

Pivot3 and Veeam

Smarter Infrastructure Delivers Better Availability Solutions

KEY CHALLENGES

- Ensuring Backup Best Practices are met
- Delivering Recoverability Testing Non-Disruptively
- Meeting Application Recovery Time and Recovery Point Objectives (RTPO) Every Time

SOLUTION

- Modular, Flexible Architecture – Fits Any ROBO Requirement
- Non-Disruptive Recoverability Testing
- Highly Efficient and Highly Performing Disaster Recovery Platform

BUSINESS BENEFITS

- Up to 94% Storage Efficiency
- Seamless Integration with Existing Infrastructure
- Automated DR Testing with Veeam SureBackup
- Centralized DR Management

Application availability is critical for organizations, and while infrastructure resilience is a key part of the solution, it is vital to have a well-documented and tested availability solution for your datacenter. One of the most common Disaster Recovery (DR) best practices is the 3-2-1 rule.

The 3-2-1 rule is defined as:

- Organizations should keep three [3] copies of their data.
- That data should reside on two [2] different forms of media.
- One [1] copy of that data should be kept offsite.

Pivot3, a leader in hyperconverged infrastructure (HCI) and Veeam, a leader in Availability for the Always-On Enterprise™, offer a best of breed solution for all availability requirements, solving the most common DR challenges for multiple use cases.

Datacenter Based Backup

One of the key aspects of any DR strategy is the ability to test, with minimal disruption, the recoverability of the application backups you take. By using Pivot3's simple-to-deploy and easy-to-manage HCI with the Veeam SureBackup feature it is possible to provide an availability testing area away from the production area. In this area, VMs can be recovered, tested for functionality, and shut down, without the need for downtime or maintenance windows, and without disrupting the production infrastructure.

Pivot3's HCI provides a highly efficient backup target and much greater performance on restores than dedicated backup appliances to deliver faster Recovery Time & Recovery Point Objectives (RTPO's).

Remote Office, Branch Office (ROBO) Backup

There are many difficult decisions that an IT administrator must make when dealing with Remote Office, Branch Office (ROBO) sites, and backing up the data created within those sites. When datacenter centralization is ineffective, due to struggling WAN connectivity, or poor edge application performance, an administrator will often implement critical applications locally. This presents its own challenge: how do administrators implement backup best practices and provide a simplified IT infrastructure without readily available skilled IT staff on site?

VALIDATED SOLUTIONS REDUCE RISK AND SPEED DEPLOYMENT

Technology Partners Pivot3 and Veeam work together to innovate the way businesses address availability. Together, through a combination of smarter hyperconverged infrastructure solutions and availability technologies, Pivot3 and Veeam invest in validating, documenting, deploying and supporting joint solutions and services required for businesses to operate 24x7x365.

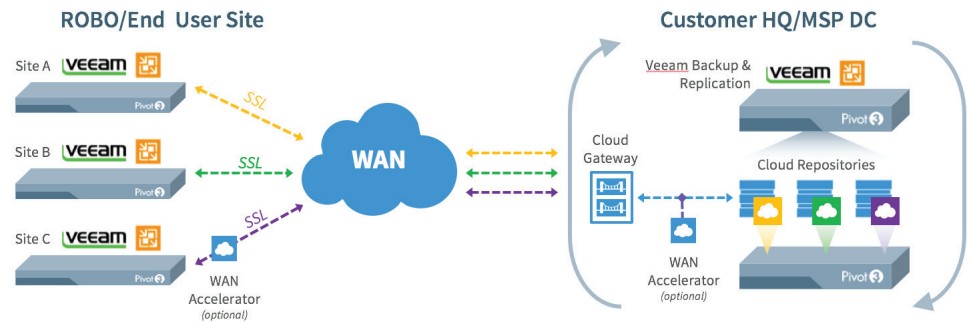
Pivot3's modular HCI systems provide local backup appliances for each ROBO site that offer centralized management, resilience and the ability to automate recoverability testing with Veeam SureBackup without disrupting critical local applications.

Pivot3 HCI and Veeam CloudConnect

Pivot3 can be deployed on a range of form factors and hardware providers to meet the ROBO footprint deployment requirements that any organization may have. From 1U nodes capable of delivering a backup appliance to fully-functioning 2U nodes that deliver an entire ROBO infrastructure, Pivot3's flexible design enables seamless integration and non-disruptive expansion.

With Veeam Cloud Connect, Pivot3 is able to non-disruptively connect users to a MSP partner or the public cloud for offsite backup and still maintain the 3-2-1 best practice rule by providing a local repository for onsite backups.

Sample Veeam Architecture



Together, Pivot3 and Veeam deliver high performance, scalability and resilience to help MSPs meet and exceed their requirements for cost and uptime.

With Pivot3's industry-leading architecture, MSPs now have the opportunity to build a modular, highly efficient and scalable datacenter. These efficiencies, while maintaining performance and enhancing the protection of customer data, allow an MSP to operate with greater business flexibility, test new markets without penalty or risk and deliver a greater level of service to customers than ever before.

For more information, contact your Pivot3 representative or visit Pivot3.com