

# Veeam Software and Drobo SAN Storage

## The Best VM Backup is ALSO the Simplest and Most Economical

### BUSINESS CHALLENGES

- Virtualization increases data protection importance
- Traditional data protection is not optimized for virtualization
- Virtualization requires costly and complex SAN storage
- Traditional SAN storage is difficult to manage and scale

### VEEAM + DROBO BENEFITS

- Software is designed for virtual environments
- Hardware is designed for breakthrough ease, scale, and affordability
- Proven solution and VMware Ready certified
- Instant VM recovery restores entire machines in minutes
- Runs VM directly from backup image
- Instant file-level recovery from any virtualized application
- Built-in deduplication reduces backup-storage requirements
- Intelligent RAID management automates storage infrastructure and protection
- Instant expansion for efficient “pay as you grow” storage
- Advanced thin provisioning simplifies capacity planning
- Entry cost enables any organization to afford #1 VM backup

### Veeam Software and Drobo SAN Storage

Veeam Software and Drobo SAN Storage combines the top-rated software for virtual machine backup and replication with simple, automated SAN storage arrays. The result is an innovative and unique solution that fits any budget, from small to medium businesses, workgroups, and departments in larger organizations.

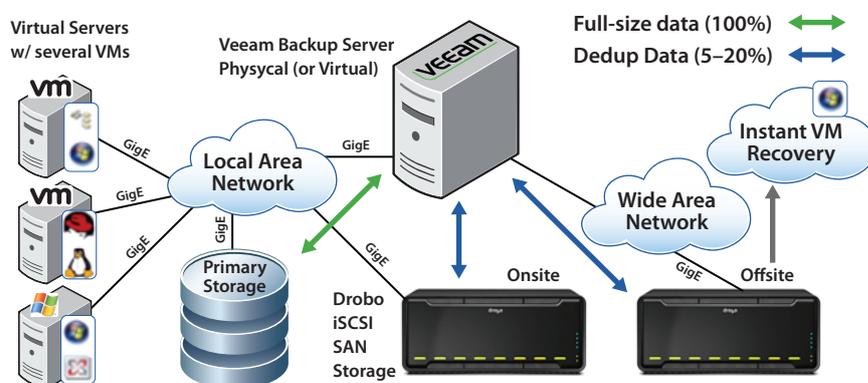
### Business Needs

Virtualization is no longer just about reducing server hardware costs. By eliminating the “single-server, single-application” model, virtualization gives IT the flexibility to efficiently manage resources and applications. Along with great benefits, virtualization also brings new challenges and requires new storage and data protection approaches.

### Technical Challenges

Traditional data protection tools designed for backing up physical servers do not provide the flexibility or performance required for a virtual infrastructure. Once the decision to move to a virtualized environment has been made, IT managers need to develop a strategy for backing up, replicating, and restoring virtual machines (VMs)—to meet the critical recovery time objectives (RTOs) of the business.

Not only does this require data protection tools designed for virtual infrastructures, but also reliable backup storage that delivers sophisticated protection to rapidly recover VMs. Backup storage must be affordable and simple to manage so IT can focus on delivering services and leveraging virtualization.



## SUPPORTED ENVIRONMENTS

- Backup storage for VMware and HyperV
- Production or test development
- Gigabit Ethernet LAN
- Great fit for VMware Essentials Plus Kit
- Direct SAN Access mode recommended

### Drobo Model B800i



### Drobo Model B1200i



## RECOMMENDED HARDWARE

- Drobo B800i for backup price/capacity
- Drobo B1200i for backup and Tier 2 primary
- VM host can be backup server, but a physical host serves better for compression and deduplication
- For more information see the detailed How-To Guide @ [www.drobo.com/veeam](http://www.drobo.com/veeam)

## Veeam Software Solution

Run a virtual machine (VM) directly from the backup file stored on Drobo, without having to first restore the backup to primary storage. Drobo's data-aware tiering technology recognizes the "hot" data on the now live VM and automatically promotes it to the fastest drives in the array. This ensures optimal performance until primary storage can be brought back online.

Unlike slower tape-based backup solutions, Drobo's disk-based solution deployed with Veeam lets you recover and restore individual files or objects for any virtualized application directly from your backups or replicas in seconds. Veeam patent-pending Universal Application-Item Recovery (U-AIR) technology uses native permissions, without putting agents on applications.

## Drobo Hardware Solution

**Instantly Scale Backup Environment:** Drobo BeyondRAID™ technology allows you to add or upsize drives on the fly. Additional storage is automatically added to a common pool and made available to Veeam within moments, unlike traditional RAID, which can take hours—or even day—to bring additional storage online.

**Advanced Thin Provisioning:** Veeam can leverage thinly provisioned volumes, while most other solutions require close individual volume monitoring to prevent running out of physical storage. Drobo Smart Volume™ technology pulls from a common pool of storage, automatically allocating physical storage as required to ensure that individual volumes never run out of physical storage.

**Compelling Economics:** You can enjoy all of the robust capabilities of VM backup without paying the same price as you pay for premium storage capacity. The simplicity and automation of Drobo storage drives down operating expense, and BeyondRAID provides "big storage in a small box."

## Joint Solution

**Affordable Onsite and Offsite Protection:** Veeam Backup & Replication is a single solution, at one price. Combine Veeam software with cost-effective iSCSI SAN from Drobo, you get the flexibility to replicate VMs onsite for high availability, offsite for disaster recovery purposes, or both. Comprehensive data protection has never been so affordable!

**Built-In Deduplication:** Leverage Veeam's built-in deduplication capabilities to shrink backups, increase the efficiency of Drobo storage, and further reduce overall costs. Veeam source-side deduplication lets you publish deduplicated backups as standard VMDK files. Reducing data size also enables more efficient offsite DR by reducing WAN traffic.