

Veeam Managed Backup as a Service

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Data is a core component in every organization, and securing this data will help to ensure business continuity in case of a natural disaster, security threat or data loss.

Tech Data, in partnership with TB Consulting brings to you a Managed Backup-as-a-Service (BaaS) offering, providing partners with a turn-key, fully-managed backup solution that helps fill the gap for backup operations excellence, while eliminating concerns associated with data recovery.

How it Works?

Continuous management of your client’s environment is provided to securely backup on-premise or cloud data, to then copy it to a secured cloud environment for off-site protection. Our suite of tools and managed support services ensures data recovery with the dependability, elasticity and cost-effectiveness of the cloud.

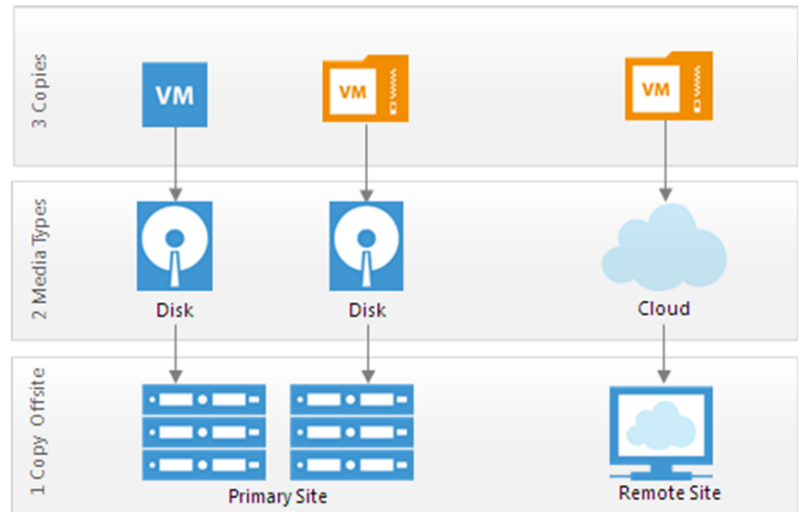
We plan and manage backup and recovery processes, and simplify IT operations, in addition to reducing capital expenditures through monthly billing.

Benefits to the Partner

- ✓ **Scalability & Agility:** Easily scales with your client’s business. By offering tailored on-prem, hybrid and multi-cloud solutions, you can virtually manage any customer environment regardless of their size.
- ✓ **Optimizing Value:** This solution leverages cloud technology, making it a cost-effective solution compared to traditional backup strategies.
- ✓ **Customer Experience:** Recovery and data loss avoidance capabilities and self-documenting disaster recovery plans are provided within the service. In addition, our white glove service increases credibility and enhances your trusted advisor status.

The 3-2-1 Rule

- 3:** You must have at least three copies of your data: the original production data and two backups.
- 2:** You must use at least two different types of media to store the copies of your data, for example, local disk and cloud.
- 1:** You must keep at least one backup offsite, for example, in the cloud or in remote site.



Benefits to the Customer

- ✓ **Zero Downtime:** Your customer’s data is their most valuable asset. Downtime due to data loss is devastating for any business, therefore we will monitor and respond to requests immediately to mitigate downtime risk.
- ✓ **Secure, Fast & Efficient:** Our automation platform and expertise enables the execution of backup and recovery of critical data faster and more efficiently, with encryption in-transit and at-rest, and managed by our 24x7x365 support team.
- ✓ **Excellent Customer Service:** We ensure 100% client satisfaction. Your customers can rest at night knowing their data is in great hands.

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Features and Benefits

Service	Features	Benefits	Expected Outcome
Security	Air gap & insider threat protection features	Ensures your organization can survive a ransomware attack	Provide secure, reliable disaster recovery for your critical data points
Backup Office 365 Data	Enhanced backup capability of Microsoft Azure and Office 365 data	Provides advanced backup and restoration capabilities with custom retention periods beyond 30 days	Protection of client data, hosted in a safe and resilient public cloud
Cloud Technology on any Hypervisor	Native backup and restoration integration with major hypervisor vendors and cloud providers: Nutanix Enterprise Suites (AHV, Mine), VMware, and Hyper-V environments	Our open ecosystem offers flexibility, never locking your infrastructure into a single model or cloud provider	Robust backup services that work with a wide variety of infrastructure, including mixed hypervisor environments
Managed Services	Fully Managed Data Protection Services, including licensing, operations, implementation, and support cost that are all included in a flat monthly fee	Solution is tailored to fit your client's business needs – built on a modular and scalable platform, enabling unlimited capacity scale; Our model is purpose-built to reduce the 'per TB' cost vs. incumbent investments	We monitor the success of backup jobs, performance, capacity, and validate your data to ensure that it can also be restored successfully...every time
Operational Excellence	We provide white glove experience and thrive on our long-term partnerships with customers that trust us for all their IT solutions. We bring proven enterprise-grade solutions to enable digital transformation for our clients	We offer verified recovery and data loss avoidance capabilities, along with self-documenting disaster recovery plans; our fractional consumption models make advanced capabilities a reality at a reasonable price	Happy and referenceable customers, our solutions facilitate growth, reduce risk and complexity, and protect revenue streams
Off-site Backup Target	Increased, mission-critical-grade protection of data, which can alternatively be air-gapped and stored in a secure vault for additional protection	Meets or exceeds most prevalent security framework requirement; clients can expect a true 3-2-1-1 data protection solution that guarantees success	Secure delivery of a third copy of backup data that is protected and available as needed, should the primary and secondary copies become compromised
Value-added services to partners	-Real ROI Calculator -BaaS Service Cost Calculator -Security Risk Diagnostic Report	We outline a BaaS solution based on client's needs by identifying and highlighting key security risks; we provide an accurate ROI deliverable clients can use to justify the cost of our BaaS solution	Arm your clients with accurate information that can help them scope, size, and ultimately justify their purchase of a BaaS solution

Contact Us Today!

To learn more about this offering, please contact your Tech Data Cloud Specialist. You may also contact us at CloudServicesUS@techdata.com.

