Veeam + Cisco Better Together Value Proposition:

A modern, high-performance solution for next generation datacenters

Veeam® and Cisco UCS enable *Availability for the Always-On Enterprise*™ with cutting-edge technology for today's modern data centers. The combination of Veeam Availability Suite™ and Cisco UCS allow users to meet the most stringent recovery time and point objective (RTPO™) required for tier-1 applications; less than 15 minutes for most workloads. Veeam is the perfect companion for pre-validated converged infrastructures utilizing Cisco UCS and networking including FlexPod, FlashStack, and Vblock. Veeam also is a complement to Cisco HyperFlex with native integration delivering lower RPOs without impacting production. Together, Veeam and Cisco help customers realize the full potential of virtualization, converged and hyperconveged infrastructure by minimizing risk, decreasing downtime and easily adapting to business changes.

Cisco UCS and Veeam

Veeam and Cisco UCS bring together high-performance Availability and reliable data protection to modernize your data protection strategy. This high-scalable combination is designed to meet the ever-increasing demands placed on today's modern data center and staff. Cisco UCS offers high performance and disk density which complements Veeam Availability solutions, offering:

- Pre-validated configurations sized & tested

- Easy to deploy and scale

- Rapid restores for critical applications

- Verified protection

- Cloud ready to support cloud backup and replication without requiring investment in a second site

Veeam directly aligns and complements Cisco UCS with:

- A storage-agnostic architecture that allows IT administrators to choose any pre-validated UCS configuration, or create a reference architecture based on Cisco servers and storage from other providers

- Enterprise-level, near-continuous data protection featuring the best RTPOs for both VMware vSphere and Microsoft Hyper-V environments for ultimate reliability, flexibility and performance

- Over 50 recovery options from one agentless backup and management solution including 1-Click Restore for VMs and files, Instant VM Recovery® and easy recovery of Microsoft Exchange, SharePoint, SQL and Active Directory items with Veeam Explorer™

CISCO™

- Offers unmatched price and performance delivering 29% higher performance at 49% lower cost that other leading solutions

- Veeam and Cisco have reference architectures allowing customers and partners to create a pre-validated, easy-to-deploy solution that combines Veeam and Cisco UCS storage servers.

- Streamlines your data protection strategy with a solution designed for performance, flexibility, ease of management and reliability

Cisco HyperFlex Systems and Veeam

Veeam complements Cisco HyperFlex hyperconverged systems to deliver data Availability, protection and disaster recovery for virtualized environments. HyperFlex provides high availability for the cluster by mirroring data within the cluster, and proactively self-healing in case of hardware failure. Veeam is the first and only vendor to offer HyperFlex native snapshot integration that delivers efficient VM backup and replication to dramatically lower the recovery time objective (RTO) and recovery point objective (RPO of <15 minutes for ALL applications and data without impacting the performance on production systems.

Veeam replication between HyperFlex clusters, both local and distributed, provides site-level DR. Veeam also provides backup and recovery at the VM- and item-level for instant recovery from more common, day-to-day problems. These isolated Veeam managed backups, stored on secondary storage, cloud or tape, allow organizations to meet both internal and external data protection and recovery.

Veeam leverages HyperFlex Snapshot based backups to achieve:

- Agentless Application Aware Backup (AD/Exchange/SharePoint/SQL/Oracle/…)

- Minimizes the typical VMware backup API performance impact on production VMs during backup

- Improves RTO and RPO times with technologies like Instant VM Recovery™ out of Veeam backups

- More than doubles the possible backup speed compared with standard VMware API backups

Why sell Veeam with Cisco?

- **Cisco has strong brand recognition in commercial and enterprise accounts**

- **Storage agnostic:** add to pre-validated UCS configurations or allow users to create a reference architecture based on Cisco servers using other storage

- **Unmatched price and performance with Cisco UCS and Veeam**

- **Unique native snapshot integration for lower RPOs**

- **Best-in-class backup and replication**