

# drobo

## The Best VM Backup Can Also Be Economical

### The #1 rated solution for virtual machine backup using Drobo for disk-based backup storage and Veeam Backup & Replication™ v5

#### Customer Challenge

Virtually no one is happy with their backup strategy and architecture. The same applies to backup of virtual machines. Server virtualization initiatives are undertaken to reduce costs while also increasing service levels, yet traditional backup cannot do the same for VMs. There are several problems with using the same classic tools and approaches used to back up physical servers to back up virtual servers—as IT managers have discovered—from lack of deduplication capabilities to a dependence on multiple application clients to limits on what can be restored from a backup image. It's clear that a new approach is needed to achieve a cost-effective backup solution for virtual machines with a quick and easy restore.

Consider what resource is scarcest in IT today. It is not capacity or performance since server virtualization exists to use available capacity in the most effective way. Time is arguably the scarcest resource in most IT operations. Shorter backup windows are the requirement, and what IT managers want is flexibility to restore an entire VM, an individual guest or VM file, or specific application or user data in a matter of minutes—all from the same image-level backup. Easy trumps complex when it comes to backing up VMs.

#### What You Will Need

Comparing SAN solution alternatives for storing Veeam backups, products used as primary storage for VMs provide no better level of service and are always more complex than Drobo resulting in elevated capital expense, which is unnecessarily given the price/capacity characteristics. Drobo is a perfect choice for storing VM backups in any sized deployment—and as a bonus IT will also experience lower operating expenses.

#### The Solution

It starts with disk as backup storage. To get the full value of server virtualization and mobility, a SAN is a must; shared primary storage networked among all virtual servers. Shared disk storage also provides benefits for backup compared to classic tape backup. Disk is much faster in terms of both throughput and locating and starting a restore job. Having the ability to restore from many different restore points on disk media is a tremendous advantage and really helps minimize recovery times. Today no one wants to manage tape, and with Veeam, you can use any iSCSI storage instead of having to invest in virtual tape to get the benefits of disk-based backup.

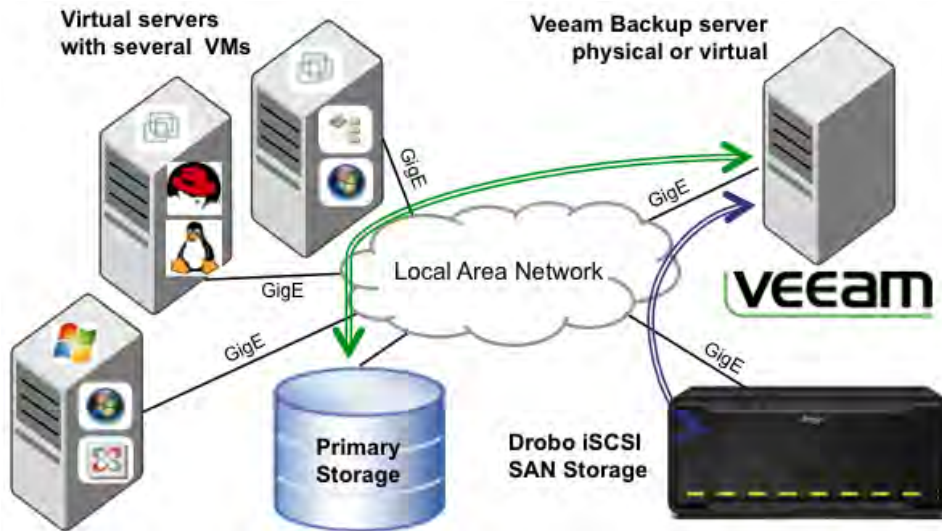
As the #1 solution for virtual machine backup, Veeam combined with disk-based backup storage offers the capabilities that IT managers want and need. Instant VM recovery restores an entire machine from backup in a matter of minutes, a big help in lowering recovery times and enabling testing and verification. IT admins have the ability to start a virtual machine directly from its backup. Veeam also lets you recover individual objects from any virtualized application, enables file-level recovery, and allows users to restore their own files. Veeam has replication services built-in, as well as built-in de-duplication and compression.

#### Highlights

- Very rich disk-based backup solution with attractive price to capacity ratio at all sizes
- Easy-to-use solution built with VMware Ready components and certified by Veeam
- Sophisticated disk for Tier 2 secondary storage in medium to large environments
- One image-based backup solution for all types of restores, with de-duplication built-in
- Additional iSCSI SAN capacity that can be used for test, development, and migrations
- Perfect alignment with Veeam Essentials where Drobo® is primary and secondary storage

What You Need	Veeam with Drobo SAN Storage for Business	Veeam with Other SAN Storage
8TB or 12TB of iSCSI SAN storage to start	<b>30-60% lower cost</b> by creating a genuine tier for VM backup, or sizing storage for SMB	Capacity or ability to grow may already be available on tier 1 storage, but at the wrong price/capacity ratio.
The Big Difference	<b>&gt; \$5,000 lower</b> to start, both the software and hardware and the best ease-of-use on the market	Limited flexibility when expanding, lower capacity and higher cost storage that work no better for backup

# Drobo Solution Summary



## Where Drobo is Different

To consolidate storage for disk backup while enabling virtual machine mobility, SAN storage is a must. And while everyone wants faster backup and recovery of virtual machines, many cannot make the considerable investment in classic backup tools or expanding their existing SAN storage. Even the lowest-cost iSCSI storage and entry licensing for VM backup are expensive by most measures.

Drobo provides superior data protection with BeyondRAID™ technology in a package that is very affordable. Without the cost burden of unnecessary built-in features, you have the freedom to combine best-of-breed technologies tailored to your environment. Combining Drobo for disk backup makes for a solution that costs less to deploy and less to grow and manage over time.

Incredible ease-of-use is a huge plus that saves on operating costs. Both Veeam and Drobo offer IT managers cost advantages with simple yet sophisticated features for any sized deployment. For smaller organizations, who are especially budget constrained and need to avoid complexity, Drobo is perfect primary storage for VMware Essentials or Essentials Plus.

Veeam Essentials is a specially priced bundle of Veeam products exclusively for smaller VMware customers in environments that can leverage Drobo for backup storage as well as for primary storage.

## More Information

Solution How-To Guide @ <http://www.drobo.com/veeam>

**Want to try it?** Free 30-day risk-free evaluation @ [http://info.drobo.com/free\\_eval](http://info.drobo.com/free_eval)

**Want to buy it?** Ask your preferred reseller, or visit [http://www.drobo.com/where\\_to\\_buy](http://www.drobo.com/where_to_buy)

## How To Build It

To perform disk-based backup with de-duplication before your next backup window:

1. Install Drobo Dashboard on a management server (can be on a management server or a VM)
2. Deploy SAN storage device, easy automatic setup with Drobo, configure Smart Volumes
3. If you haven't already done so, install Veeam Backup & Replication v5. Using the Direct SAN Access method in Veeam is preferred because it takes advantage of VMware Storage APIs, and backs up the VM datastores directly without going through the ESX/ESXi host.
4. Drobo volume(s) on server, and use Microsoft iSCSI Initiator to connect to datastores
5. If not previously completed, add vCenter server in Veeam, then create new Veeam Backup job(s)
6. Run a backup with de-duplication and test the restore. You are now doing easy VM disk backup and the absolute fastest and easiest restore!

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