



## Backup and Recovery for VMware infrastructures

### Virtual is not physical, why you should care?

Backup and recovery must be reconsidered for VMware infrastructures. They imply **new challenges** like VM sprawl, lack of flexibility and performance, difficulties to respect backup windows, as well as, **new opportunities** such as multiple backup options, granular recovery options, from Single File Restore to simplified Disaster Recovery. Protecting a virtual environment is not limited to the backup of the VMs, there are also needs for storage optimization and efficient application protection.

#### SLA under pressure?

- Backup windows for the pool of VMs no longer respected?
- Can't perform backup in the middle of the day, or several times a day, without an impact on other VMs applications?
- Not able to provide granular recovery options for the VMs?

The Bull solution leverages multiple backup and recovery options for protection, from file level up to disaster recovery capabilities. It contributes to offloading backup operations.

#### Unacceptable risks?

- 100% reliable access for VMs not achieved?
- Data stored on a common storage array?
- Complex administration, monitoring and recovery of the VMs?
- VM sprawl? Reliability of the VMware infrastructure? Complexity?
- Application consistency in the VMs?

The Bull solution uses five proven storage array systems and network design

with clear administration and monitoring tools, integrates automated VM discovery, reliable backup with optional application agents and efficient recovery. It benefits from certified experts consulting, relying also on lab demonstrations and proven robust backup solutions.

#### TCO too high?

- Have no centralized management of the backup operations?
- Exponentially increasing costs due to VM proliferation and to the fact that most of backup methods for virtualised environments rely on disk backup?

The Bull solution uses a single provider, proposing backup and recovery solutions for both physical and virtual servers, from a unique H/W console management. This integrates backup optimization technologies such as deduplication, thin provisioning, HSM (Hierarchical Storage Management). Moreover, they offer the capability to backup on tapes /library or VTL.

Bull Vision Services & GlassHouse methodology for Audit, Assessment, PRS, Monitoring



Architect of an Open World™

You are a future VMware customer or a current one who:

- Has deployed virtualised applications, without any special policy or strategy regarding the backup and recovery of VMs,
- Has decided to move his enterprise applications (i.e. Database, messaging, ERP, CRM) to a x86 virtualised infrastructure and novascale bullion.

- Bull is able to deliver an end-to-end backup and recovery solution both for virtual and physical servers: from audit to maintenance
- For VMs, Bull can compare and deliver a full range of backup (including tapes and libraries/VTL) and recovery options addressing different needs
- Bull provides more than services alone: 100+ customers references / projects and 50+ certified experts (multi-environment : EMC, NetApp and Optima – VMware, Hyper-V and Citrix)
- Bull proposes POC and VM backup recovery capabilities demos (labs, state-of-the-art, StoreWay Solution Center)

Questions	Facts	Bull offers	Best choice to
<ul style="list-style-type: none"> <li>• How are you currently protecting data and applications in your virtual environment and across your enterprise?</li> <li>• Do you find that installing traditional backup agents on the VMs satisfies your needs? How does this impact the resource utilization on physical hosts?</li> </ul>	<p><i>'67% of the respondents said that server virtualization has an impact or major impact on their backup/data protection strategy'</i> 2009 Forrester survey for IT decision-makers</p>	<ul style="list-style-type: none"> <li>• A full range of backup and recovery options to address different needs, e.g. LAN-free or server free backup and agent-less recovery,</li> <li>• Backup/recovery methods both valid for virtual and physical servers, that can be demonstrated,</li> <li>• Protection of the virtual infrastructure and data with backup, recovery and replication solutions with no impact on performance.</li> </ul>	<ul style="list-style-type: none"> <li>• Invest on the long term with best technology choice, avoiding to propose 'last minute' budgets to the CIO/CFO,</li> <li>• Feel confident about his VMs backup and recovery operations,</li> <li>• Provide different recovery service levels to his users.</li> </ul>
<ul style="list-style-type: none"> <li>• Do you consolidate and automate data management across physical and virtual environments?</li> <li>• What is the growth rate in data volumes and does it affect your network bandwidth?</li> <li>• Do you need database consistency for your backup?</li> </ul>	<p><i>'54% say server virtualization has forced storage re-architecture, and 57% of those will re-architect in the next 12 months'</i> 2009 Gartner Survey among IT professionals</p>	<ul style="list-style-type: none"> <li>• Data management partner software offering, which enables global deduplication and takes into account major agents for application consistency,</li> <li>• Automated solution for data protection and recovery of virtual machines (VMs),</li> <li>• Provide easy GUI management with a single console for backup management.</li> </ul>	<ul style="list-style-type: none"> <li>• Preserve storage capacity, reduce costs,</li> <li>• Increase operational efficiency,</li> <li>• Relieve VMware administrators from the heaviest workload.</li> </ul>
<ul style="list-style-type: none"> <li>• Do you use VM backups only for recovery? Are these backups also used as disaster recovery (DR) copies?</li> <li>• How does data growth and sprawling virtual environments impact your IT resources?</li> <li>• Is the backup solution fully integrated with the VMware Virtual Center? With VMotion?</li> </ul>	<p><i>'When asked to rank their top three storage challenges in a virtual server environment, 23% of respondents ranked performance, 19% named backup success, and 14% named storage capacity efficiency as their No. 1 challenge'</i> 2009 Forrester Survey</p>	<ul style="list-style-type: none"> <li>• A data management platform that can expand from backup to other functions like replication and Storage Resource Management,</li> <li>• Adaptable infrastructures, with controlled QoS – Quality of Service,</li> <li>• Shared experience on best practices and optimized storage technologies for virtual servers, demonstrations from the StoreWay Solution Center.</li> </ul>	<ul style="list-style-type: none"> <li>• Feel confident in the proven and robust solution,</li> <li>• Provide better services to the users,</li> <li>• Be prepared for a Disaster Recovery plan.</li> </ul>

- For more information and reservations, contact your sales representative or email [storeway\\_contact@marketing.bull.net](mailto:storeway_contact@marketing.bull.net)
- To find out more about the Bull StoreWay Solution Center, connect to [www.storewaysolutioncenter.com](http://www.storewaysolutioncenter.com)

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