM | **AVAILABILITY™**
IT JUST WORKS!™ for the Modern Data Center



Tim Krause

Cloud and Service Provider
Account Executive

Agenda

- Hostway and Veeam Partnership
 - Importance of Availability for Mission Critical Apps
 - Creating a Highly Available Solution
 - Managed Backup Discussion
 - Q & A
- 

Power of the Partnership

HOSTWAY
GLOBAL WEB SOLUTIONS

Managed Private Cloud



200,000+ Direct
Customers Across
Diverse Service Offerings



40% of Fortune 500
Service Providers Resell
Hostway Services to SMBs



600,000+
Websites Hosted



6 Data Centers
Geographically Dispersed
Across North America



9,000+
Managed Servers Online



76 Million
Emails Processed Daily



VEEAM
IT JUST WORKS!™

AVAILABILITY™
for the Modern Data Center

Backup

48%

of Global 2000

70%

of Fortune 500

157,000

Customers worldwide
3,500 + each month

9,1M VMs

protected in 200
countries

What's a Mission Critical App?

Where disruption results in failure of day to day business operations or long term viability

Typical Apps

- Corporate Website
- Ecommerce Platform
- SaaS Platform

Also Consider

- CRM Platform
- Databases
- Email

Importance of Availability

- Cost of Downtime
- Brand Perception
- Partner Relationships
- Employee Productivity
- Regulatory
- SLA Compliance
- Customer Retention



Cost of Downtime

For a medium sized business with just 11.9 hours of unplanned downtime annually, the cost of not being open for business is more than \$880,000.

Aberdeen *Group*



Time to Act is Now

Compounding Factors:

- Low customer switching costs
- 24/7 always on expectations
- Exponential site traffic growth
- Big data / More data!
- Ubiquitous Mobile
- Consumerization of IT
- B2B vendors increasingly deliver solutions via SaaS model

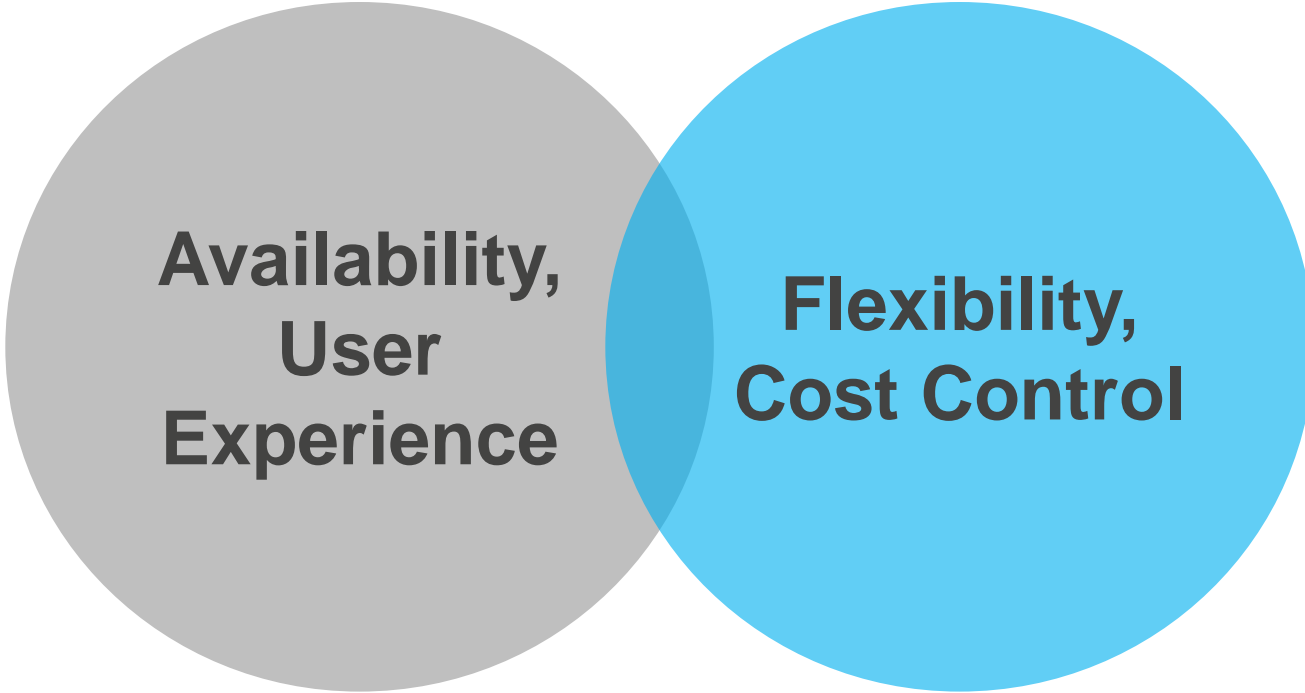


Private Cloud - Best of Both Worlds

**Availability,
User
Experience**

**Flexibility,
Cost Control**

Private Cloud - Best of Both Worlds



**Availability,
User
Experience**

**Flexibility,
Cost Control**

Hostway Private Cloud Design Goals



Performance

- Performs under CPU heavy loads
- No noisy neighbor
- Highly scalable



Resiliency

- Fault tolerant
- No data corruption/loss
- Design for high availability



Windows Server 2012

Control

- Familiar Azure tools, API's
- Predictable billing
- Flexible, future proof design




Value

- Always right sized to the need
- Optimized Performance/Cost equation

Managed Private Cloud – SaaS Example

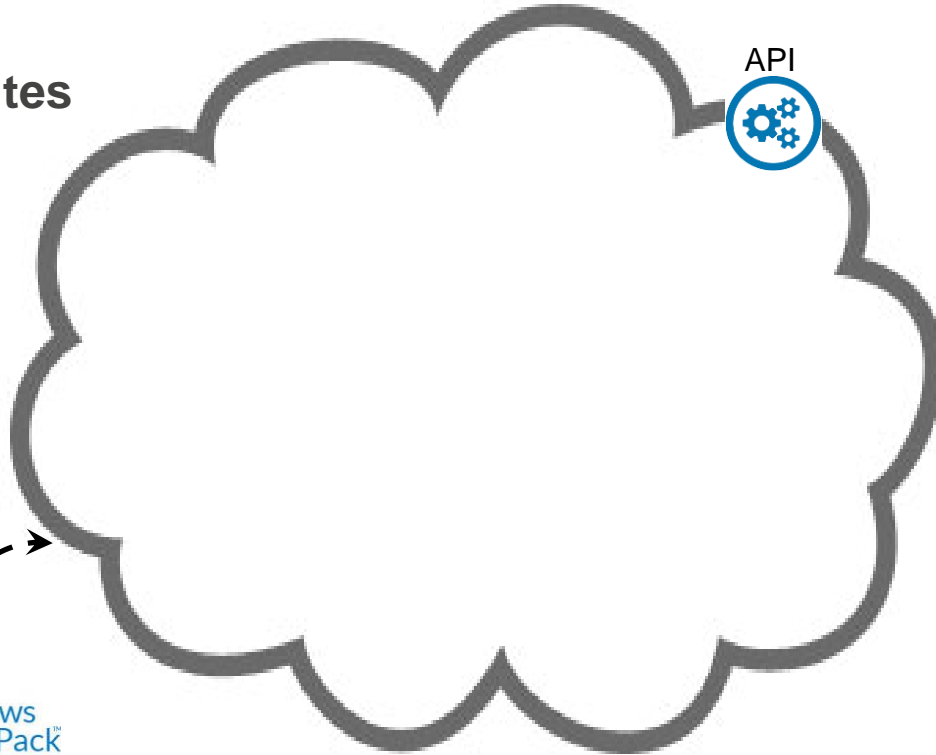
Key SaaS Attributes

- Web/app Access
 - API Integration
 - Authentication
 - User Data
 - Customization
 - High I/O DB's
 - Large Storage
- 

Managed Private Cloud – SaaS Example

Key SaaS Attributes

- Web/app Access
- API Integration
- Authentication
- User Data
- Customization
- High I/O DB's
- Large Storage

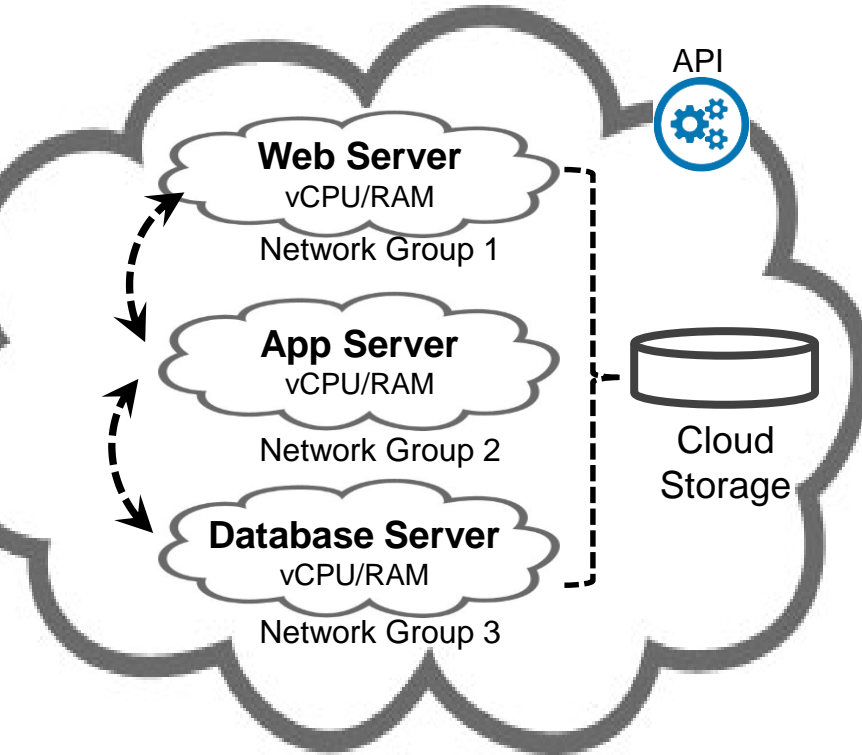


Resource Pool (Dedicated Cluster, N+1)

Managed Private Cloud – SaaS Example

Key SaaS Attributes

- Web/app Access
- API Integration
- Authentication
- User Data
- Customization
- High I/O DB's
- Large Storage

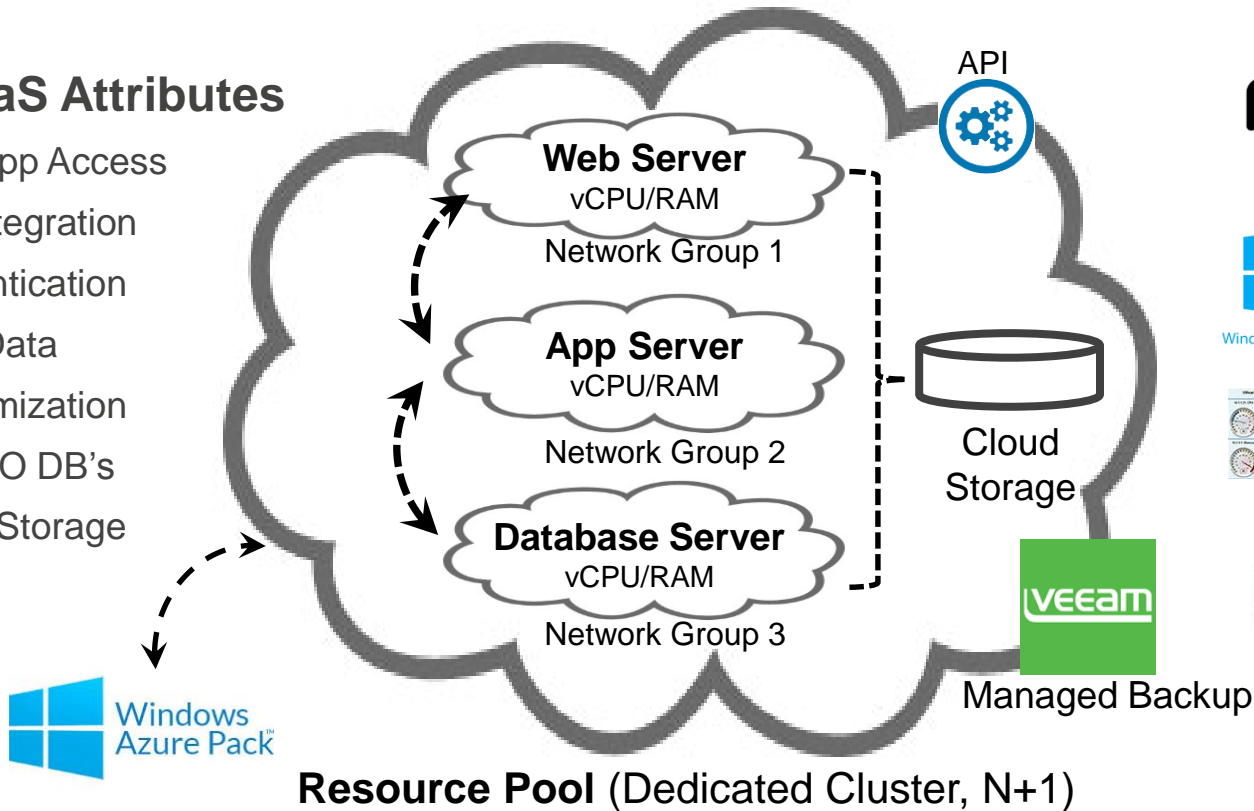


Resource Pool (Dedicated Cluster, N+1)

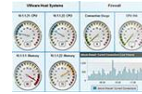
Managed Private Cloud – SaaS Example

Key SaaS Attributes

- Web/app Access
- API Integration
- Authentication
- User Data
- Customization
- High I/O DB's
- Large Storage



Windows Server 2012



- OS Support
- Application Monitoring
- Managed Security (BAE)
- Self Serve Security (5nine)

Power of the Partnership



- Microsoft virtualization expertise
- Azure-Certified Private Cloud architecture
- Extensive managed services portfolio

Power of the Partnership



- Microsoft virtualization expertise
- Azure-Certified Private Cloud architecture
- Extensive managed services portfolio



AVAILABILITY™
for the Modern Data Center

- Seamless Microsoft integration (Azure, Hyper-V, System Center)
- Advanced decision making and monitoring toolset
- Industry leading backup expertise

Power of the Partnership



- Microsoft virtualization expertise
- Azure-Certified Private Cloud architecture
- Extensive managed services portfolio



AVAILABILITY™
for the Modern Data Center

- Seamless Microsoft integration (Azure, Hyper-V, System Center)
- Advanced decision making and monitoring toolset
- Industry leading backup expertise

Best in Class Backup Solution

24/7 operations



No patience for
downtime and data loss



Growing
amount of data



Enable the Always-On Business™

Legacy backup

- RTO and RPO of hours/days
- Less than 6% tested quarterly
- Failure in more than 16%
- Backup data not leveraged
- No visibility

Availability requirements

- RTPO™ < 15min
- 100% tested
- Failure rate 0%
- Testing every upgrade or patch
- Proactive visibility

Modern Data Center

Virtualization

VM

Modern storage



Cloud



24/7 operations



No patience for
downtime and data loss



Growing
amount of data



Enable the Always-On Business™

Legacy backup

- RTO and RPO of hours/days
- Less than 6% tested quarterly
- Failure in more than 16%
- Backup data not leveraged
- No visibility

GAP

82% of CIOs

say there is a gap between
the level of availability
legacy backup solutions
provide and what end users
demand

Availability requirements

- RTPO™ < 15min
- 100% tested
- Failure rate 0%
- Testing every upgrade or patch
- Proactive visibility

Modern Data Center

Virtualization

VM

Modern storage



Cloud



24/7 operations



No patience for
downtime and data loss



Growing
amount of data



Enable the Always-On Business™

Legacy backup

- RTO and RPO of hours/days
- Less than 6% tested quarterly
- Failure in more than 16%
- Backup data not leveraged
- No visibility



Availability requirements

- RTPO™ < 15min
- 100% tested
- Failure rate 0%
- Testing every upgrade or patch
- Proactive visibility

Modern Data Center

Virtualization

VM

Modern storage



Cloud



Addressing Backup Questions

How quickly can you recover what you need?

How do you reduce the risk of data loss?

How do you verify data recoverability?

How do you leverage backup data to test new SW/patches?

How do you gain visibility?



High-Speed Recovery



Data Loss Avoidance



Verified Protection



Leveraged Data



Complete Visibility

- Instant File Recovery™
- Veeam Explorer™ for MS Exchange, SharePoint, AD, SQL Server
- Veeam Explorer for Storage Snapshots (HP & NetApp)


- 2-in-1: backup and replication™
- Built-in WAN Acceleration
- Native Tape Support
- B/U from Storage Snapshots
- EMC Data Domain Boost
- Replication Enhancements
- Veeam Cloud Connect
- End-to-End Encryption
- Backup I/O Control

- SureBackup®
- SureReplica

- Virtual Lab (VMware, Hyper-V, Replicas)

- Monitoring, Reporting, and Capacity Planning
- Veeam ONE™ Enhancements

In Summary

- 1) Mission critical apps must ALWAYS be available – cost of disruption extends well beyond immediate lost sales
 - 2) Time to act is now - exponential growth in data, always-on operation, consumer expectations compound the challenge
 - 3) Managed Private Cloud / Veeam solution - high availability, performance and flexibility
 - 4) Let us help you build a highly available solution for your mission critical apps today
- 

Questions?

The bottom of the slide features a decorative graphic consisting of three overlapping geometric shapes: a dark teal triangle on the left, a bright blue trapezoid in the middle, and a solid bright blue rectangle on the right.

Thank You!