

A Veeam kritikus szerepe az adatkezelési és védelmi stratégiákban, biztosítva a GDPR megfelelést és az Always On Enterprise™ rendelkezésre állást.

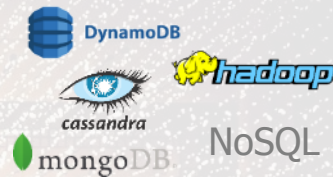
**Keszler Mátyás, Territory Manager,  
Hungary**



## Struktúrált



## Struktúráltlan



# ADATNÖVEKEDÉS

## Alkalmazások



## Internet of Things



SaaS



Public Cloud



Private Cloud



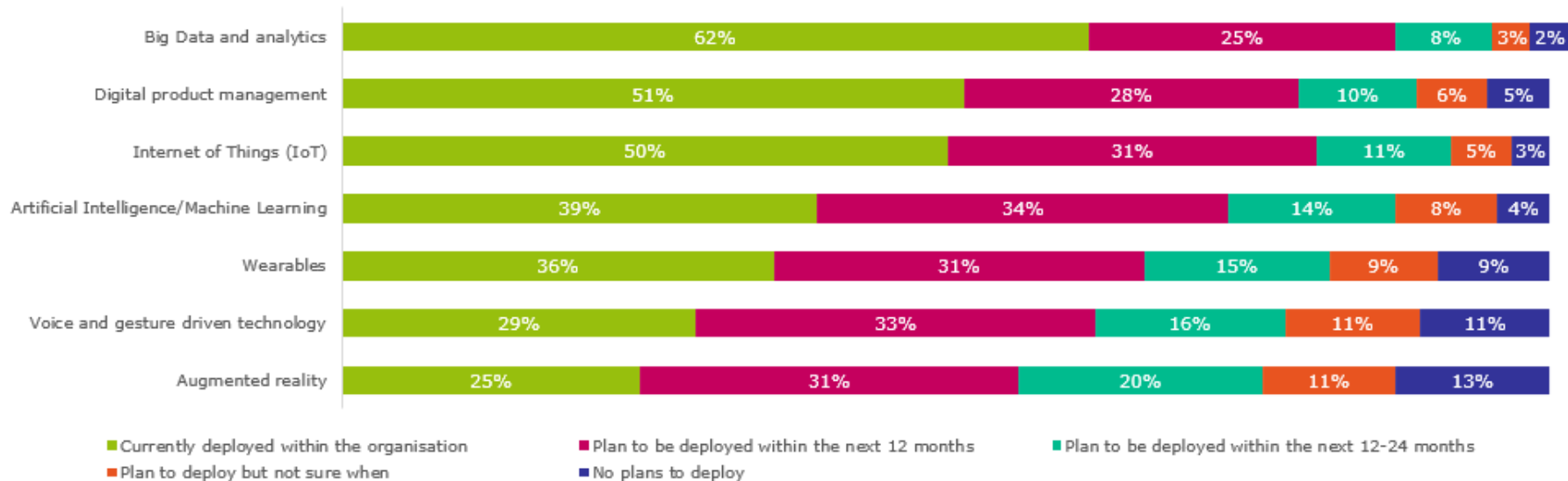
# ADATOK MINDENÜTT

# Miért fontos az adataink védelme?



"What capabilities do you believe intelligent data management can have within your organisation?", asked to all respondents (1,575 respondents)

# Milyen típusú védendő adatok lesznek jellemzőek a jövőben?



"Which of the below technologies do you currently have implemented, and which do you plan to deploy in the future?", asked to all respondents (1,575 respondents)

# A tervekkel kapcsolatosan mi az elvárás?

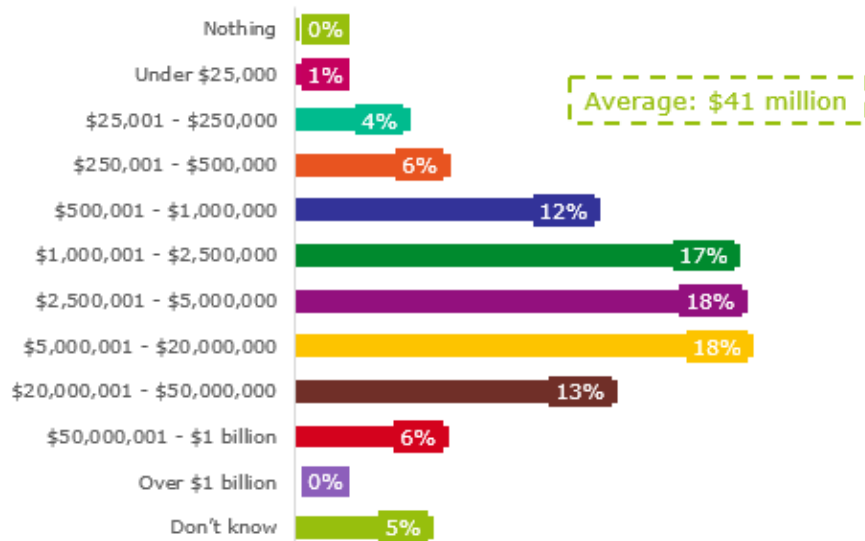
New technology deployment is expected to bring...

...financial benefits in **9 months**  
(on average)



...operational benefits in **7 months**  
(on average)

*Analysis showing how quickly respondents expect new technologies to provide benefits, on average, asked to all respondents (1,575 respondents)*



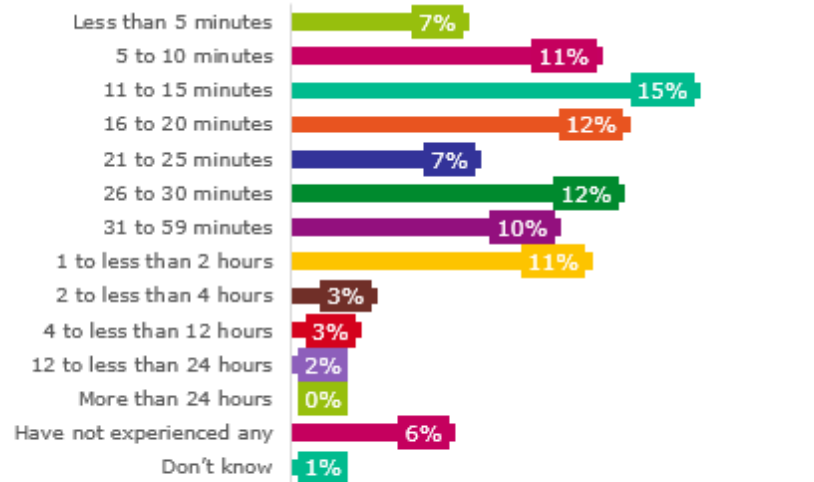
*"Approximately, how much money does your organisation intend to spend on deploying technologies to build an intelligent business within the next 12 months?", asked to all respondents (1,575 respondents)*

# Milyen veszélyek leselkednek adatainkra?

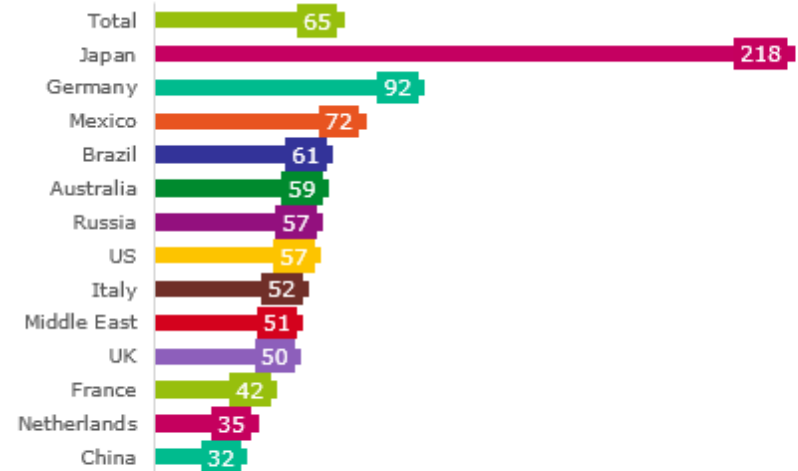


"Of the below business challenges, which have already impacted on your organisation's ability to build an intelligent business and which do you believe will be a challenge in the next 12 months?", asked to respondents whose organisations are or are planning to be an intelligent business (1,537 respondents)

# Meddig tart egy nem tervezett leállás?



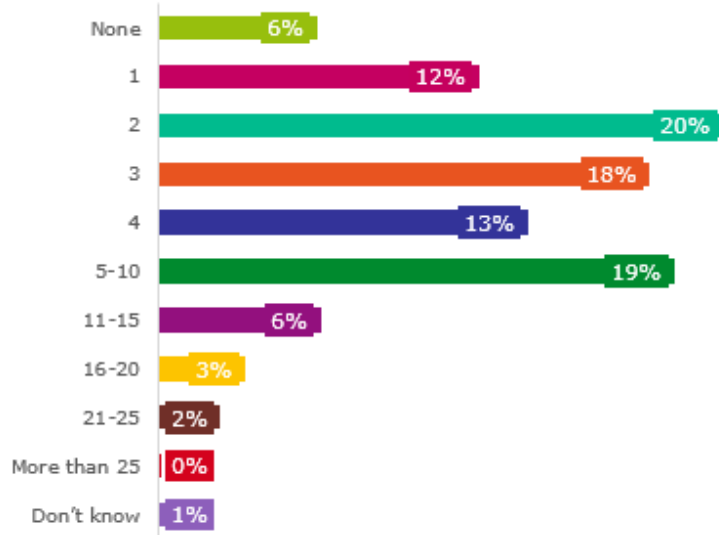
"On average, how long do your organisation's unplanned outages last?", asked to all respondents (1,575 respondents)



Analysis showing the average number of minutes that respondents' organisations' unplanned outages last, split by respondent country, asked to all respondents (1,575 respondents)



# Hányszor volt nem tervezett leállítás?



"How many unplanned outages has your organisation experienced in the last 12 months?", asked to all respondents (1,575 respondents)



Analysis showing the average number of unplanned outages that respondents' organisations have experienced in the last 12 months, split by respondent country, asked to all respondents (1,575 respondents)

# A leállás hatása..



"What other impacts could your organisation experience from application downtime?", asked to respondents whose organisation has experienced application downtime (1,524 respondents)

Average per hour cost of lost data in the case of one...

...mission-critical application's downtime:  
**\$102,450**

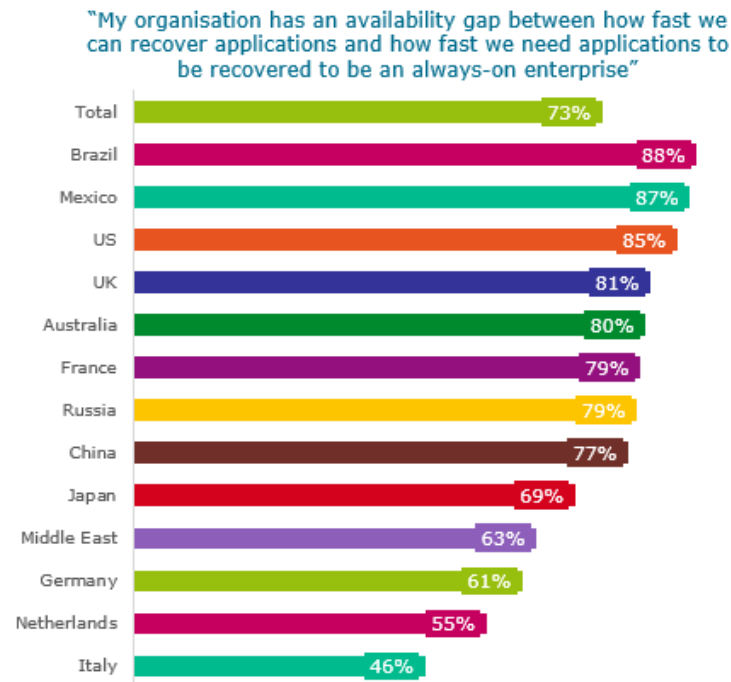


...non-mission-critical application's downtime:  
**\$82,175**



Analysis showing the average per hour cost of lost data in the case of application downtime, asked to all respondents (1,575 respondents)

# Az elvárt és a valós leállás közti „gap”...



*Analysis showing the percentage of respondents who agree that their organisation has an availability gap between how fast they can recover applications and how fast they need applications to be recovered to be an always-on enterprise, split by respondent country, asked to all respondents (1,575 respondents)*

# GDPR + Veeam – *Mire NEM alkalmas?*

- A Veeam NEM egy automatizált „GDPR Officer”
- NEM ad „GDPR-Certified” pecsétet
- NEM egy „GDPR Compliancy Engine”

# GDPR + Veeam – *Mire alkalmas?*

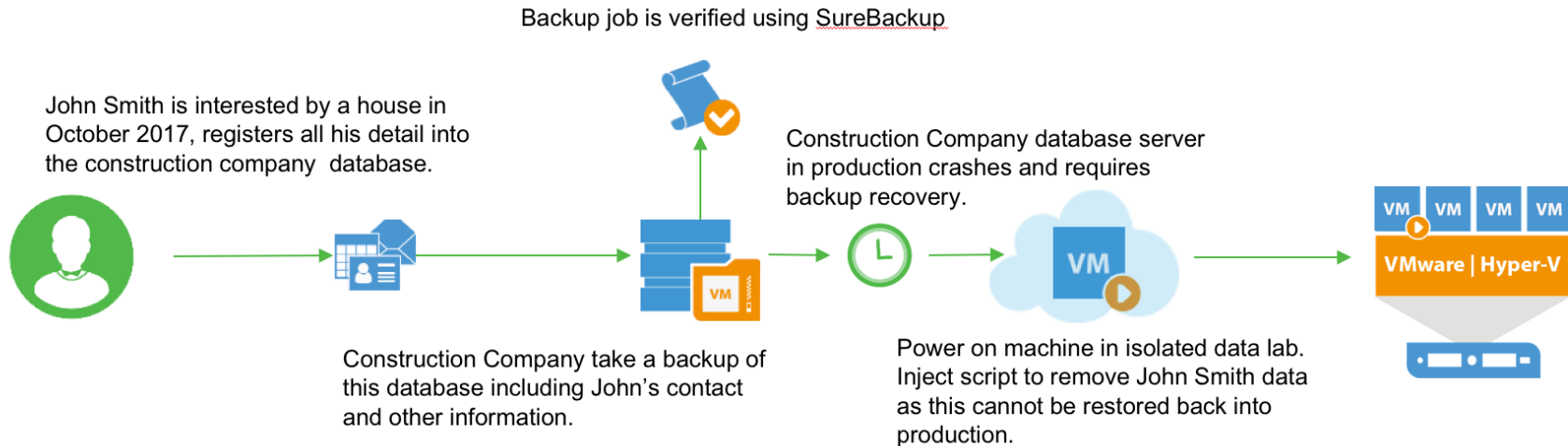
- **Az adatok láthatósága (Data Visibility)** – Betekintés erőforrásokkal, SLA-val (data retention policy) és megfelelésséggel (compliance) kapcsolatos adataikba.
- **Az adatnövekedés kontrollja (Handle Data Growth)** - számos olyan beépített mechanizmussal rendelkezik, amelyek segítenek a mentések/archivumok szükségtelessé vált adatainak eltávolításában.
- **Automatizáció (Automation)** - automatikus védelemben által biztosítva az adatok mindenkor helyreállíthatóságát akár betörések, ransomware támadások és egyéb rosszindulatú külső, vagy belső tevékenységek esetén is.

# GDPR + Veeam – *Mire alkalmas?*

- **Titkosítás (Encryption)** - A GDPR előírásainak megfelelően az adatok kezelőjének pontos információkkal kell rendelkeznie arról, hogy az adatok hol találhatóak, mi az esetleges mozgásuk iránya, és kik férnek hozzájuk.
- **Indexing/ e-Discovery** - guest OS indexálása és számos különböző workload számára elérhető e-Discovery megoldása az adatokat rendkívül könnyen lokalizálhatóvá teszi.

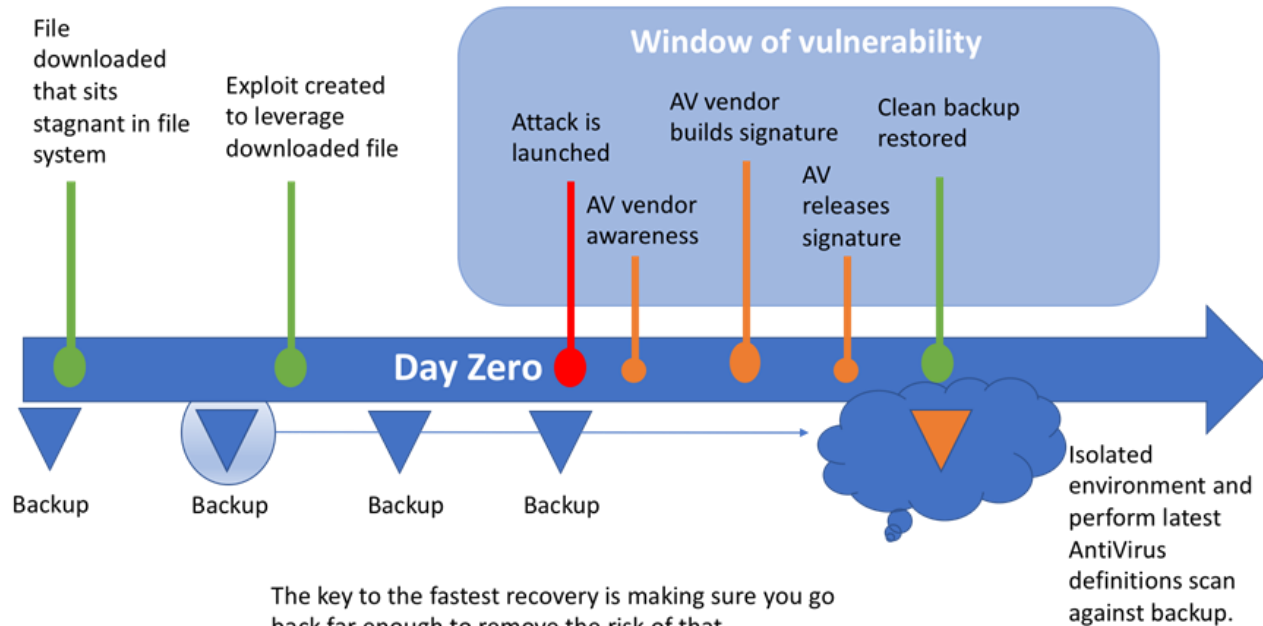
# Fokozatos (Staged) visszaállítás

Capability to provide data management before restored data goes (back) into production. Example: Data deletion task.



# Biztonságos (Secured) visszaállítás

Permits restore without re-exploitation of zero-day risks

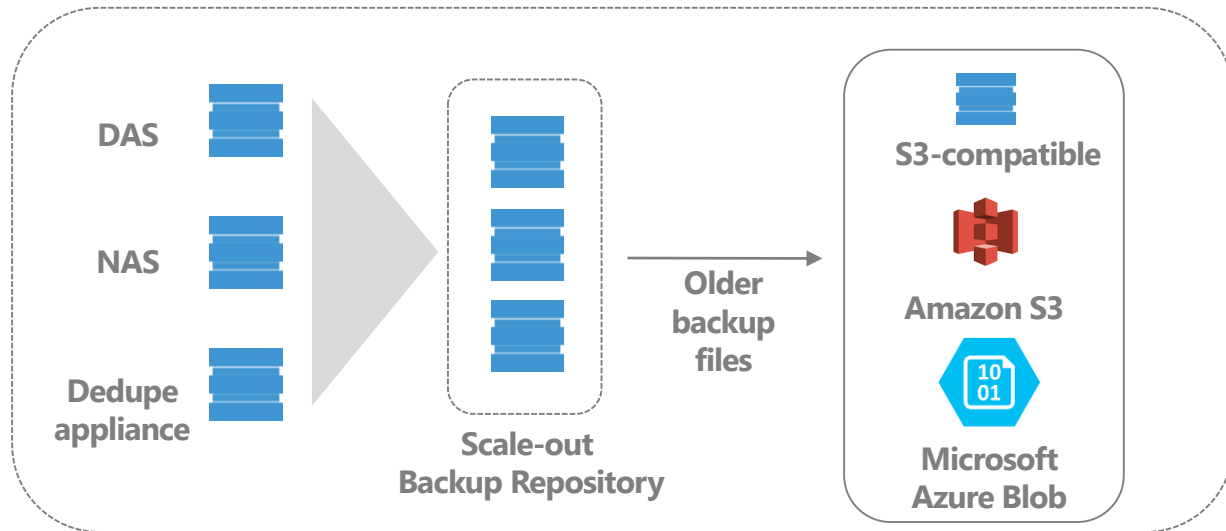


The key to the fastest recovery is making sure you go back far enough to remove the risk of that downloaded file.



# Veeam Archiválás a felhőbe

The Archive Tier feature of Scale-out Backup Repository facilitates moving older backup files to cheaper storage, such as cloud or on-prem object storage



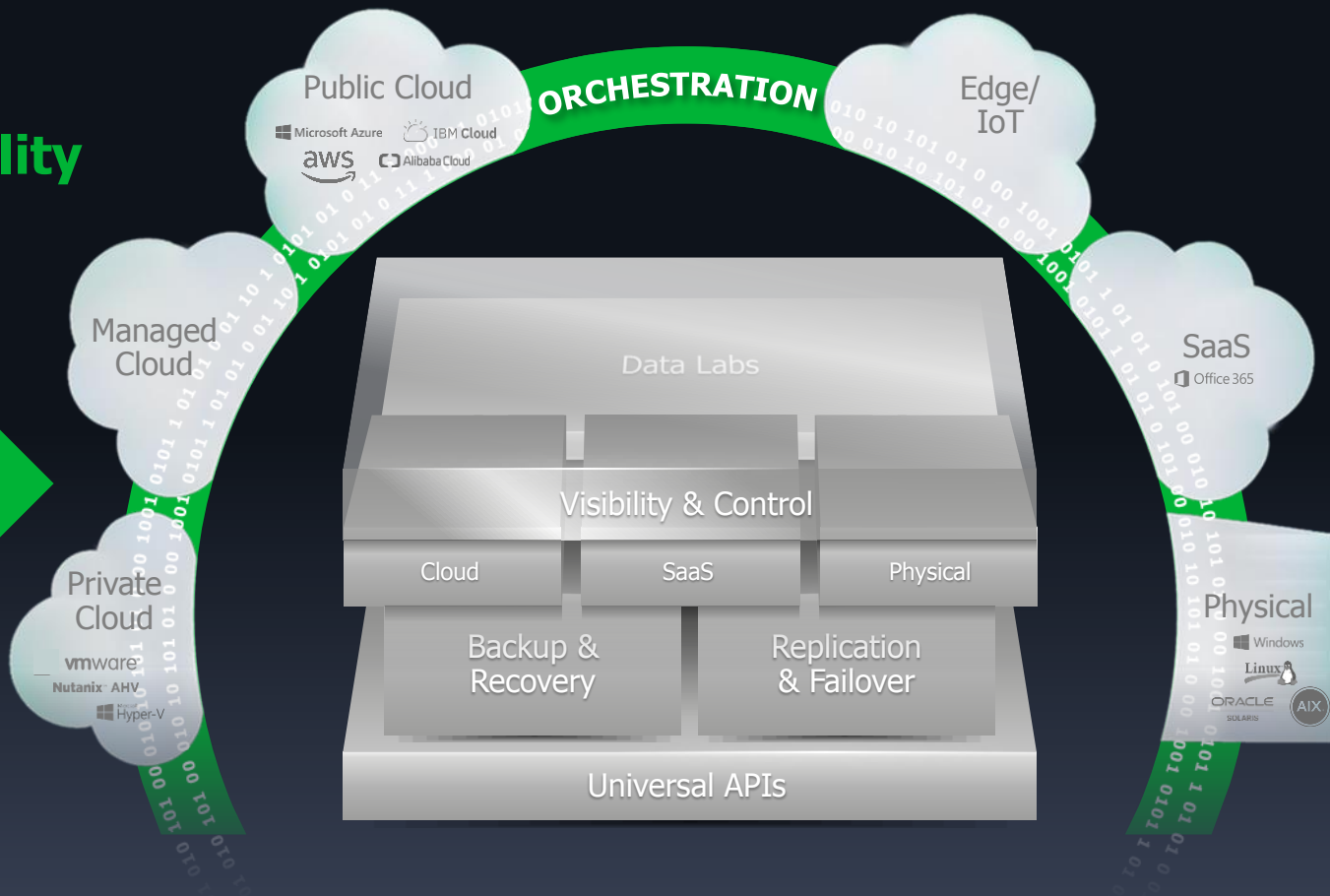
# Veeam Availability Suite 9.5 Update 4 funkciók

FEATURE	COMMUNITY	STANDARD	ENTERPRISE	ENTERPRISE PLUS	License Perpetual/Instance
<b>Veeam Backup &amp; Replication</b>					
Veeam Direct Restore <i>to AWS/Microsoft Azure/Microsoft Azure Stack</i>	✓	✓	✓	✓	P & I
Veeam DataLabs — secure restore	✓	✓	✓	✓	P & I
Veeam Cloud Tier			✓	✓	P & I
Veeam DataLabs — staged restore			✓	✓	P & I
Role-based access portal (RBAC) for VMware vSphere				✓	P & I
Oracle RMAN plug-in**				✓	Instance only
SAP HANA plug-in**				✓	Instance only
Tape enhancements: NDMP to tape				✓	P & I
<b>Veeam Availability for AWS*</b>				✓	Instance only
<b>Veeam ONE</b>					
Veeam Business View 2.0	✓	✓	✓	✓	P & I
Enhanced agent reporting	✓	✓	✓	✓	P & I
Backup infrastructure audit	✓	✓	✓	✓	P & I
Enhanced data collection for Veeam Backup & Replication	✓	✓	✓	✓	P & I
Application-level monitoring	✓	✓	✓	✓	P & I
Backup repository heatmaps	✓	✓	✓	✓	P & I
Remediation actions		✓	✓	✓	P & I
Veeam Intelligent Diagnostics		✓	✓	✓	P & I
<b>Veeam Agents for Microsoft Windows and Linux</b>	✓	✓	✓	✓	Instance only

# Veeam Hyper-Availability Platform

Automatikus  
adatmozgítás  
és védelem

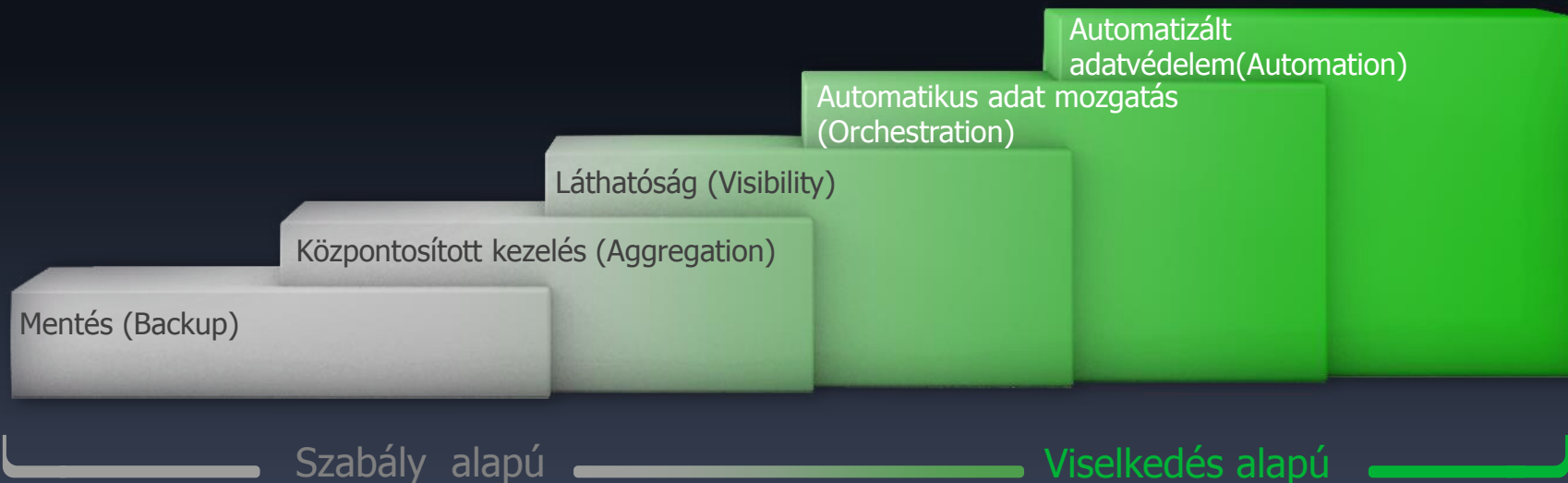
Adatmozgítás  
különböző manuális,  
szabály alapú, vagy  
automatizált  
feltételrendszerek  
alapján.



*Any data, any app, across any cloud.*

# Az intelligens adatkezelés 5 lépcsője

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# Megoldásunk megkülönböztető jegyei



**Egyszerű**



**Megbízható**



**Rugalmas**

# Industry Leader – Veeam

**Gartner®**

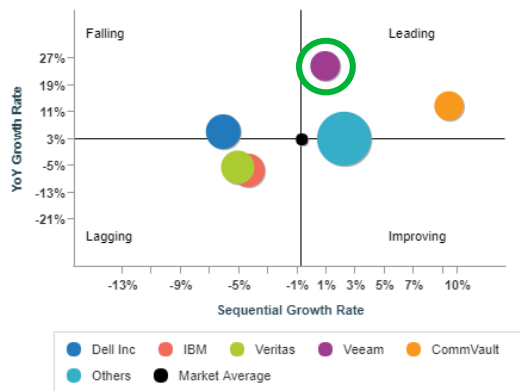
#4 in Worldwide Market Share  
and  
1 of only 2 vendors with positive  
revenue growth!

Table 1. Total Backup and Recovery Software Revenue Market Share of Top Vendors, Worldwide, 2016-2017  
(Millions of Dollars)

2016 Rank	2017 Rank	Rank Change	Vendor	2016	2017	2016 Share	2017 Share	2017 Growth
1	1		Veritas Technologies	1,453	1,389	25.9%	24.3%	-4.4%
3	2	+1	IBM	908	908	16.2%	15.9%	0.0%
2	3	-1	Dell EMC	1,024	827	18.2%	14.5%	-19.2%
4	4		Veeam	505	631	9.0%	11.0%	24.9%
5	5		Commvault	519	558	9.2%	9.8%	7.6%
11	6	+5	Quest Software	46	248	0.8%	4.3%	440.0%
7	7		Arcserve	124	142	2.2%	2.5%	14.5%
			Other Vendors	1,038	1,006	18.5%	17.6%	-3.1%
			<b>Total</b>	<b>5,617</b>	<b>5,709</b>	<b>100%</b>	<b>100%</b>	<b>1.6%</b>

**IDC**

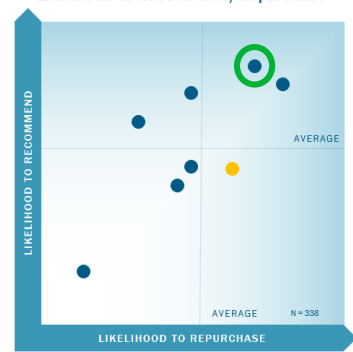
2018H1 Semiannual Software  
Tracker Report  
Company Momentum - Top 5 by Company 2018H1  
(Vendor Revenue, US Dollar, M)



451 Voice of the Enterprise™

Storage:  
Vendor Evaluations 2018

Influence of Vendor Attributes on  
Likelihood to Recommend/Repurchase



Veeam received the highest overall cumulative score receiving the following rankings:

- #1 for value for money (TCO/ROI) which is weighted the most important vendor selection criteria in the study
- #1 in technical expertise
- #1 for customer service & support
- #1 for ease of use

Source: Gartner: Market Share Analysis: Data Center Backup and Recovery Software, Worldwide, 2017 (published 31 October 2018)

IDC Worldwide Semiannual Software Tracker in the Data Replication and Protection Software Market Final Historical, 2018H1

451: Voice of the Enterprise: Storage Vendor Evaluations, 2018 (published December 2018)

Köszönöm a figyelmet!