

Introducing
NAKIVO[®] Backup & Replication v5.7

NAKIVO Overview

NAKIVO Overview

- Fastest-growing provider of VM & Cloud Backup Software
- 5,500+ customers worldwide
- 800+ channel partners in 102 countries
- 70+ cloud service providers worldwide
- Top 10 Virtualization Startups you'll Hear about in 2015 (TechTarget)
- Top 20 Coolest Cloud Computing Vendors of 2015 (CRN)



NAKIVO®

Why Choose NAKIVO



Simple, fast deployment, intuitive operation



VM Backup/Replication onsite, offsite, and cloud



Instant VM, file, and application objects recovery



Global data deduplication and compression



Affordable pricing



M&I Electric

EMPOWERING ENERGY™

- **Customer:** The leader in innovative power delivery solutions, provides products, construction, and services to safely generate, distribute, and utilize electrical power.
- **Expert:** Paul Bienvenu, Director of Information Technology
- **Challenge:** Slow VM backup which fails frequently, poor technical support
- **Solution:** NAKIVO Backup & Replication
- **Results:** VM backup speed increased 3X, maintenance time reduced 10X



CLEARCUBE

- **Customer:** USA-based computer systems manufacturer, which produces zero clients, thin clients, blade PCs, as well as Virtual Desktop Infrastructure (VDI) platform.
- **Expert:** Matt Fish, IT Infrastructure Engineer
- **Challenge:** Time consuming maintenance of backup agents, tight backup window, high cost of VM backup
- **Solution:** NAKIVO Backup & Replication
- **Results:** Entire VMware infrastructure is protected without backup agents. VM backup time reduced by 20%.

NAKIVO[®]



- **Country:** South Africa
- **Customer:** One of the largest ISPs in the region
- **Expert:** Brendan Armstrong, CTO
- **Challenge:** Protect 3,000+ VMs, reduce costs, automate data protection
- **Solution:** NAKIVO Backup & Replication
- **Results:** Saved 600% of VM backup and replication costs, VM data protection is fully automated from VM provisioning to VM decommissioning



FOOTHILL-DE ANZA
Community College District

- **Country:** USA
- **Customer:** Largest group of colleges in Northern California (64,000+ students a year), located in the heart of Silicon Valley
- **Expert:** Ryan Anthony, Systems and Network Developer
- **Challenge:** Protect ESXi hosts without agents, back up to Amazon Cloud
- **Solution:** NAKIVO Backup & Replication - VM and Cloud Backup in a single product
- **Results:** Fast and easy VM Backup locally and to Amazon

Product Overview

Seamless Integration

- Can be installed on Windows, Linux, or deployed as a pre-configured VA
- All required product components are built-in and are installed automatically
- After installation, all features work out of the box without any extra setup
- No agents to install and configure on protected VMs or hosts
- Takes less than 10 minutes to install and configure the product



Windows



Linux



Virtual Appliance



Features work OOB



No Agents



Intuitive Web UI



< 10 minutes

Data Protection



VM Backup

Backs up live VMs locally over LAN and offsite over WAN. Up to 1,000 recovery points can be stored per VM using GFS backup rotation.



VM Replication

Replicates live VMs over LAN and WAN creating an identical copy of the source VM. Up to 30 recovery points can be created per replica.



Databases and Apps Support

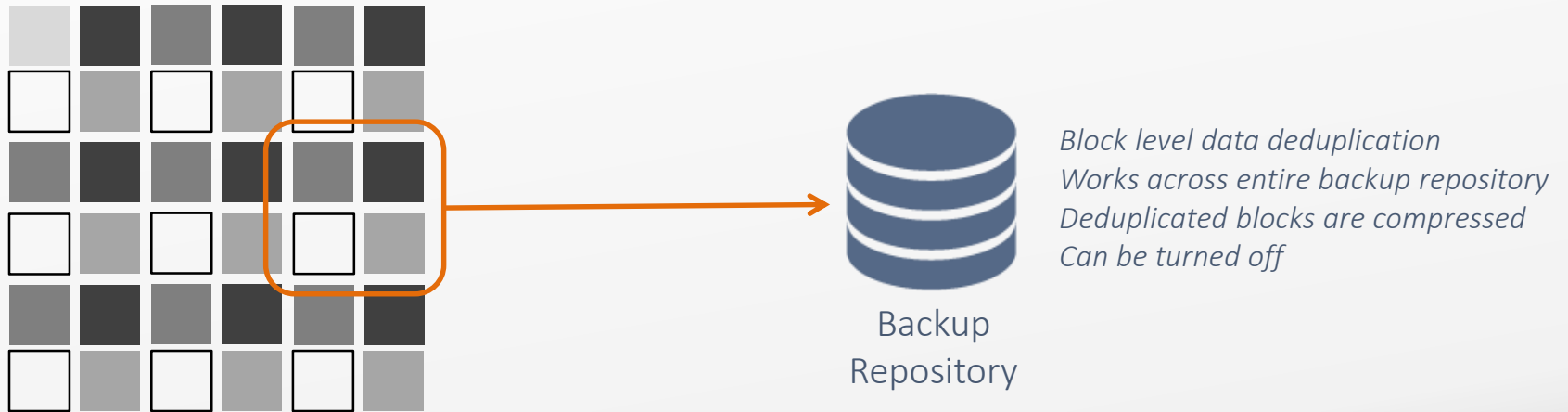
Supports live Exchange, Active Directory, MS SQL, Oracle, and other applications and databases ensuring that their data is consistent.



Auto VM Protection

Automatically backs up and replicates new VMs when set to protect VMware containers such as resource pools, folders, hosts, and so on.

Global Data Deduplication and Compression



Instant VM Recovery with Flash VM Boot



Boot VMware VMs directly from compressed and deduplicated VM backups, and:

- Permanently recover VMs
- Access files and application objects of any application on any OS
- Verify VM backups and ensure that OS and applications run properly
- Test system updates and application patches before applying them to production VM

Instant File Recovery

File Recovery Wizard

STEP 1: Choose a backup and a recovery point

STEP 2: Choose files to recover

Hard drive 1 > Partition 2 > Program Files

Search

Name	Modified	Size
Common Files	Mar 27, 2014 at 9:14 PM	
Far Manager	Apr 2, 2014 at 1:16 PM	
Internet Explorer	Mar 11, 2011 at 9:03 PM	
Microsoft	Feb 20, 2012 at 4:22 PM	
MSBuild	Feb 20, 2012 at 4:10 PM	
Reference Assemblies	Feb 20, 2012 at 4:10 PM	
Uninstall Information	Jul 14, 2009 at 8:06 AM	
VMware	Mar 27, 2014 at 9:14 PM	
Windows Mail	Mar 11, 2011 at 9:03 PM	
<input checked="" type="checkbox"/> Windows NT	Jul 14, 2009 at 8:37 AM	
<input checked="" type="checkbox"/> desktop.ini	Jul 14, 2009 at 7:57 AM	0 KB

Selected for recovery: 2 show clear selection

Forward selected... **Download selected** Close Wizard

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Search for files and folders

Browse through the file system

Select individual items for recovery

Forward or download items

Instant Exchange Objects Recovery

NAKIVO Backup & Replication

Welcome, admin | Configuration | Support | Help | Log out

Exchange Object Recovery Wizard

STEP 1: Choose a backup and a recovery point

STEP 2: Choose application items to recover

Mailbox Database 2100965314.edb > Ivan I. Ivanov > Sent Items

Search

	From	Subject	Received
<input type="checkbox"/>	Ivan I. Ivanov	eng +rus +ger	Mar 20, 2014 at 3:27 PM
<input type="checkbox"/>	Ivan I. Ivanov	test	Mar 12, 2014 at 12:51 PM
<input type="checkbox"/>	Ivan I. Ivanov	10+ attachments	Mar 12, 2014 at 9:00 AM
<input type="checkbox"/>	Ivan I. Ivanov	Copy-paste picture	Mar 11, 2014 at 8:06 PM
<input checked="" type="checkbox"/>	Ivan I. Ivanov	test_MK	Mar 6, 2014 at 9:49 PM
<input checked="" type="checkbox"/>	Ivan I. Ivanov	№ character	Feb 27, 2014 at 5:10 PM
<input type="checkbox"/>	Ivan I. Ivanov	signs	Feb 27, 2014 at 4:13 PM
<input type="checkbox"/>	Ivan I. Ivanov	text copied from outlook email created...	Feb 27, 2014 at 4:10 PM
<input checked="" type="checkbox"/>	Ivan I. Ivanov	Klara Green <klara.green@itprospect...	Feb 27, 2014 at 4:07 PM
<input checked="" type="checkbox"/>	Ivan I. Ivanov	html table_MK	Feb 26, 2014 at 10:35 PM
<input type="checkbox"/>	Ivan I. Ivanov	eng signs_western european iso enco...	Feb 26, 2014 at 9:49 PM
<input type="checkbox"/>	Ivan I. Ivanov	text copied from rtf file_without links	Feb 26, 2014 at 9:32 PM

Selected for recovery: 2 show clear selection

Forward selected... Download selected Close Wizard

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Search for Exchange objects

Browse through mailboxes

Select individual items for recovery

Forward or download items

Instant Active Directory Objects Recovery

NAKIVO Backup & Replication

Active Directory Object Recovery Wizard

STEP 1 of 2: Choose a backup and a recovery point

STEP 2 of 2: Choose application items to recover

Search

Name	Type	Description
Administrator	Person	Built-in account for administering the computer/domain
Allowed RODC Pass...	Group	Members in this group can have their passwords replic...
Cert Publishers	Group	Members of this group are permitted to publish certifi...
Cloneable Domain C...	Group	Members of this group that are domain controllers ma...
Denied RODC Passw...	Group	Members in this group cannot have their passwords re...
DnsAdmins	Group	DNS Administrators Group
DnsUpdateProxy	Group	DNS clients who are permitted to perform dynamic up...
Domain Admins	Group	Designated administrators of the domain
Domain Computers	Group	All workstations and servers joined to the domain
Domain Controllers	Group	All domain controllers in the domain
Domain Guests	Group	All domain guests
<input checked="" type="checkbox"/> Domain Users	Group	All domain users
<input checked="" type="checkbox"/> Enterprise Admins	Group	Designated administrators of the enterprise
Enterprise Read-onl...	Group	Members of this group are Read-Only Domain Controll...
Group Policy Creator...	Group	Members in this group can modify group policy for the ...

Selected for recovery: 2 show clear selection

Forward selected... Download selected Close Wizard

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Search for containers and objects

Browse through the containers tree

Select items for recovery

Forward or download items

Performance



Network Acceleration

Reduces network traffic by 50% on average decreasing the network load and speeding up backup and replication times by 2X.



Multi-Threading

Runs multiple backup, replication, and recovery jobs simultaneously for faster processing and shorter backup windows.



SAN Support

Uses direct SAN access for data retrieval to significantly increase the speed of backup and replication, while decreasing the network load.



Changed Block Tracking

Supports VMware's Changed Block Tracking feature to quickly identify data blocks that have changed since the last job run.

Reliability



Auto Job Retries

Automatically retries and resumes jobs in case of errors such as connectivity loss, server overload, and so on.



Backup Verification

Automatically verifies each backup and replica confirming the integrity of each replication or backup.



Self-Healing

Automatically runs periodic self-checks verifying repository integrity and repairs found errors.



Full Synthetic Data Storage

Stores data in full synthetic mode enabling to recover from any recovery point even if a previous increment is lost or damaged.

Multi-Tenancy: Master Admin Dashboard

The screenshot displays a web-based dashboard for managing multiple tenants. The interface includes a navigation bar at the top with the text "Welcome, admin | Configuration | Support | Help | Log out". On the left side, there is a sidebar with "All filters" and "Labels" sections. The main content area is titled "Tenants" and features a search bar and a grid of tenant cards. Each card shows a status indicator (e.g., "OK") and a company logo. A search bar is located at the top right of the tenant grid.

Annotations with red lines point to the following elements:

- Custom product logo:** Points to the "Custom Logo" text in the top left corner of the dashboard.
- Built-in filters:** Points to the "All filters" section in the left sidebar, which includes status options like "OK", "Warning", "Error", and "Inactive".
- Custom labels:** Points to the "Labels" section in the left sidebar, which includes "Gold SLA" and "Silver SLA".
- Instant search:** Points to the search bar located at the top right of the tenant grid.
- Tenant:** Points to a specific tenant card in the grid, such as the one with the "GRW" logo.
- Tenant status:** Points to the "OK" status indicator in the top left corner of a tenant card.

Multi-Tenancy: Self-Service

Jobs and groups

The screenshot displays the NAKIVO backup management interface. The browser address bar shows the URL: `https://192.168.77.21:4443/t/8d2961ce-7c3d-4448-aa51-af26d7b31620/c/main`. The page title is "Custom service title". The navigation bar includes "Welcome, kclub", "Configuration", "Support", "Help", and "Log out".

The main content area is titled "Local backup" and is currently "Enabled". It features several sections:

- Runs on demand:** A button to "Run Job..." and a "Recover" dropdown menu.
- Last run successful:** Indicates the job was successful on "Wed, Dec 4 at 10:49 AM (2 minut...".
- Source VMs:** A table listing the source VM "2003R2ent_FLR1" with details for Host, Datastores, and Networks.
- Backups:** A table listing the backup "2003R2ent_FLR1" with details for Repository, Recovery points, and Size after recovery.
- Events:** A list of events including "The job has finished", "VM backup has started", "The job is running", and "The job has started".
- Job Stats:** A summary of job statistics such as "1 source VM", "1 disk", "2.4 GB - size of source VM", "0.0% - data transfer compression on last run", "11 seconds - duration of last run", and "20 seconds - average duration".
- Backup Repositories:** A section for the "Repo1" repository showing "Free space: 42.3 GB (84.8%) of 49.9 GB", "Stored data: 1,020 MB", "Compression: 38%", and "Deduplication: No data yet".

The left sidebar contains a navigation menu with "Overview", "Backup jobs", "Local backup", "Replication jobs", and "Replication to head...". A red arrow points from the text "Jobs and groups" to this sidebar.

The right sidebar contains a "Widgets" section, indicated by a red arrow from the text "Widgets".

Widgets

What's New in v5.7

Full Support for VMware vSphere 6

NAKIVO v5.7 provides full support for VMware vSphere 6, including support for Virtual Volumes (VVols), VMware Virtual SAN (VSAN) 2.0 and other new features in vSphere 6

Backup Repository Encryption

- Provides the ability to encrypt the entire backup repository to ensure backup data security.
- If the feature is enabled, the product will encrypt the repository destination (using `ecryptfs` for folders and `cryptsetup (crypt-md)` in LUKS mode for devices/partitions) prior to creating the backup repository.
- If the encrypted backup repository is imported in another instance of the product, the encryption password will be required to import the repository.

Silent Installation

- Provides the ability to install and update the product and its components via command-line on Windows and Linux OS
- Great feature for enabling streamlined deployment and scale out in large environments

Support for NFS

- Provides the ability to create a backup repository directly on an NFS share

Editions and Pricing

NAKIVO Backup & Replication Editions

- **Enterprise Edition** - provides a complete data protection feature set
- **Enterprise Essentials Edition**
 - Has the same feature set as Enterprise edition
 - Is limited to 6 licenses per an organization
 - Supports all editions of VMware vSphere: Essentials, Essentials Plus, Standard, Enterprise, and Enterprise Plus.
- **Pro Edition** - provides a base data protection feature set
- **Pro Essentials Edition**
 - Has the same feature set as Pro edition
 - Is limited to 6 licenses per an organization
 - Supports all editions of VMware vSphere: Essentials, Essentials Plus, Standard, Enterprise, and Enterprise Plus.
- **Cloud Provider Edition** - enables qualified service providers to license the product on the per-VM monthly rental basis. This edition has the same feature set as the Enterprise edition.

Features By Edition

	Pro Essentials	Enterprise Essentials	Pro	Enterprise
# of licenses per organization	Up to 6	Up to 6	Unlimited	Unlimited
VMware vSphere support	All vSphere Editions	All vSphere Editions	All vSphere Editions	All vSphere Editions
VM Backup >>	✓	✓	✓	✓
VM Replication	✓	✓	✓	✓
Backup to Amazon Cloud	✓	✓	✓	✓
Apps and Databases Support	✓	✓	✓	✓
Full VM Recovery	✓	✓	✓	✓
Instant File Recovery >>	✓	✓	✓	✓
Network Acceleration	✓	✓	✓	✓
Global Data Deduplication >>	✓	✓	✓	✓
Data Compression	✓	✓	✓	✓
Encryption	✓	✓	✓	✓
Advanced Reporting	✓	✓	✓	✓
vCloud Director Support	✓	✓	✓	✓
Backup Verification	✓	✓	✓	✓
Flash VM Boot >>	—	✓	—	✓
Instant Object Recovery for Microsoft® Exchange >>	—	✓	—	✓
Instant Object Recovery for Microsoft® Active Directory® >>	—	✓	—	✓
Exchange Logs Truncation	—	✓	—	✓
Pre and post job scripts	—	✓	—	✓
Multi-tenancy	—	✓	—	✓
Self-service	—	✓	—	✓

Perpetual Licensing

- Is based on physical CPU sockets
- Charged only for the source side of backup and replication
- 1 year of free product support, maintenance, and upgrades is included

Product	Pro Essentials	Enterprise Essentials	Pro	Enterprise
NAKIVO Backup & Replication	\$199 per socket	\$299 per socket	\$399 per socket	\$599 per socket

Subscription Pricing

- Helps reducing upfront costs
- Is also based on physical CPU sockets
- Charged only for the source side of backup and replication
- Free product support, maintenance, and upgrades as long as subscription is active

NAKIVO Backup & Replication	Pro Essentials	Enterprise Essentials	Pro	Enterprise
Annual subscription	\$149 per socket	\$242 per socket	\$296 per socket	\$412 per socket



Fast
Reliable
Affordable
Data Protection

Q&A

Thank You!

Partner Program

Partner Levels and Discounts

	Requirements	Benefits
	<ol style="list-style-type: none">1. Two Accredited Sales Professionals2. Over \$6K per quarter in net revenue to NAKIVO3. Nakivo description on partner web site4. One customer success story (then one additional each year)	<ol style="list-style-type: none">1. 25% discount2. Qualified Sales leads3. Free sales, tech, marketing support4. Free internal use NFR licenses5. Discounts on internal use licenses6. Included in NAKIVO Partner List7. NAKIVO Gold Partner Logo
	<ol style="list-style-type: none">1. One Accredited Sales Professional2. Over \$3K per quarter in net revenue to NAKIVO3. NAKIVO description at partner web site	<ol style="list-style-type: none">1. 20% discount2. Sales leads3. Free sales, tech, marketing support4. Free internal use NFR licenses5. Discounts on internal use licenses6. Included in NAKIVO Partner List7. Nakivo Silver partner logo
	<ol style="list-style-type: none">1. NAKIVO description on partner web site2. Return NAKIVO support bundle	<ol style="list-style-type: none">1. 15% discount2. Included in NAKIVO Partner List3. NAKIVO Bronze partner logo

Promotion: Deal Registration 10%

- Details:
 - Unless your deal is already registered by another partner or provided to you by Nakivo, your deal registration request will be automatically approved
 - Protection on all confirmed registered deals
 - 10% additional discount on deals >\$2K of Nakivo List Price, discount excludes Trade-Ins
 - The deal registration discount is valid for all SKUs
 - Find the Deal Reg form in the Partner Portal
- Requirements:
 - All Nakivo Partners Bronze Level and above are eligible
- Promotion Ends on June 26, 2015

Promotion: Maintenance Upsell

- Benefits:
 - Additional discount on the entire deal
 - +3% for one additional year of Support & Maintenance
 - +6% for two additional years of Support & Maintenance
- Requirements:
 - Bronze level partner status or above
 - Promotion Ends on June 26, 2015

NAKIVO Partner Portal

NAKIVO
PARTNER PORTAL

Promotions

Deal Registration

Quote Request

Resources

Partner Program

Training

Logout



Check out promotions

Check out and participate in NAKIVO promotions to get additional discounts to your standard discount rate and win gadgets such as DSLRs, tablets, and phones.

[Learn more](#) ▶



Register a deal

Protect your business opportunities and earn an additional discount to your standard discount rate on each registered deal for any edition of NAKIVO Backup & Replication.

[Learn more](#) ▶



Request a quote

Ask for pricing details and get an invoice by filling out the quote request form.

[Learn more](#) ▶



Get resources

Get the resources you need to be successful: product pricing, competitive advantages, presentations, and success stories.

[Learn more](#) ▶

Sales Professional Certification Training

Introduction

MODULE 1:
Virtualization Data Protection

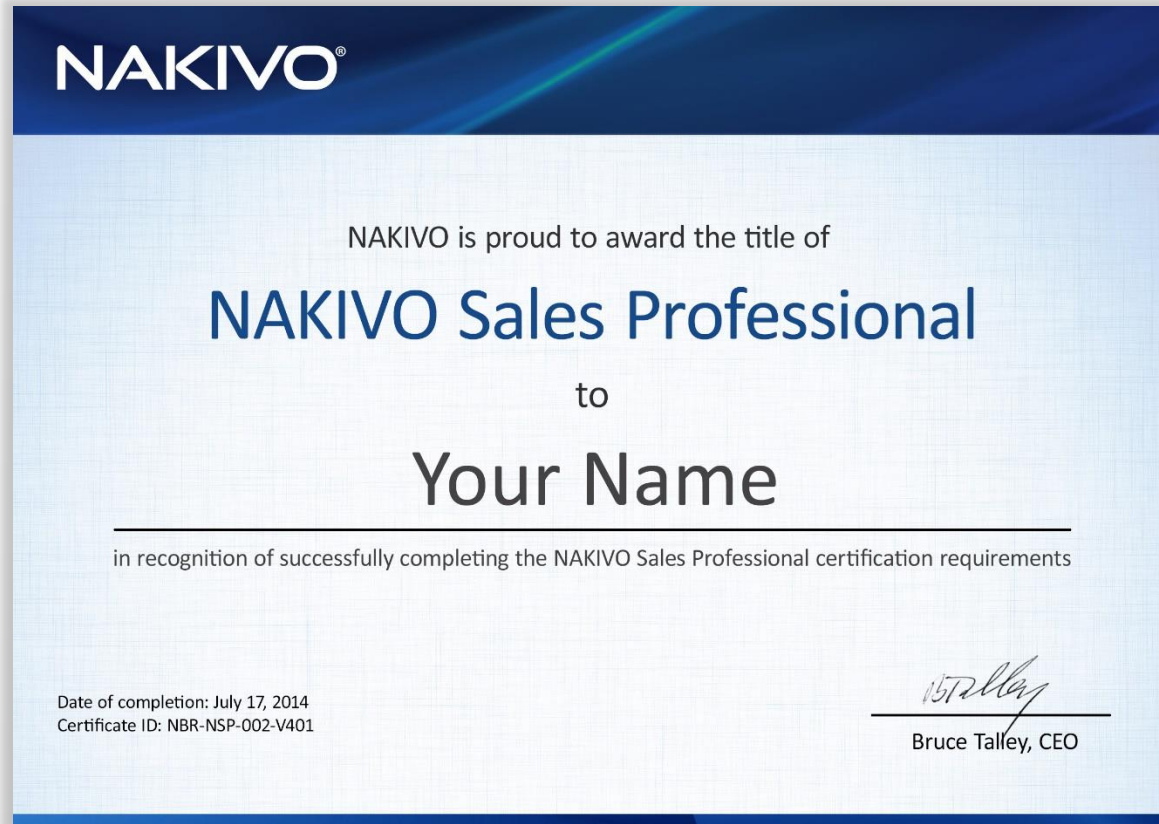
MODULE 2:
NAKIVO Backup & Replication

MODULE 3:
How to Find Customers

MODULE 4:
How to Pitch NAKIVO

MODULE 5:
How to Close Deals

NAKIVO Sales Professional Certificate



NAKIVO®

NAKIVO is proud to award the title of

NAKIVO Sales Professional

to

Your Name

in recognition of successfully completing the NAKIVO Sales Professional certification requirements

Date of completion: July 17, 2014
Certificate ID: NBR-NSP-002-V401

Bruce Talley, CEO

NAKIVO®