



Arcserve 雲數據管理解決方案

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資深售前顧問

議事日程



01 關於 Arcserve

02 Arcserve UDP 7.0 Arcserve UDP 7.0

03 Arcserve UDP Cloud Hybrid, Secured by Sophos

04 Arcserve Cloud Backup for Office 365

05 Arcserve UDP Cloud Direct



關於 Arcserve



世界上經驗最豐富的數據保護供應商

Arcserve provides exceptional solutions to protect the priceless digital assets of midsized and enterprise businesses in need of full scale, comprehensive data protection.

- **Established in 1983**, our depth of experience and innovation put us in a category of one.
- **Our inspiration comes from the smart and dedicated IT pros** that need more than backup-as-usual. That's why our solutions protect the entirety of their infrastructures – and their time and money, too.

WE
↓
PROTECT WHAT'S PRICELESS



以您的方式運作的解決方案

內部

Battle-tested data protection software, physical appliances, hybrid cloud and high availability solutions.

Arcserve UDP

Arcserve UDP Appliances

Arcserve UDP Archiving

Arcserve Replication & High Availability

Arcserve Backup

雲服務

Cloud-deployed data protection designed for hybrid multi-cloud IT infrastructures.

Arcserve UDP Cloud Hybrid

Arcserve UDP Cloud Direct

Arcserve UDP Cloud Office 365





數字經濟

數字消費者的興起和當前的備份趨勢



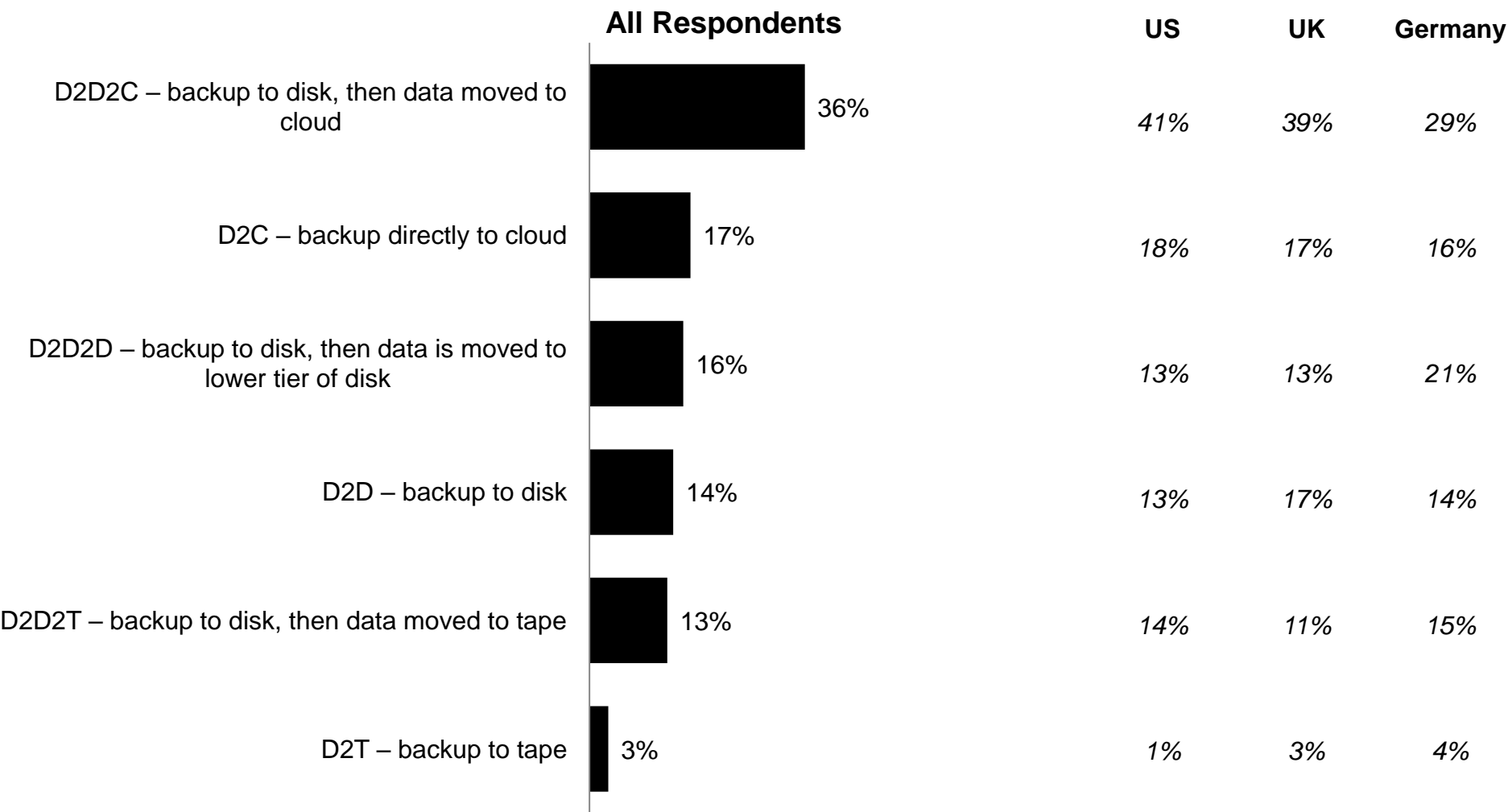
數字消費者的崛起

Data makes or breaks the customer experience





備份方法的趨勢





DR技術現狀

45% IT outages are caused by hardware failure

74% IT pros are not fully confident in their ability to recovery

56% IT teams use two or more backup solutions



Arcserve UDP 7.0 u2

Unified Data Protection



單一解決方案 – Arcserve UDP

- Windows
- Linux
- VMware
- Hyper-V
- Nutanix AHV
- Citrix XenServer
- Linux KVM
- Exchange
- SQL Server
- SharePoint
- Oracle Database
- Active Directory
- NAS CIFS Shares
- NAS NFS Shares
- NetApp
- HPE 3Par
- Nimble
- Amazon AWS
- Microsoft Azure
- Office 365
- Exchange Online
- SharePoint Online
- OneDrive



arcserve®



Unified Data Protection 7.0

可靠，價格合理，可擴展的多合一災難
恢復和備份方案

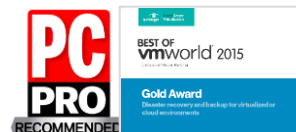
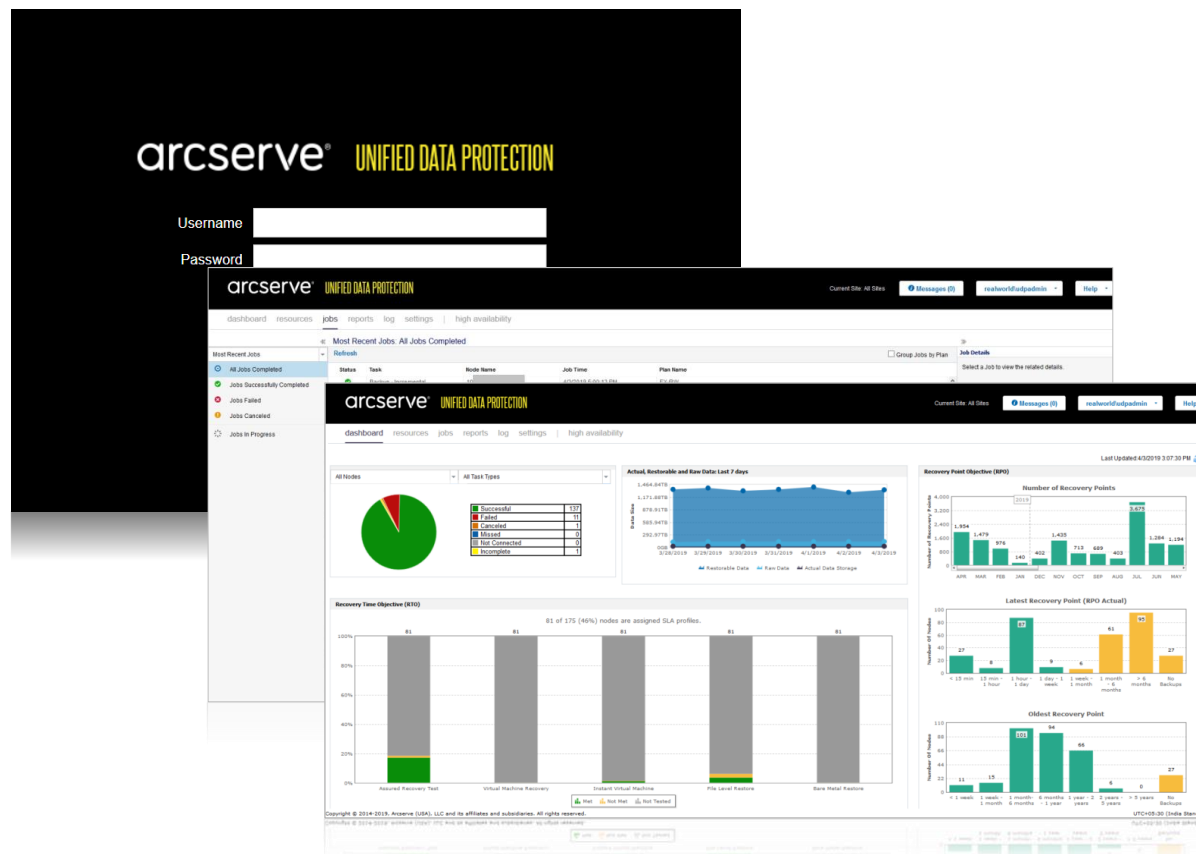




Arcserve UDP - Product Overview

快速，簡單，高效的統一數據保護

- Unified management console
- Powerful plan-based data protection policies
- Physical & agentless host-based backup for vSphere, Hyper-V and Nutanix AHV
- Source-side global dedupe, encryption, compression & WAN optimized replication
- Instant VM & BMR, Local & Remote Virtual Standby, Hardware Snapshots & tape backup
- Supports Windows, Linux, Office 365, Exchange, SQL, File Server, IIS, Active Directory, Oracle, PSQL, vSphere, Hyper-V, Nutanix AHV, MSCS
- Application consistent backup & granular restores
- Automated recovery testing & SLA reporting





Key Features

01

Recovery



- Bare Metal Recovery
- Virtual Standby
- Instant VM
- Assured Recovery™
- Granular recovery

02

Cloud



- Backup to the cloud
- Recover to the cloud
- Store backups in the cloud
- Deploy in the cloud

03

Backup



- Physical Windows and Linux
- Agentless virtual backup
- Global, at-source deduplication
- AES/SSL encryption
- Hardware snapshots

04

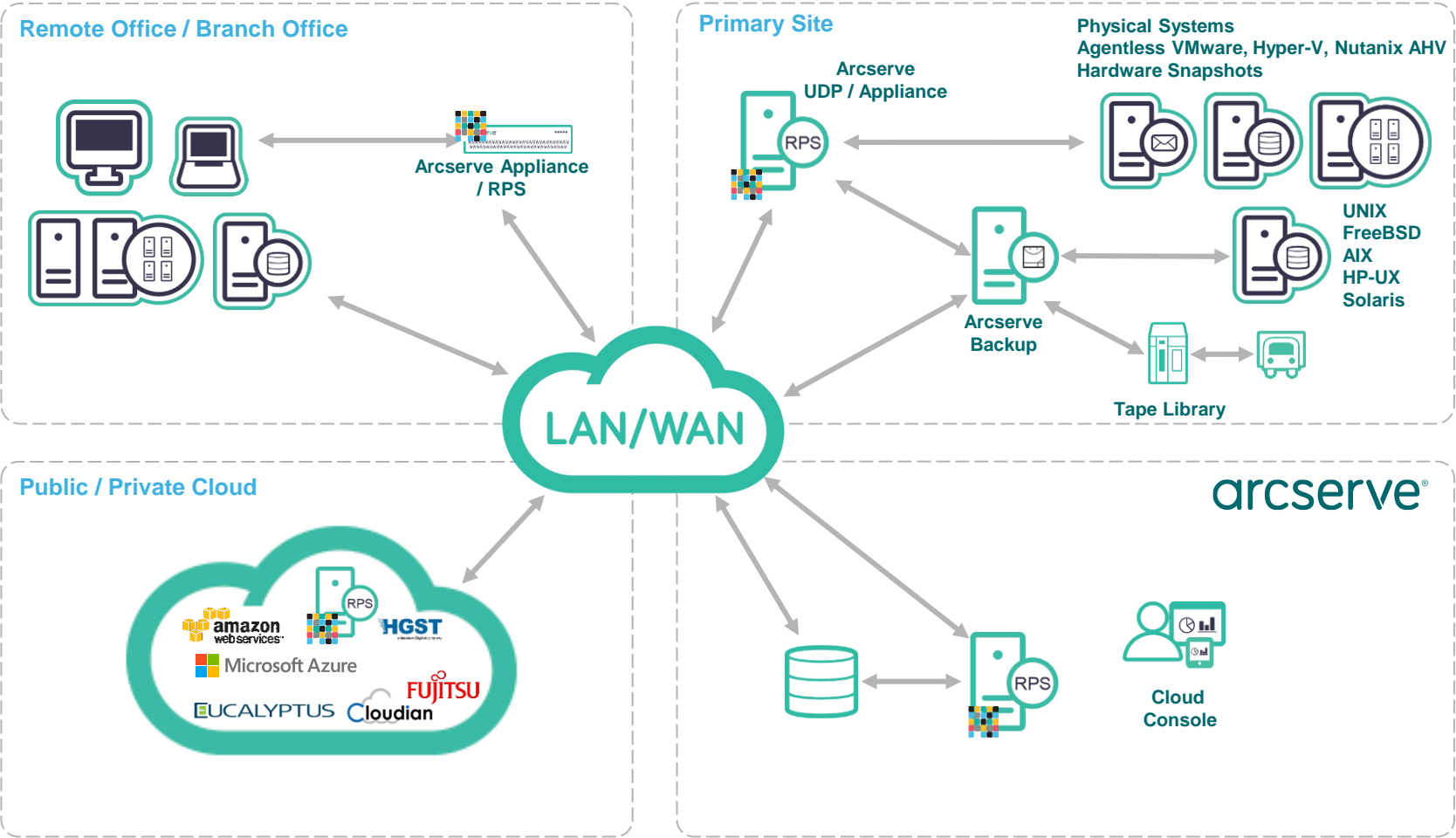
Management



- Unified management console
- Role-based administration
- Policy-based management
- SLA reporting
- CLI & API



How It Works

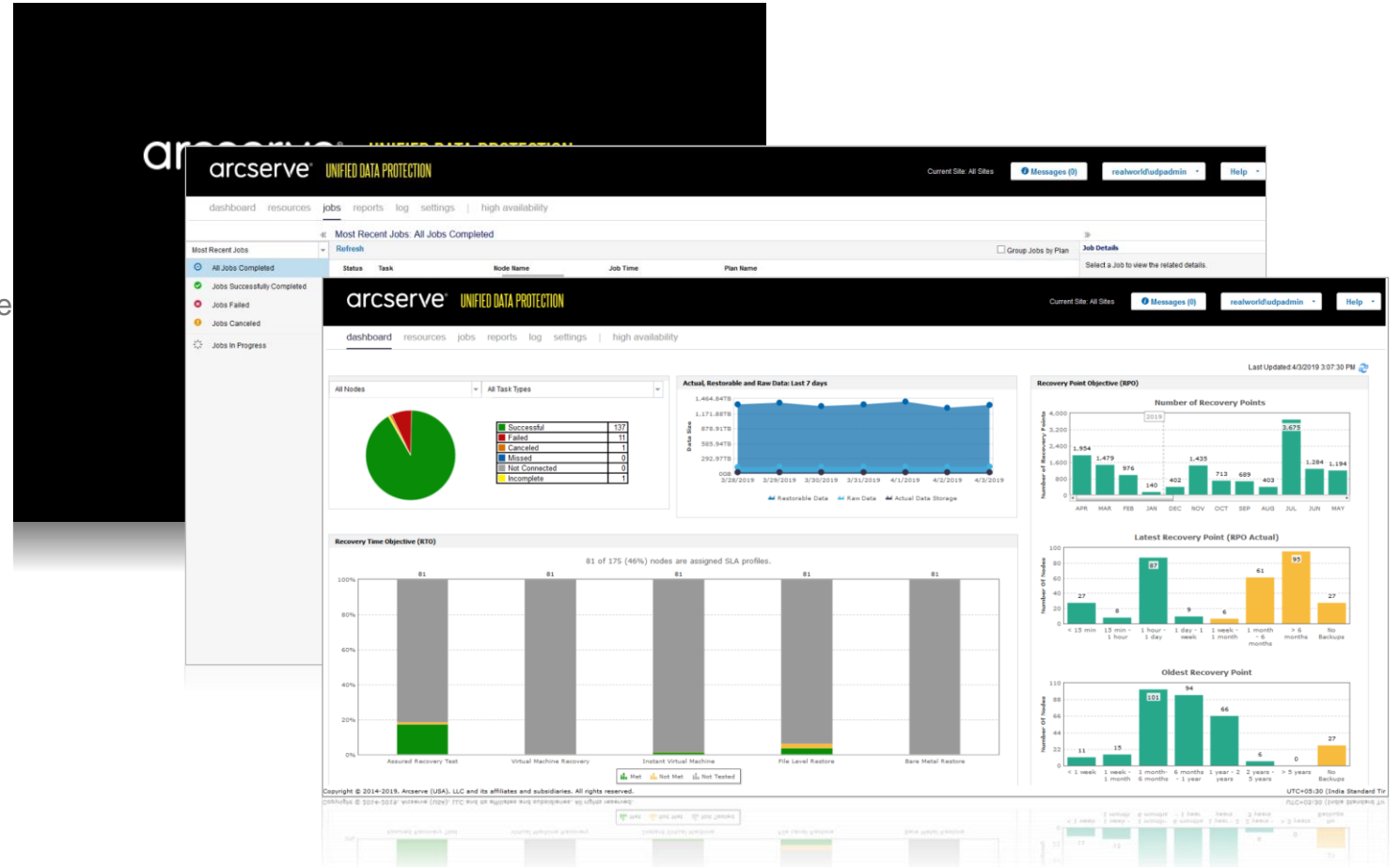




Unified Management Console

Unified management console

- One, simple, unified, management & reporting console, to manage the full data protection lifecycle
- Getting started configuration wizard
- Intuitive workflow based protection strategies, plans & tasks
- Web-based management console enables web browser-based access from anywhere, including mobile devices
- Designed to extend with 3rd party integrations
- Detailed reporting & logs





Recovery Point Server

Recovery Point Server (RPS) capacity optimized backup

- RPS optimizes backup storage requirements, bandwidth usage & accelerates replication across sites & recovery times
- Industry-leading, source-side, global deduplication (Variable 4k-64k block size) across all nodes, jobs & sites
- WAN optimized replication: 1-2-many & many 2-1
- Jumpstart: Data seeding speeds remote site deployment
- Reduces load on production systems, by offloading merge & backup catalog generation to RPS system
- Enhanced performance for copy recovery point (Up to 52% faster) & VM recovery (Up to 28% faster) & BMR from RPS

The screenshot shows the Arcserve Unified Data Protection (UDP) console interface. The left sidebar contains a navigation tree with categories like Nodes, Virtual Standby, Plans, Destinations, and Infrastructure. The main area displays the 'Destinations: Recovery Point Server' section with a table of existing servers. A modal dialog titled 'Add a Recovery Point Server' is open, providing instructions and a form to add a new server. The form includes fields for Node Name/IP Address, Username (pre-filled with 'administrator'), Password, Description, Installation Location (pre-filled with '%ProgramFiles%\Arcserve\Unified Data Protection'), Port (pre-filled with '8014'), Protocol (radio buttons for HTTP and HTTPS, with HTTPS selected), and Change Tracking Driver (checkbox for 'Install Agent Change Tracking Driver' which is checked). A note explains that the driver is needed for backup but not for virtual standby or VM backup proxy. At the bottom, there are options for 'Start Time to Install or Upgrade' with 'Run immediately' selected and a date/time picker set to 4/3/19 at 8:00 AM. 'Save', 'Cancel', and 'Help' buttons are at the bottom right.

arcserve UNIFIED DATA PROTECTION

dashboard resources jobs reports log settings | high availability

Destinations: Recovery Point Server

Actions Add a Recovery Point Server

Name	Status	Plan Count	Stored Data	Deduplication	Compression	Overall Data Reduction	Space Occupied	Product

Add a Recovery Point Server

A Recovery Point Server offloads resource-intensive tasks from the Arcserve UDP Agent and enables features like global deduplication and catalog generation.

Node Name/IP Address

Username

Password

Description

Installation Location

Port

Protocol ☐ HTTP ☒ HTTPS

Change Tracking Driver ☒ Install Agent Change Tracking Driver

The driver is needed if you want to perform backup of this system. However, it is not needed if this system will be used just as virtual standby monitor or as a host based VM backup proxy.

Start Time to Install or Upgrade ☒ Run immediately ☐ Run at

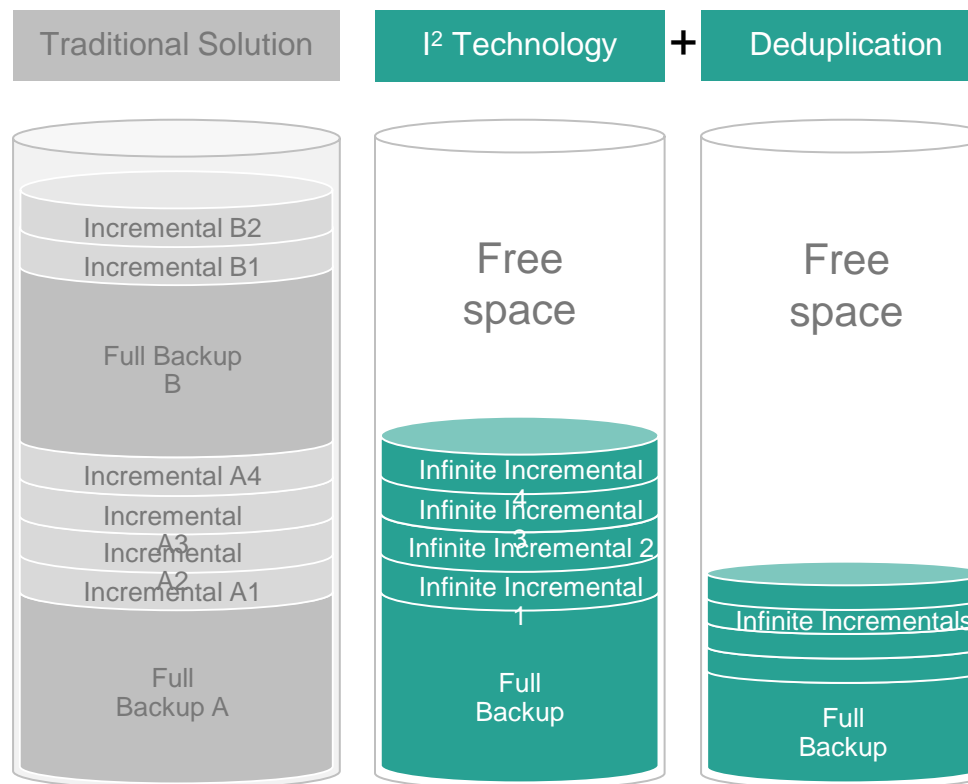
Save Cancel Help



Block-level Incremental Backup

Block level infinite incremental (I² Technology)TM

- Eliminates the need for second full backup
- Uses less disk space and network bandwidth
- Works in conjunction with global deduplication, compression & encryption to improve backup storage savings & security
- Ideal for cloud or remote site protection
- Significant backup job merge performance improvements, as only the deduplication index file needs to be updated, when duplicate recovery point data exists





Built-in Replication

Built-in replication

- Robust block-based RPS to RPS replication
- Data can be replicated to multiple RPS servers automatically, or on-demand
- Restart failed jobs at last block
- Supports cross-site replication in single plan, by setting up proxy and NAT in a Replicate task
- Advanced scheduling & differential retention
- Concurrent job support
- Supports compressed, encrypted & de-duplicated backups
- Enhanced performance & stability for RPS WAN replication (Up to 62% faster)

[dashboard](#) [resources](#) [jobs](#) [reports](#) [log](#) [settings](#) | [high availability](#)

Modify a Plan

cifs+rep ☐ Pause this plan

Task1: Backup: Files on UNC or NFS Path ✓

Task2: Replicate ✓

Task3: Copy Recovery Points

+ Add a Task

Product Installation

Task Type Replicate

Source

Destination

Schedule

Advanced

Recovery Point Server

li

Data Store

ds1

When replication job fails:

Start retry

10

minutes later(1~60)

Retry

3

times(1~99)

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Local & Remote Virtual Standby

Local & remote virtual standby

- Periodic, image-based system, application & data protection for physical servers & VMs
- Replicate to remote location (remote office, DR site, MSP & Cloud)
- Run recovery point conversion into VHD, VMDK, AHV, or AWS EC2 formats at the remote site to a virtual server
- Register with Hypervisor
- Server heartbeat monitoring
- Automated or manual failover to remote resources

Modify a Plan

vsb to hyperv

☐ Pause this plan

Task1: Backup: Agent-Based Windows

Task2: Virtual Standby

Add a Task

Product Installation

Task Type Virtual Standby

Source Virtualization Server Virtual Machine Advanced

Basic Settings

VM Name Prefix

UDPVM_

Recovery Point Snapshots

5

(1~24)

CPU Count

1

(1~4)

Memory

512MB

65536MB

1024

MB

Path

☒ All virtual disks share the same path.

K:\vsb

Browse

Networks

Specify the quantity and type of network adapters that you want to connect to the standby virtual machine; and specify how you want the adapters to connect to the virtual network.

☒ Same number of network adapters as source at last backup

Adapter Type

Network Adapter

Connected to

Private

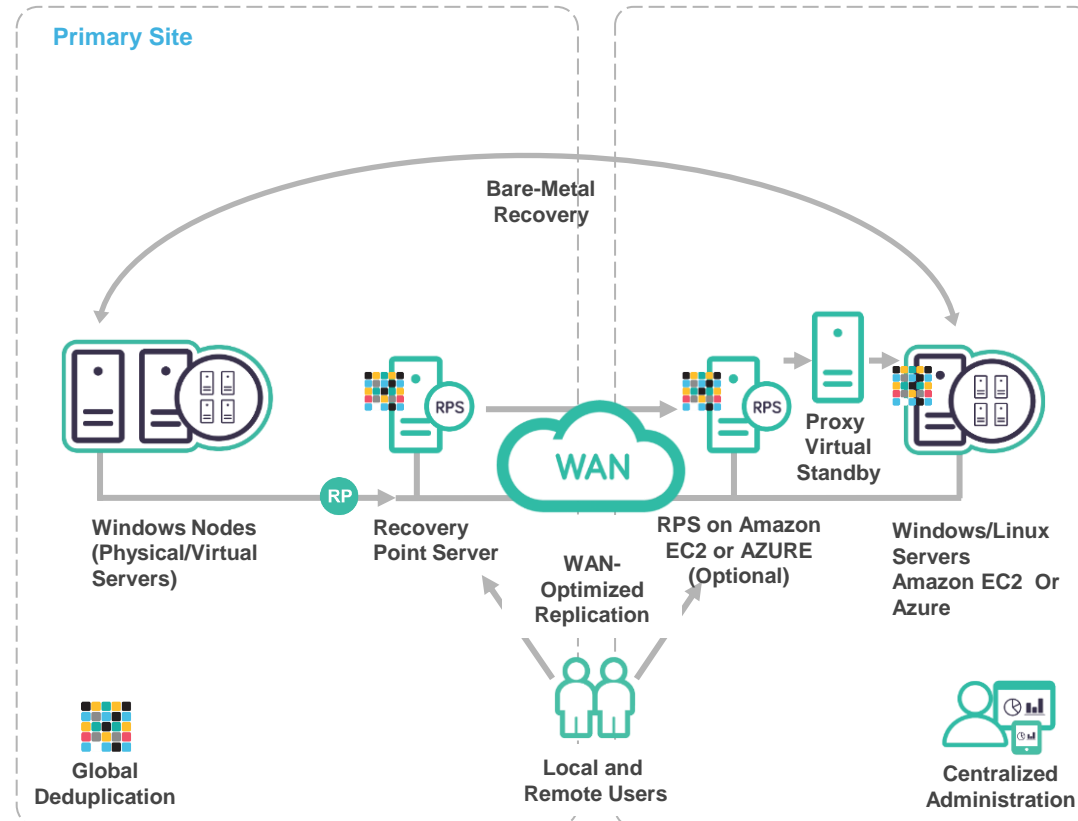
The customized network configuration setting specified for each node overrides the custom network setting specified in the plan.



Virtual Standby / Instant VM to AWS EC2 and Azure

Cost effective business continuity & disaster recovery using AWS EC2 and Azure

- Easily shift on-premise backup environments to AWS EC2 or Azure
- Conversion of recovery points to hypervisor format
- Windows:
 - Uses Virtual Standby (VSB) exclusively
 - Highest performance; fast VM power-on; requires additional storage
- Linux:
 - Users Instant Virtual Machine (IVM) exclusively
 - No additional storage; requires more time for VM power-on
- With remote Recovery Point Server:
 - Backup optimized: full: incremental; deduplication
 - Requires additional compute resources

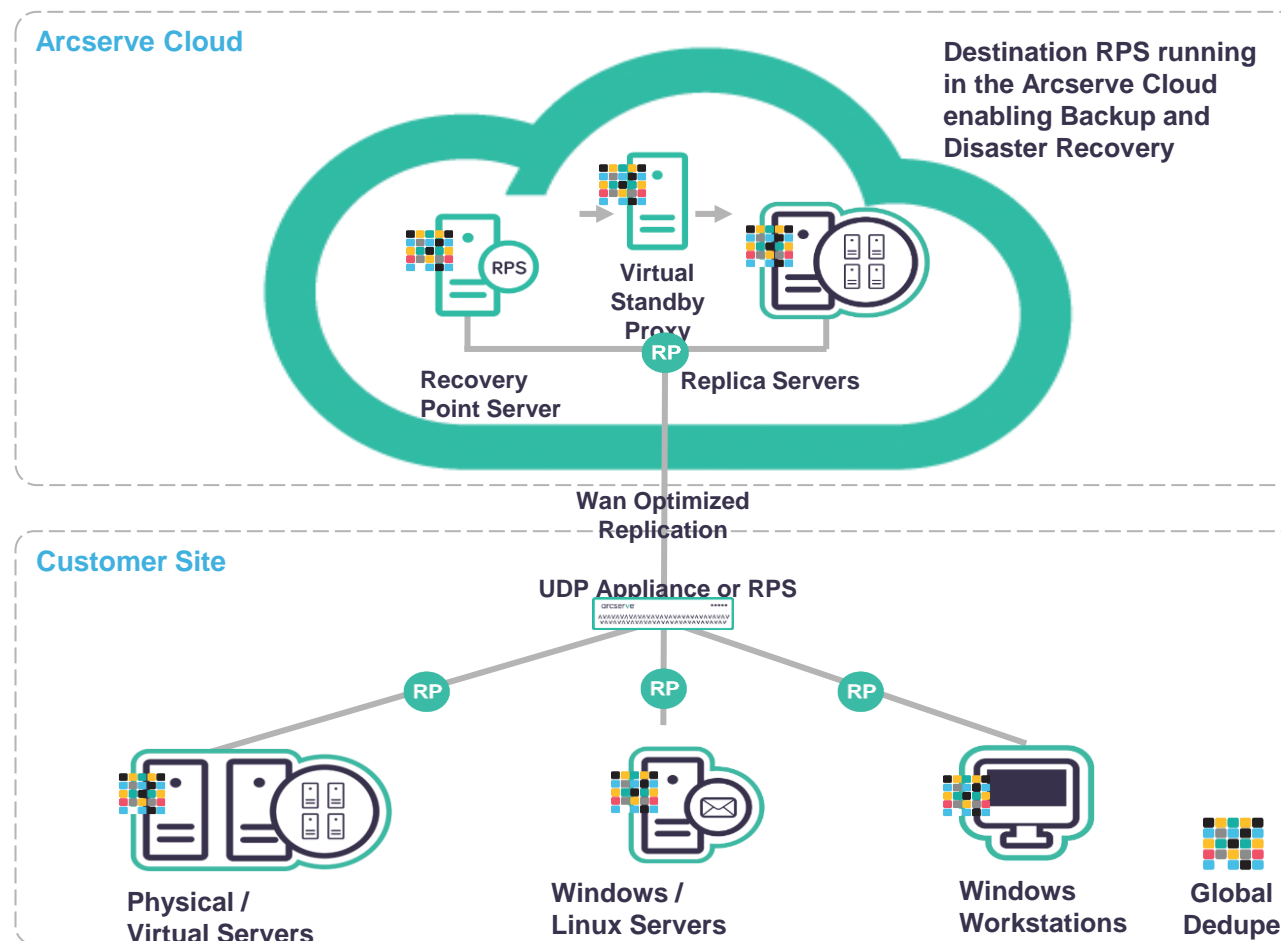




Arcserve UDP Cloud Hybrid Add-On

A single, fully integrated solution for Cloud backup, DR & long-term retention

- Provides a secure offsite backup & DR option for UDP, with annual or monthly billing
- Provides long-term cloud backup as an alternative to local disk or tape for regulatory compliance
- Remote virtual standby for emergency application failover and failback
- Leverages UDP global, source-side deduplication and WAN optimized replication, for highly efficient use of backup storage and available WAN bandwidth
- Ease of management with 24 x 7 x 365 support





Arcserve UDP Cloud Hybrid Secured by Sophos

與Arcserve數據保護軟件和設備完全集成的雲備份，網絡安全和災難恢復擴展



總覽

與**Arcserve**數據保護軟件和設備完全集成的雲備份，網絡安全和災難恢復擴展

- 完全託管的異地雲備份
- 替代本地磁盤或磁帶
- 具有Virtual Standby選項的故障轉移和故障回復
- 輕鬆還原文件/文件夾/工作量
- 數據和工作負載受到Sophos領先的網絡安全技術的保護
- 簡單，經濟高效的基於訂閱的許可

arcserve®
SOPHOS

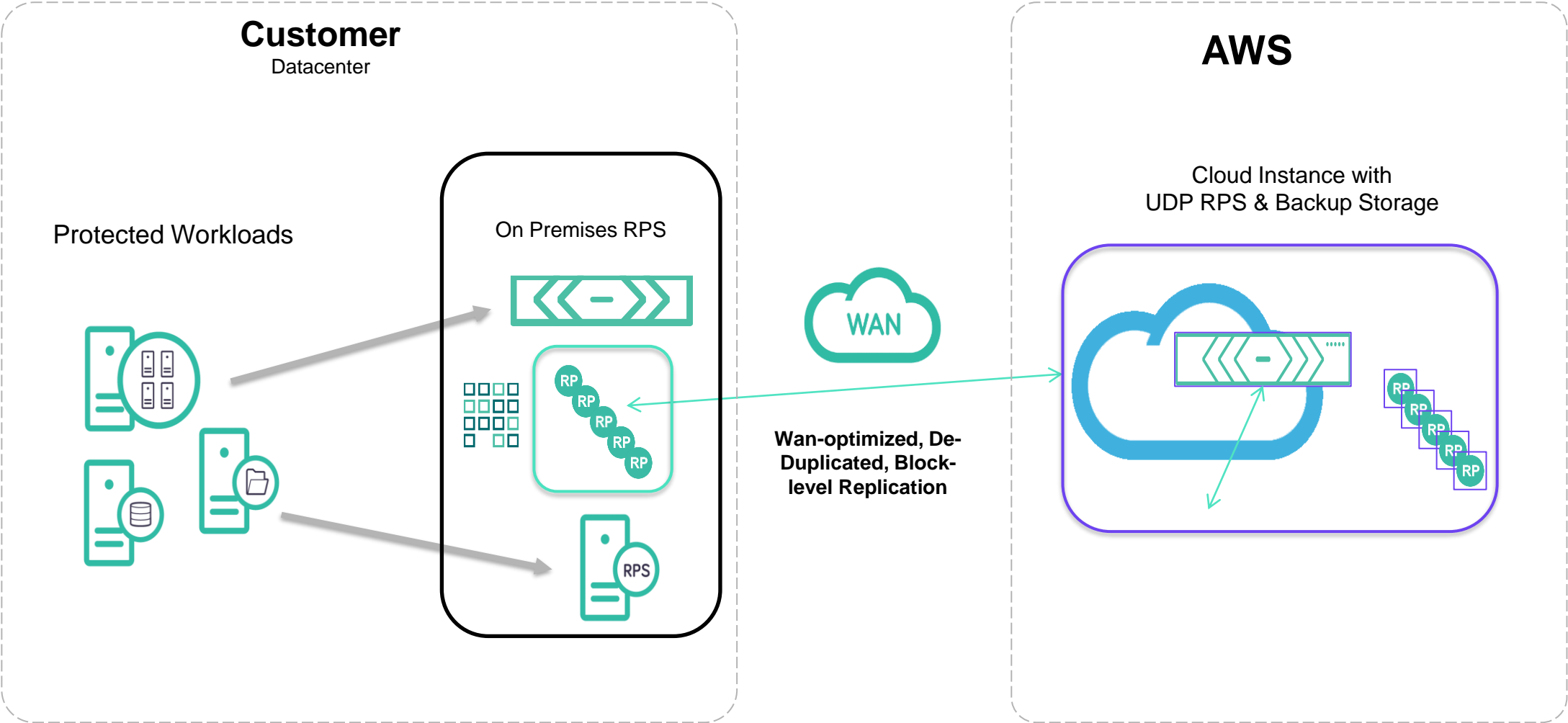


什麼是新的？

- **Sophos整合** – 業界領導者針對雲備份數據的勒索軟件保護 – Sophos
 - Unique in the industry
- **BaaS on AWS / Arcserve Cloud**
- **DRaaS only available on Arcserve Cloud**
- **新的可用區域**
 - New: Amazon AWS IaaS
 - 20+ regions
- **創新包裝和降低價格**
 - 可預測的成本
 - Value-based packaging on protected data
 - 多種保留選項

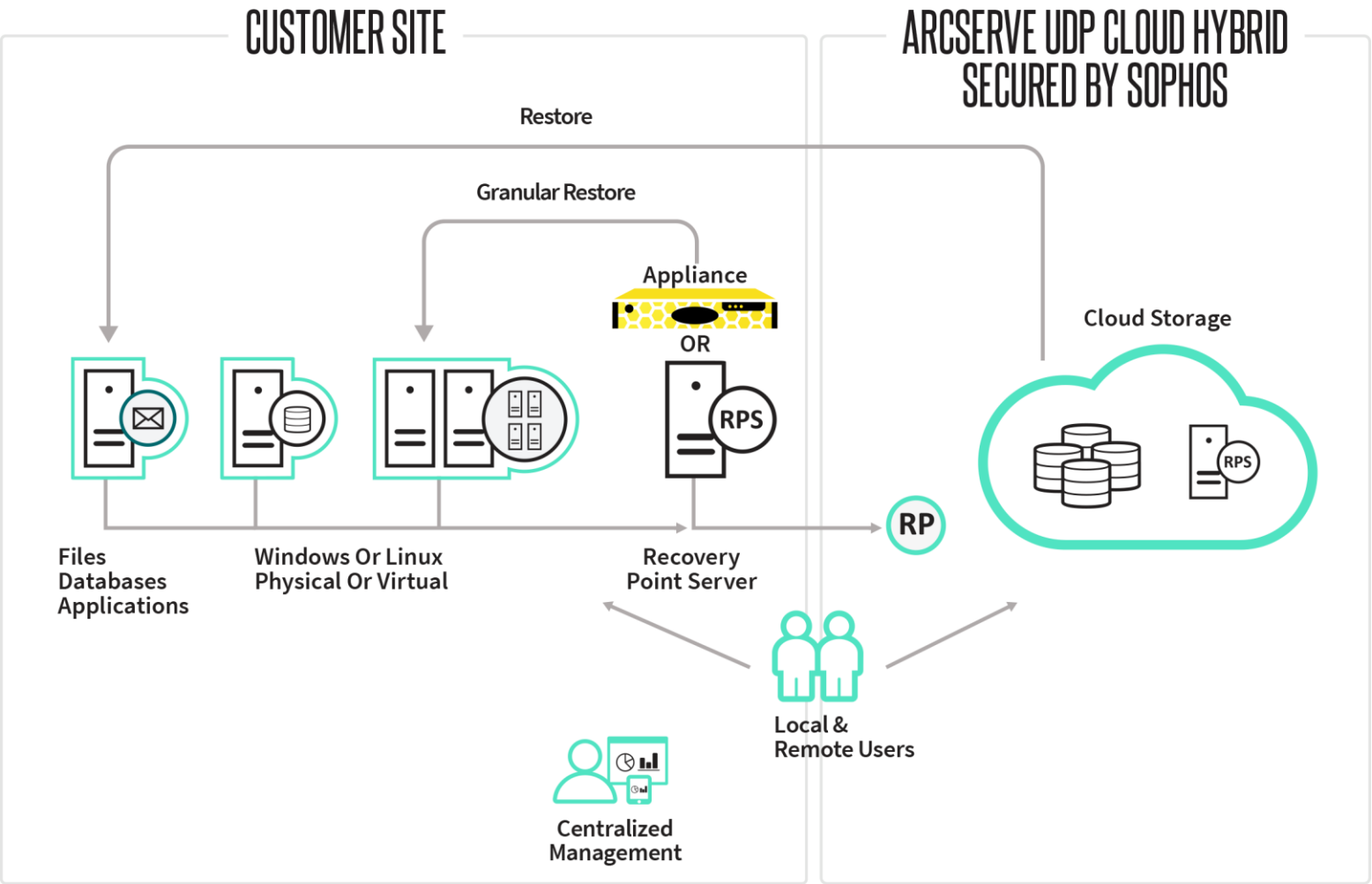


Arcserve UDP Cloud Hybrid Secured by Sophos



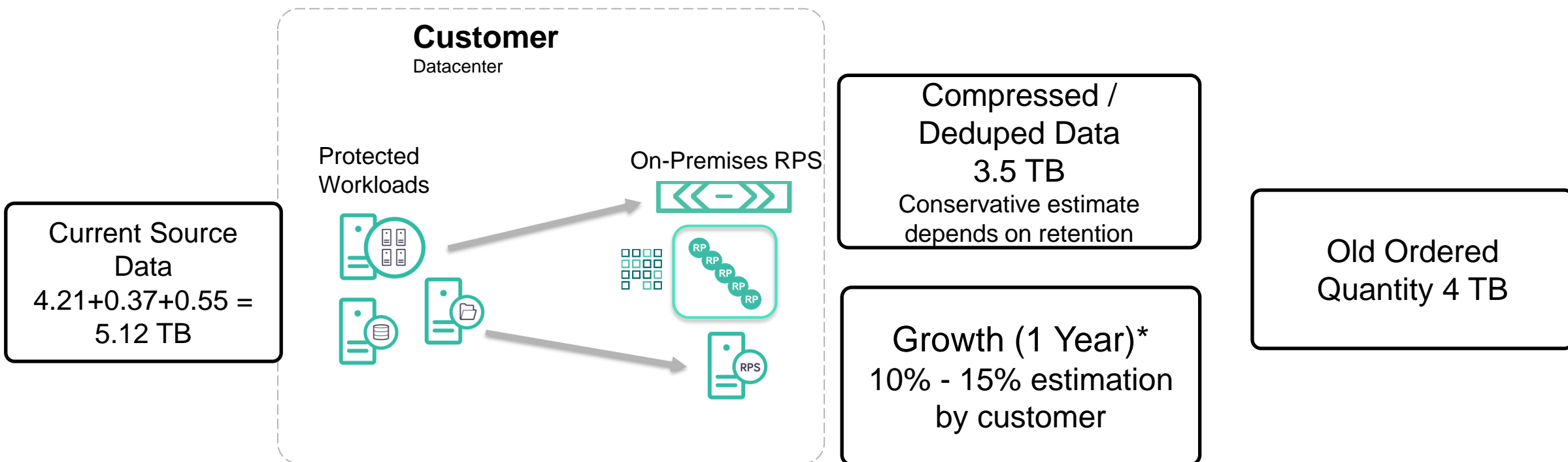


Arcserve UDP Cloud Hybrid Secured by Sophos





Back-End TB?



- The backend compressed deduped data contains several recovery points based on retention plan settings.
- Dedupe Ratio plays a big role as well.
- One of the factors impacting the dedupe ratio is dedupe block size. The lower the better



Arcserve Cloud Data Centers

WORLD-CLASS DATA CENTERS	PHYSICAL SECURITY	DATA SECURITY	WORLD-CLASS DATA CENTERS	WORLD-CLASS DATA CENTERS
Manchester, UK – <i>Online</i> Santa Clara, California, USA – <i>online</i> Minnesota, USA – <i>(coming soon)</i> Tier-IV equivalent	<ul style="list-style-type: none">» Unmarked buildings» Tall fences» Biometric security» Security guards» Video surveillance» Mantrap entry» Motion detection	<ul style="list-style-type: none">» AES encryption at rest» SSL/TLS encryption in-flight» Role-based access control» Self-healing data corruption protection	<ul style="list-style-type: none">» 99.9999% datacenter uptime» Server and node redundancy» Multiple 10 Gbit uplinks» 24/7/365 network operation center	<ul style="list-style-type: none">» GDPR» PCI DSS» ISO 9001 and 27001» SSAE 16 SOC Type I & 2» NIST 800-53» FISMA» HIPAA & OHSAS-18001



Arcserve UDP Cloud Hybrid Secured by Sophos

- Fully-managed BaaS on AWS or Arcserve Cloud
- Egress included with a limit of the 1x subscription capacity per year
- 1-year, 3-year and UNLIMITED retention options

- ✓ UDP Licenses for Cloud
- ✓ Cloud Storage
- ✓ Egress

FETB	1-year Retention	3-year Retention	Unlimited Retention
	SLP FETB/Year	SLP FETB / Year	SLP FETB / Year
1 - 10 TB			
11 -100 TB			
101 TB+			



How to Quote: UDP Cloud Hybrid Secured by Sophos BaaS

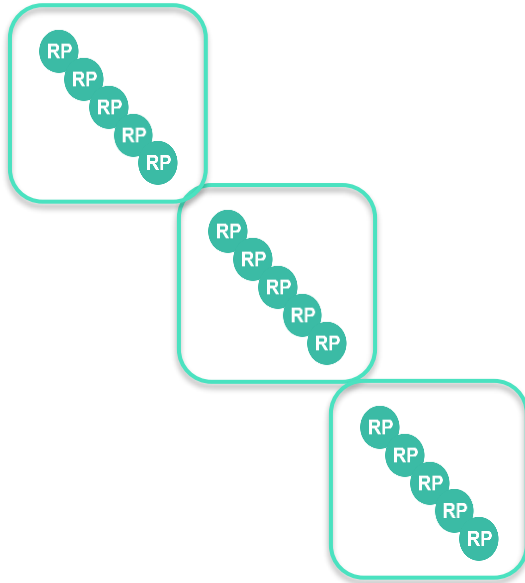
Total data on all protected systems is 35TB, 3-year retention, AWS region in Paris

SKU Code	SKU Name	SLP	Qty	Total
NACHCHAWSLW2D3S12C	Arcserve UDP Cloud Hybrid Secured by Sophos (Amazon AWS) – Front-end data from 11 TB to 100 TB (per TB) with three-year retention - Annual Subscription	\$XXX	35	\$xxxxxx
Total				\$XXXXX

- Notes:
- Please specify the AWS or Arcserve Cloud region in the description field of all quotes and purchase orders.
 - Multi-region quotes and POs must be split.
 - For multi-year subscriptions, multiply the quantity of each subscription line item by the number of years and specify the number of years in the description fields of quotes and purchase orders.
 - Remember data growth – 15%~40% on average. Customer with 30 TB would be safer buying 35 TB or more.



Retention



1-Year retention – Sample Plan

365 Dailies
52 Weeklies
12 Monthlies
30 Custom

3-Year retention – Sample Plan

1095 Dailies
156 Weeklies
36 Monthlies
30 Custom

- Unlimited retention – Customer to use 1440 recovery points combination as needed.
- RTO / RPO recovery strategy has to be understood by customer.
- We are providing an option for the market requirement.



How to Quote: UDP Cloud Hybrid Secured by Sophos DRaaS

Total data on all protected systems is 35TB, and mission-critical systems need 15TB for VSB and 256GB RAM.

SKU Code	SKU Name	SLP	Qty	Total
NACHCHACSLW2D1S12C	Arcserve UDP Cloud Hybrid Secured by Sophos (Arcserve Cloud) – Front-end data from 11TB to 100 TB (per TB) with one-year retention - Annual Subscription	\$xxx	50	\$xx,xxx
NACHR000SLWCT5S12C	Arcserve UDP Cloud Hybrid Secured by Sophos - Compute from 200 GB to 256 GB (per GB) - Annual Subscription	\$xx	256	\$xx,xxx
Total				\$xx,xxx



Q&A





Arcserve Cloud Backup for Office 365

確保使用雲到雲備份保護Microsoft Office 365數據



數字化的經濟中Office 365的普及



使用Office 365實現數字經濟

- Microsoft Office 365 is the top business application
- Enables productivity, collaboration and communication
- 350 million Office 365 seats
- 56% of companies use Office 365
- 92% of companies don't have Office 365 backup

Top Office 365 applications:











不要假設：Office 365數據已保護



Office 365 Outage Map Live

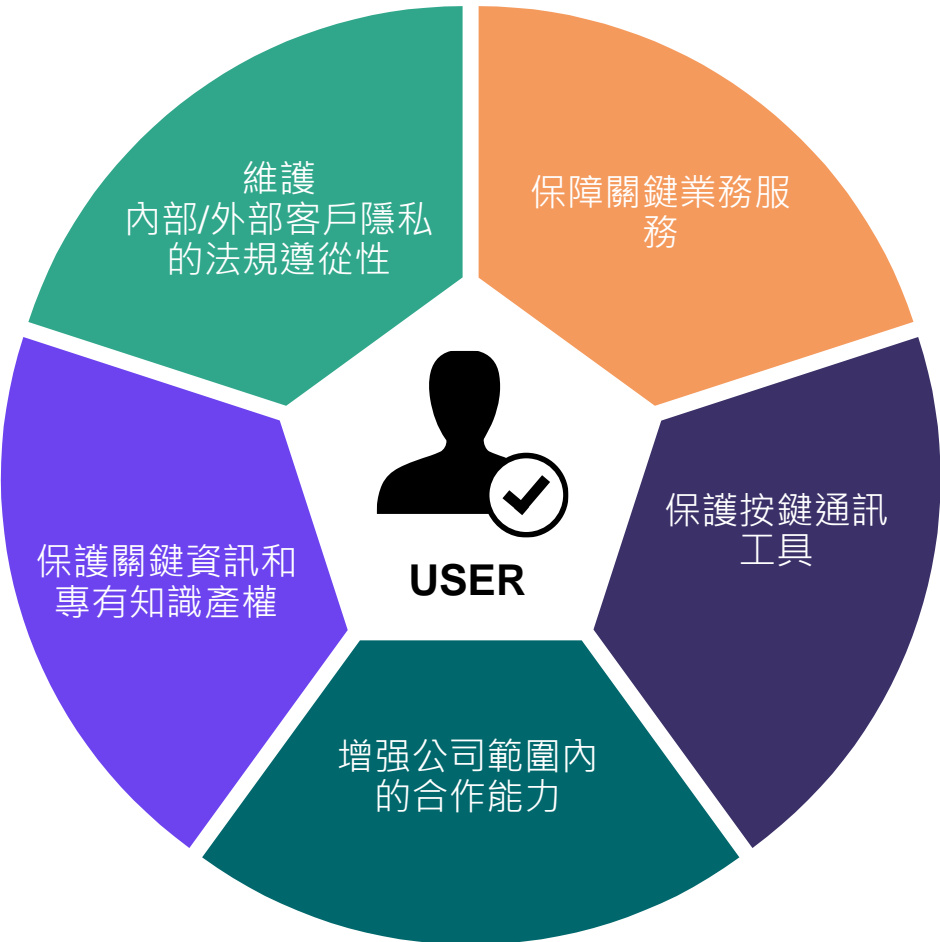
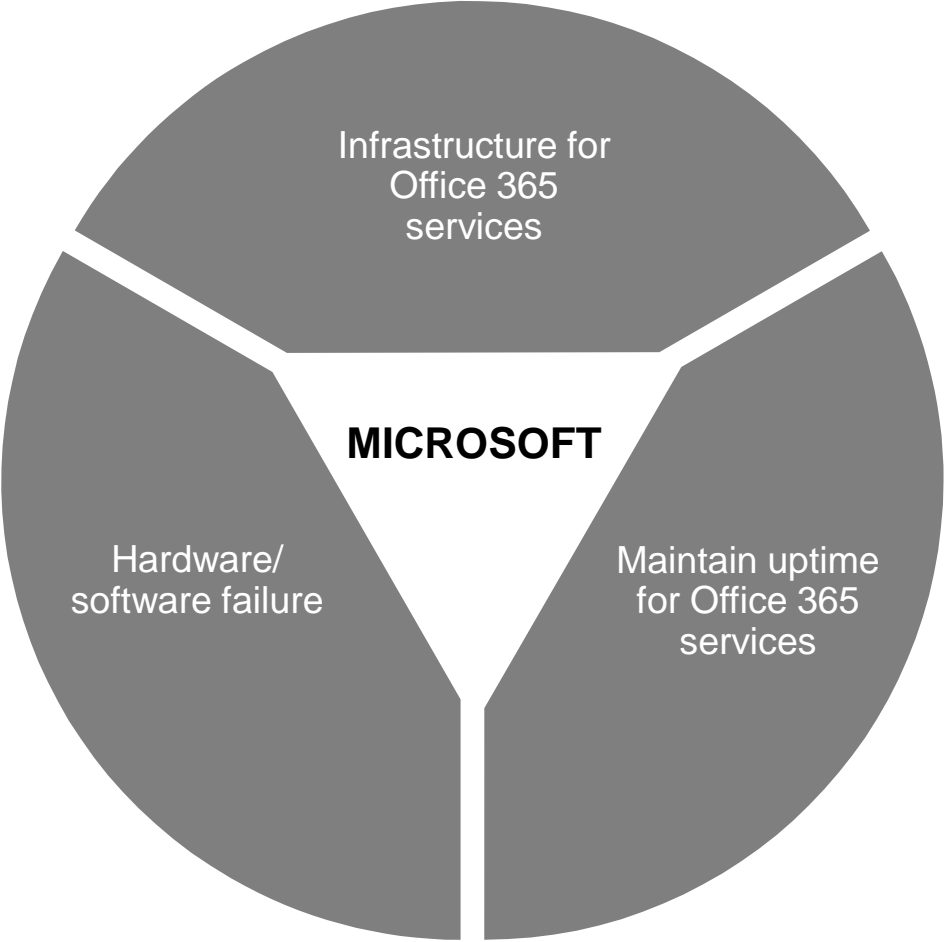


 Nashua	Can't login	May 8
 -	-	May 7
 Yekaterinburg	Can't login	May 7
 Copenhagen	Can't login	May 7
 Kingsville	Everything is down	May 6
 -	Website down	May 5

<https://outage.report/office-365>



Office 365第三方數據保護的案例





確保使用雲到雲備份保護 Microsoft Office 365數據



專為Office 365量身定制

- **新產品！** 雲到雲備份服務。對客戶網絡沒有影響。
- 獨立產品，包括雲存儲和用於備份Office 365的Arcserve許可證
- 保護 Microsoft Office 365 data - Exchange Online, OneDrive for Business, SharePoint Online



產品總覽

確保您的Microsoft Office 365數據受到雲到雲備份的保護，

- 全面保護 Exchange Online, OneDrive for Business 和 SharePoint Online
- 通過高級Sophos網絡安全保護軟件,備份重要的Office 365數據
- 輕鬆還原Office 365數據





Key Features

01

Backup



- Cloud-to-cloud backup
- Store backups in the cloud

02

Restore



- Restore back to Office 365
- Granular recovery

03

Cybersecurity



- Endpoint Protection
- Exploit Prevention

04

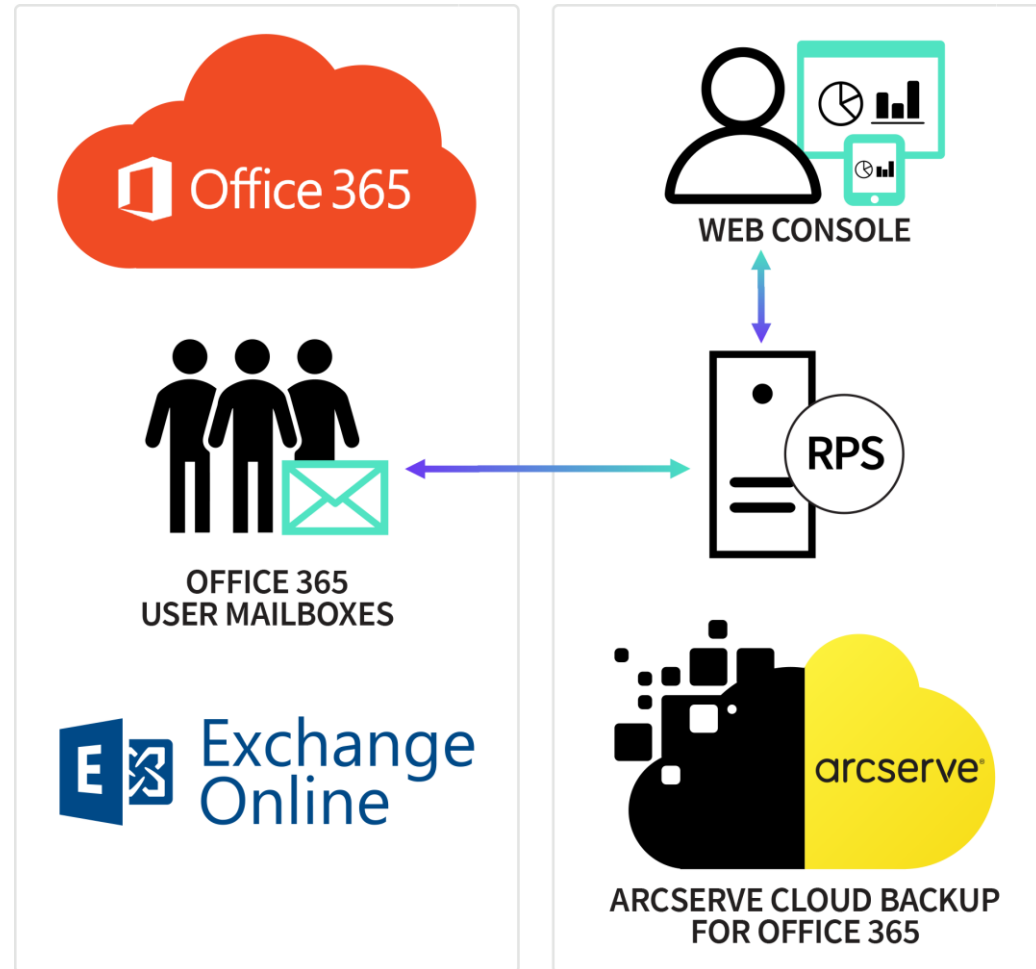
Management



- Unified management console
- Role-based administration
- Policy-based management
- SLA reporting



Arcserve Cloud Backup for Office 365





Arcserve Cloud Backup for Office 365

- Managed cloud-to-cloud backup from Office 365
- Egress included for up to 15GB/user/year; Extra egress optional
- 1-year retention included; Extended/multi-year retention optional

Number of Users
50- 500
501 – 1000
1001+



UDP Licenses for Cloud



Cloud Storage



Egress





How to Quote: Example

Protect 600 Office 365 users with 2-year retention in AWS Stockholm region

SKU Code	SKU Name	SLP	Qty	Total
NACHCHAWSLW2O1S12C	Arcserve Cloud Backup for Office 365 (Amazon AWS) – per user from 501 to 1000 users - Annual Subscription	\$xxx	600	\$xxxx
NACHCHAWSLWOMRS12C	Arcserve Cloud Backup for Office 365 (Amazon AWS) – Retention Add-on per user per year - Annual Subscription	\$x	600	\$xxxx
Total				\$xxxxx

- Notes:
- Please specify the AWS or Arcserve Cloud region in the description field of all quotes and purchase orders.
 - Multi-region quotes and POs must be split.
 - For multi-year subscriptions, multiply the quantity of each subscription line item by the number of years and specify the number of years in the description fields of quotes and purchase orders.
 - Remember company growth. Customer with 500 current users would be safer buying 600 users or more.



Q&A





Arcserve UDP Cloud Direct

Product Presentation



你的商業現實

24%



of SMB's fell Victim to a Cybersecurity breach last year.

71%



Experienced downtime in past 12 months

\$300k



Cost to the business, per hour of downtime

78%



of SMB's do not feel good about their DR plan

96%



of the Fortune 50 publicly announced a Cloud Strategy

35%



Avg. reduction of IT managed costs

59%



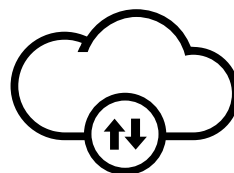
Backup/Recovery workloads not supported by Cloud

38%



of those going to Cloud are driven to enhance Disaster Recovery Capability

現在該進行雲備份和災難恢復了！

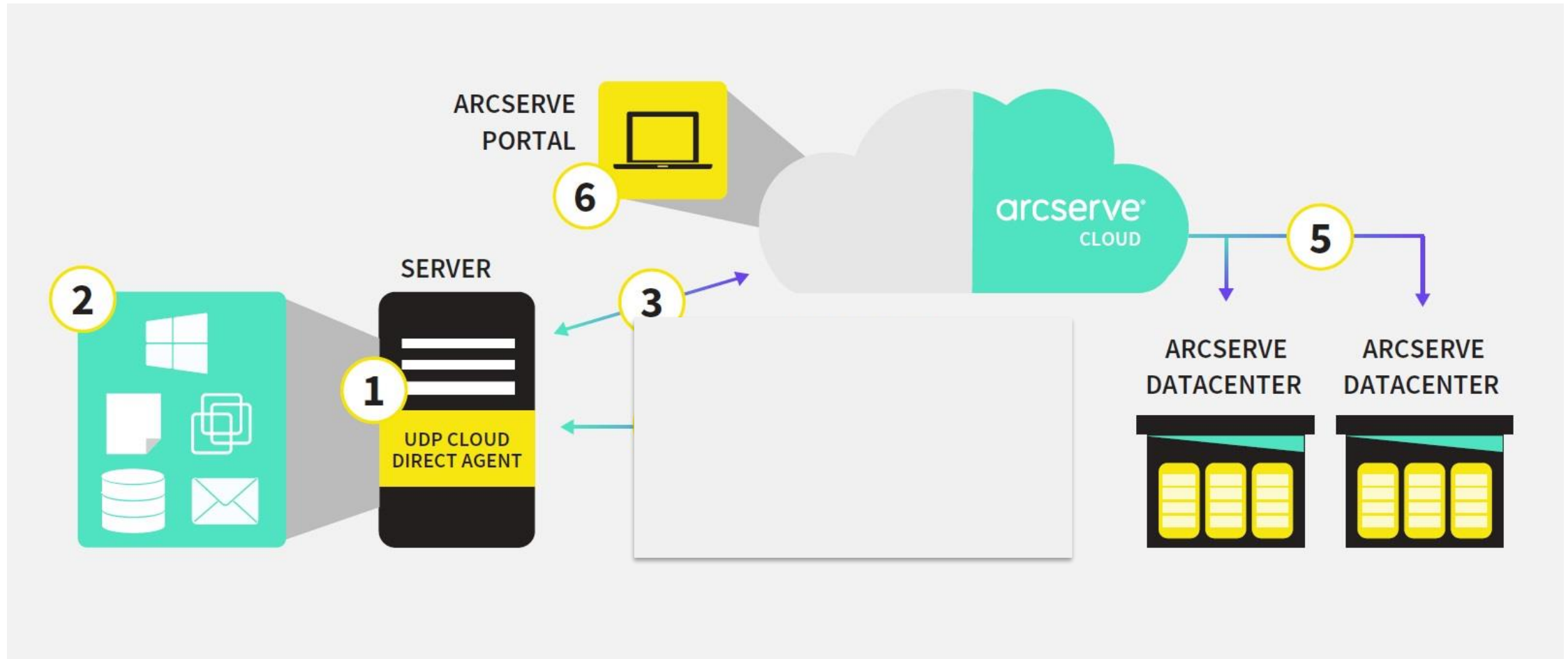


Arcserve UDP Cloud Direct

- 強大，無縫的直接到雲的備份和災難恢復解決方案
- 專為保護分佈式IT環境和遠程辦公室而設計
- 無需本地硬件或管理
- Arcserve業務連續性,雲服務的一部分



Backup as a Service (BaaS)





Backup as a Service (BaaS) Features

Direct-to-Cloud

No intermediary hardware between backups and the cloud.

Built-in WAN optimization

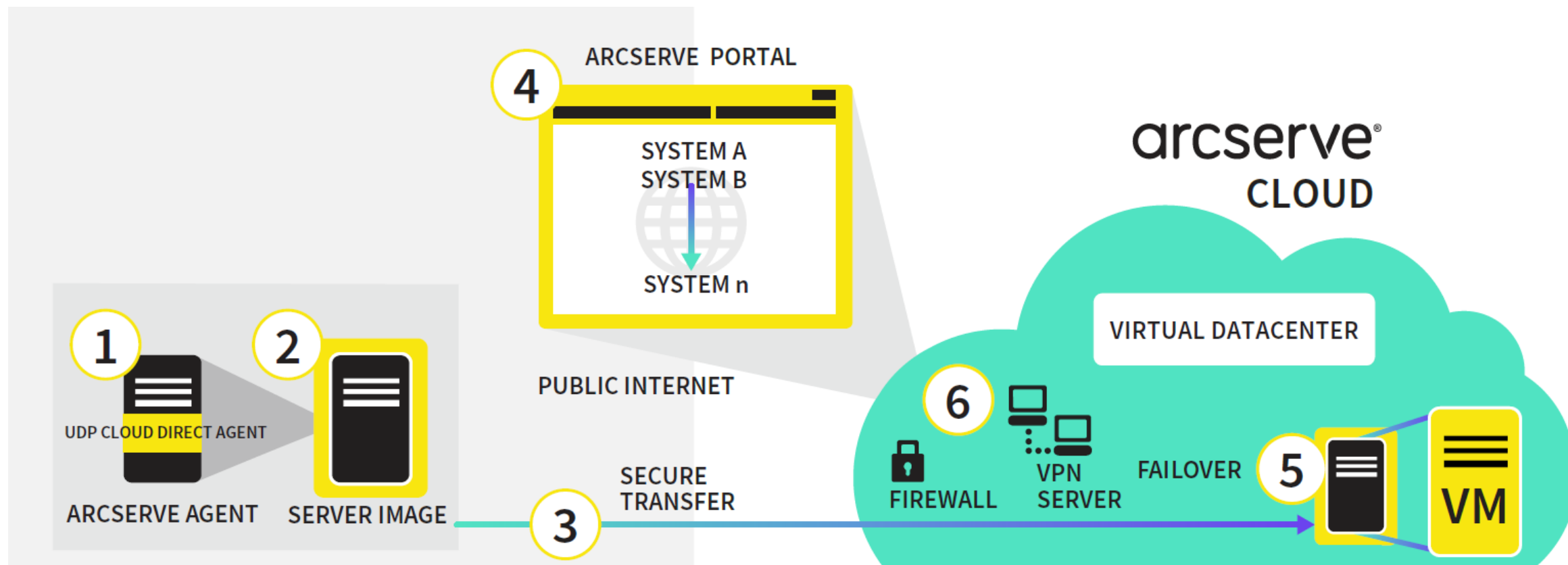
Cloud-first architecture allows for more efficient backup.

Security

Data is encrypted via SSL in transit and AES at rest.



Disaster Recovery as a Service (DRaaS)





Disaster Recovery as a Service (DRaaS) Features

Physical and Virtual Server support

Support for physical servers as well as virtual servers running in VMware.

Windows and Linux support

Support for Windows Server on physical servers and virtual servers and Linux on virtual machines.

Recovery options

Recover virtual instances in the Arcserve Cloud or recover critical data directly from your server image backup.



Arcserve Cloud Data Centers

- **AES encryption** at rest
- **SSL/TLS encryption** in-flight
- Role-based access control
- Self-healing data corruption protection
- **99.9999%** datacenter uptime
- Server and node redundancy
- Multiple 10 Gbit uplinks
- 24/7/365 network operation center



- Manchester, UK
- California, USA
- New Jersey, USA
- Tier-IV equivalent
- Unmarked buildings
- Tall fences
- Biometric security
- Security guards
- Video surveillance
- Mantrap entry
- Motion detection

GDPR, PCI DSS, ISO 9001 and 27001, SSAE 16 SOC Type I & 2, NIST 800-53, FISMA, HIPAA & OHSAS-18001



What's New



Arcserve UDP Cloud Direct

Seamless direct-to-cloud backup and disaster recovery to protect distributed IT environments and remote offices – no local hardware or management required.

Arcserve Business Continuity Cloud Integration

- Back up directly to the Arcserve Cloud
- Manage backup and DR via Arcserve Cloud Console

New Features

- Protection policies
- Assign multiple agent-based sources
- Bulk-actions across multiple protected systems
- Full backup of Microsoft Windows

Monitoring

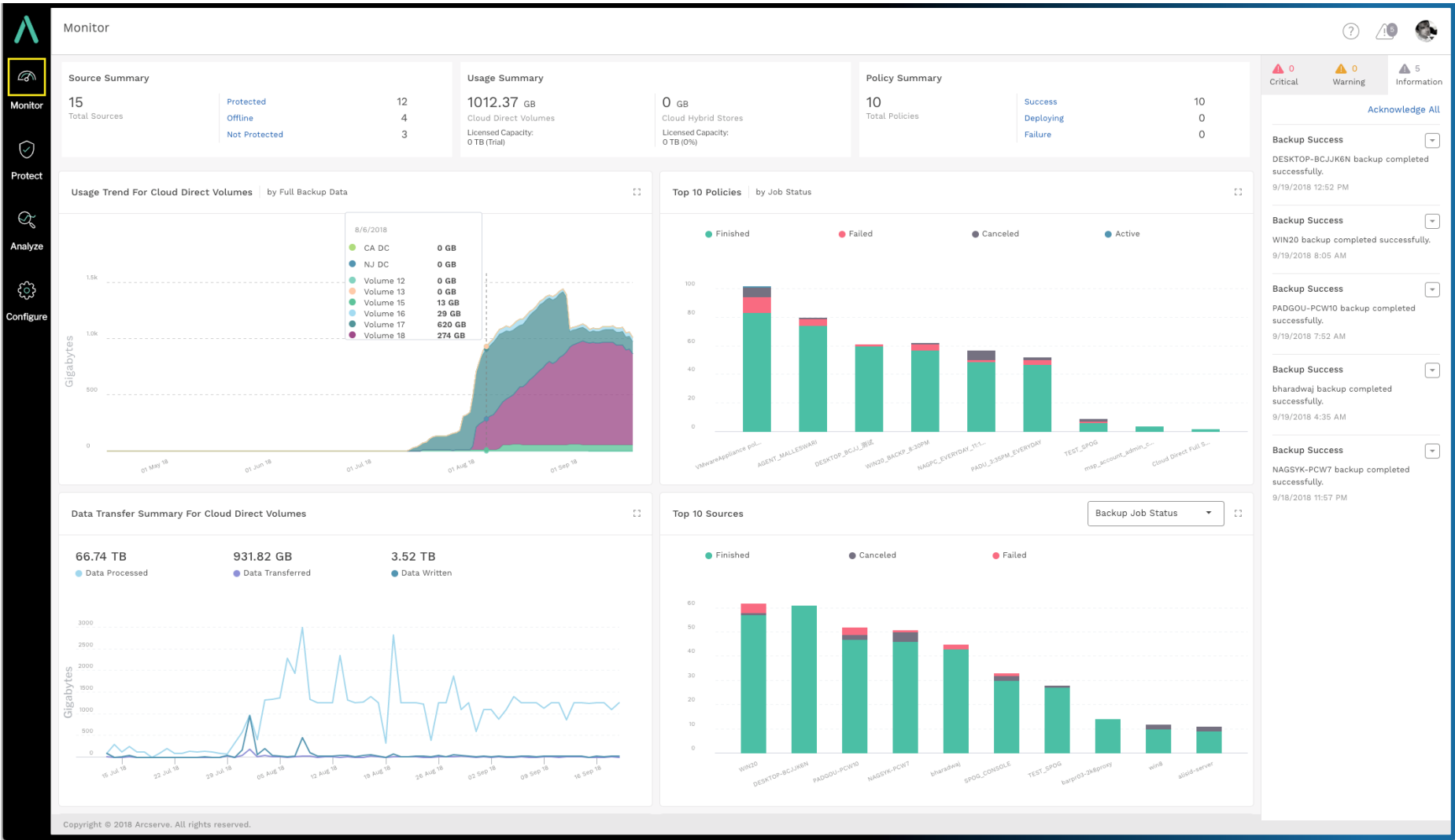
- Customizable dashboards
- Focus on exceptions
- Flexible widgets

Reporting

- Scheduled and on-demand reports
- Backup, recovery, network usage, storage usage

Management

- Less than three clicks for most tasks
- Scalable, policy-based data protection
- Multi-tenancy for service providers and enterprises
- Role-based access control
- White-labeling and interface customization
- Advanced table view customization
- Saved searches





Pricing



Backup as a Service (BaaS)

Storage SKU (TB)	Price / TB / Year (List price)
1-5	\$
6-10	\$
11-20	\$
21-30	\$
31-50	\$
51-100	\$
101-500 +	\$

- » Subscription price for 1 or 3 years
- » Data transfer to or from the Arcserve Cloud is **free & unlimited**
- » Buy the SKU for required Cloud Storage
 - » Buy and add more storage packs if needed



Disaster Recovery as a Service (DRaaS)

Compute	Price/GB/ year
Upto 32GB RAM	\$
Upto 36-64GB RAM	\$
Uptp 68-128GB RAM	\$

- » 1 or 3 year subscription, always available for DR needs (tests or real DR)
- » Multiple Units of Any Size can be combined for required DR Compute resources.
- » Arcserve Cloud Solutions terms & conditions apply for continuous usage of DR



Arcserve UDP Cloud Direct Demo



Q&A





arcserve®