



ORIENT
TECHNOLOGIES

Data Protection
Delivered as a Service

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Agenda

- Challenges and market trends

- BaaS and DRaaS overview

- Veeam-powered BaaS and DRaaS

- How Orient can help



I'm worried that I won't meet
business needs with my
current IT budget

If a disaster happened, we are
not prepared for a quick
recovery

I want to be proactive, but can
only manage current reactive
alarms and maintenance

Does this
**sound
familiar?**

My IT admin is always on call
and supporting staff lacks the
expertise needed

I don't have enough time to
focus on strategic projects to
transform the business

I want enterprise-grade
technology on a SMB budget

I'm tired of babysitting
backup jobs

Future data protection trends

42% of data cannot be recovered

Failed backups and unverified restores means lost data and productivity

80% of organizations now have an Availability Gap

Faster modernization is increasing pressure on aging legacy systems

96% accelerated cloud usage

COVID-19 significantly accelerated cloud adoption to ease on-prem management

7x rise in ransomware attacks

More remote endpoints and distributed systems increased the surface area of attack

50% accelerated DX as a result of COVID-19

While some companies reallocated efforts and budget, others accelerated DX

BaaS & DRaaS saves the day

30⁺ Years of
Service
Excellence



Customers are finding benefits with Data Protection as a Service

32%

would like to use
BaaS or DRaaS in a
co-managed
capacity

55%

of BaaS adopters
chose their provider
because of Data
Security

Current users chose BaaS &
DRaaS because of

economics (flexible payments,
cost efficiency and resource sharing)

and data survivability
(ability to access data anywhere,
anytime)

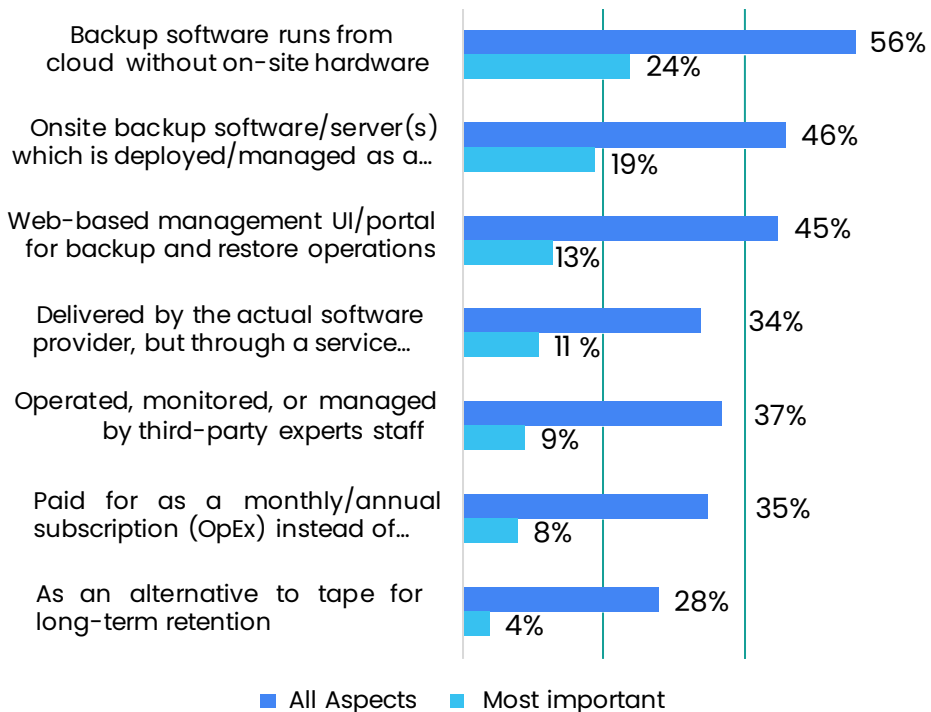
[Source: Data Protection as a Service, 2021 Report](#)

What does 'BaaS' mean, exactly?

30⁺ Years of Service Excellence



What does 'Backup as a Service' mean to you?
Which aspect was most important? (n=1,050)



SMB 50-249 employees	Commercial 250-999 employees	Enterprises 1,000+ employees
Runs from cloud	Runs from cloud	Runs from cloud
Remotely managed	Remotely managed	Remotely managed
Web-based UI	Web-based UI	Web-based UI
Acme.com	Offsite repository	Offsite repository
Offsite repository	Acme.com	Acme.com

*Most important

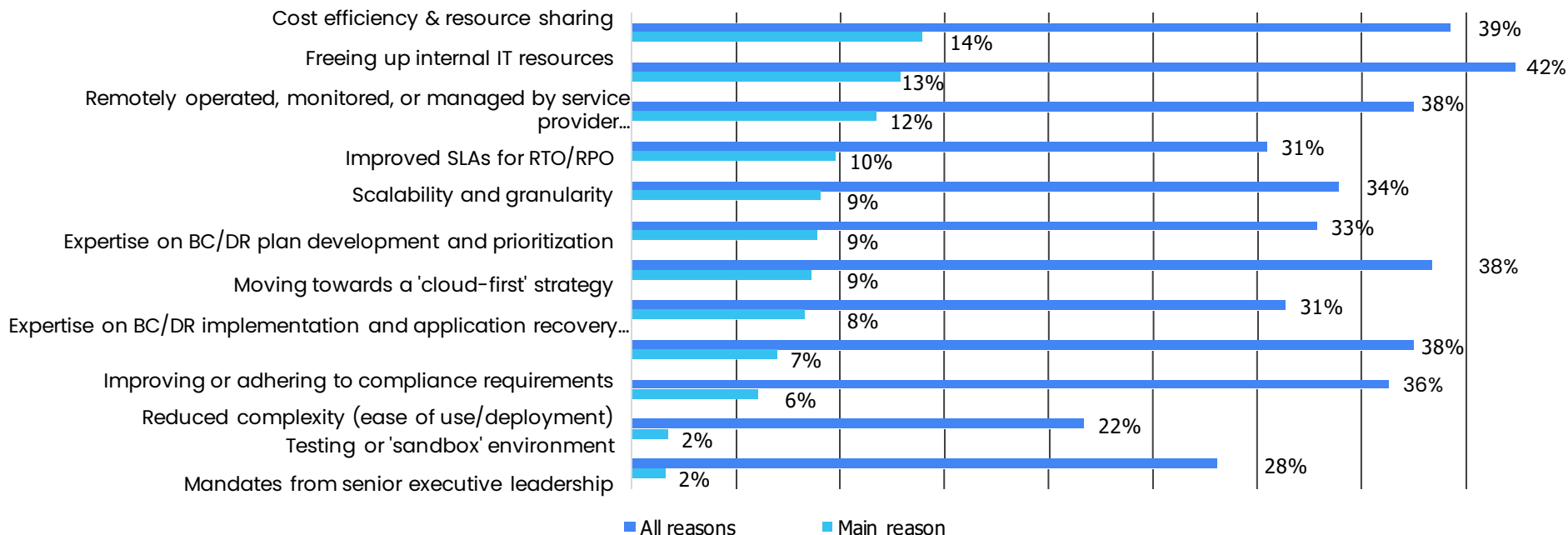
Source: [Data Protection as a Service, 2021 Report](#)

Why DRaaS?

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Service
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Which of the following best describes why your organization uses Disaster Recovery as-a-Service (DRaaS), *instead of managing your own secondary datacenter?*
What is the main reason? (n=674)



[Source: Data Protection as a Service, 2021 Report](#)



BaaS Characteristics

- Focuses on long term retention policy
- Backing up data to storage repository
- Can be stored in service provider's data center or object storage
- Data can be accessed via online portal
- Paid as a subscription (ex. Monthly)

DRaaS Characteristics

- Focuses on critical systems and datasets
- Replicate production environment in a third-party datacenter
- Focuses on speed of recovery (minutes)
- Failover to replicated environment and tracks data changes
- Failback to production environment with all changes/updates made in the replicated environment

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Service
Excellence



Veeam-powered BaaS & DRaaS

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Service
Excellence



The most trusted
provider of **backup,
recovery and data
management** solutions
that deliver **Modern
Data Protection**

The Clear Market Leader

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83%

of the Fortune 500
trust Veeam with
their data

#1

Market Share
in EMEA and
#2 worldwide

FORRESTER®

“Forrester showcases Veeam
as a market leader in Data
resiliency solutions (Q3 2019)”

200+

Top
Industry
Awards

400K+

Customers
worldwide

Gartner

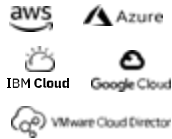
2021 (5 years in a row): “Gartner
Magic Quadrant for Data Center
Backup and Recovery
recognizes Veeam as a Leader.
2 years as highest in ability to
execute”

Veeam Platform

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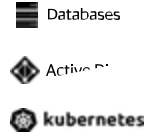
Cloud



SaaS



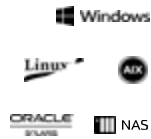
Apps



Virtual



Physical



Data Reuse



Disaster Recovery Orchestration



Monitoring and Analytics



Backup and Recovery



Storage, Analytic and Management APIs



On Premises



Public Cloud



BaaS & DRaaS



Veeam Availability Suite



Veeam Backup & Replication



Veeam Backup for *Microsoft Office 365*



Veeam DR Orchestrator



Kasten K10 by Veeam



Off-site Backup and DRaaS

Off-site Backup

Take advantage of flexible off-site backup capabilities from Veeam, including cloud and traditional options that execute the 3-2-1 Rule for you.

Veeam Cloud Connect*

Veeam Backup & Replication

Veeam Cloud Tier*

Tape as a Service*

DRaaS

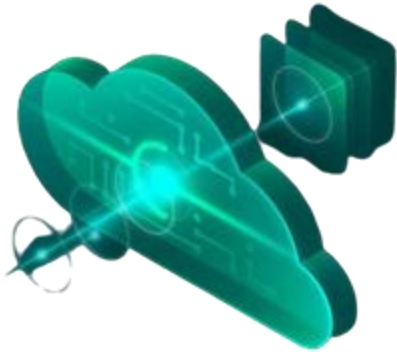
Customers are looking to outsource DR to a third-party. Veeam provides the connection between customers and providers to make executing full- or partial-site failover an affordable and effective reality.

Veeam Cloud Connect*A

Veeam Backup & Replication

Off-site backup and DRaaS powered by Veeam Cloud Connect

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Simple setup of hosted repositories



Multi-tenant architecture



End-to-end encryption



Integration with VMware Cloud Director



Integration with backup, replication and management tools



Automated network extension appliances

Why change now?

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The facts are clear; legacy data protection costs time and money



> Modern data protection can give you:

50% lower cost of data Backup and recovery

83% less lost productivity time due to data loss

55% more efficient data protection teams

19% lower storage costs

> With Veeam specifically, you can expect to experience:

25% shorter Backup windows

95% of customers recover from Ransomware with **ZERO** cost

3x more Backups per day

more recovery point objectives (RPOs) and recovery time objectives (RTOs) met

>55%



Orient BaaS & DRaaS services

powered by Veeam

➤ Orient offerings:

- BaaS and DRaaS for On Premise and Cloud Managed Workloads
- BaaS for Office 365 tenant
- BaaS for Endpoints

Orient offers these services through its 24x7 managed Network Operations Center (NOC). Customer gets activities report and consumption details on scheduled basis over mail. Dedicated team of experts manage delivery of services to customer.



Orient BaaS & DRaaS services

- How Orient can help?
 - We can assess your current Backup and DR infrastructure
 - Understand the RPO and RTO required
 - Demonstrate the Solution Benefits
 - Design and test the Solution
 - Implement and Finetune



Orient BaaS & DRaaS services

powered by Veeam

- Customer Reference using Veeam Powered BaaS –
 - Maharashtra Housing and Area Development Board (MHADA) State Enterprise, having 40+ Application Servers are using Orient Managed BaaS. 60TB of raw data is being backed up, the entire setup is monitored and managed by Orient's 24x7 NOC.
 - Hazel Mercantile Limited
Hazel Mercantile, a large trading firm based out of Mumbai, is using Orient BaaS and DRaaS. 10TB of data and entire datacenter infrastructure is being backed up. Having a thin IT team, Orient's managed service is very cost-effective and saves management and IT team's time.

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Orient BaaS & DRaaS services

➤ Next Steps:

- Ask for Data Protection Report 2022
- Schedule your free assessment/consultation



Thank you

veeAM

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E-Mail: inquiry@orientindia.net
Website: www.orientindia.in