Backup Exec™ 15
DESIGNING PROTECTION FOR THE FUTURE, TODAY

Today's Agenda

1. Backup and Recovery Products
2. What's New in Backup Exec 15
3. Backup Exec 15
4. Availability, Pricing & Licensing, Support and Upgrades
5. Learn, Experience and Contact Us

Backup and Recovery Products

1 NetBackup

NetBackup, the trusted choice for enterprises, reduces the staggering complexity of data protection through comprehensive integration at every layer of the stack.

2 Backup Exec

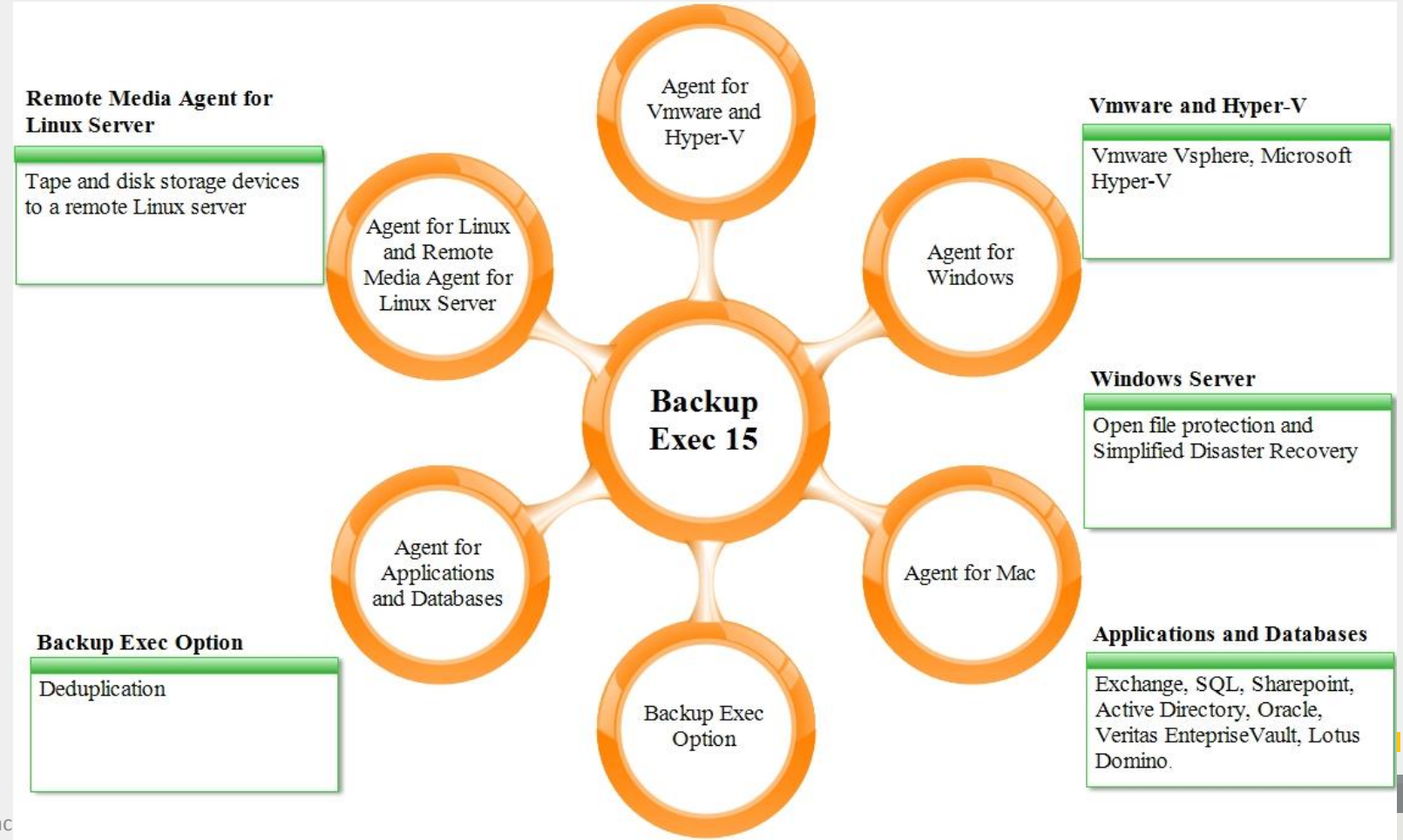
Backup Exec 15 is a leading backup and recovery solution. Easily perform physical or virtual machine backups with fast, flexible recovery capabilities.

Backup and Recovery Products

1 NetBackup

Backup and Recovery Products

2 Backup Exec



What's New in Backup Exec 15?

AWS Storage Gateway VTL support

Support for vSphere 6, ESXi 6.0, vCenter 6.0, Virtual SAN 6.0 and virtual volumes

Enhanced scalability and performance

Support for vSphere 6 security certificates

Fast and easy upgrades & migrations

**Backup Exec 2014 versus Backup Exec 2012 Backup Performance, Symantec Testing (Jan/2014)*

BACKUP EXEC 15
THE BENCHMARK FOR BACKUP AND RECOVERY

FLEXIBLE

Technology that you can count on to protect your business critical data

From VMs, to entire servers, applications or single files and folders

POWERFUL

A backup and recovery engine that outperforms expectations

Meet RTOs and RPOs by significantly reducing the time it takes to backup and recover your data

EASY

A user interface that simplifies backup & recovery

Seamless upgrades, simplified licensing and scalable management of distributed sites

Backup Exec 15

FLEXIBLE

Technology that you can count on to protect your business critical data

From VMs, to entire servers, applications or single files and folders

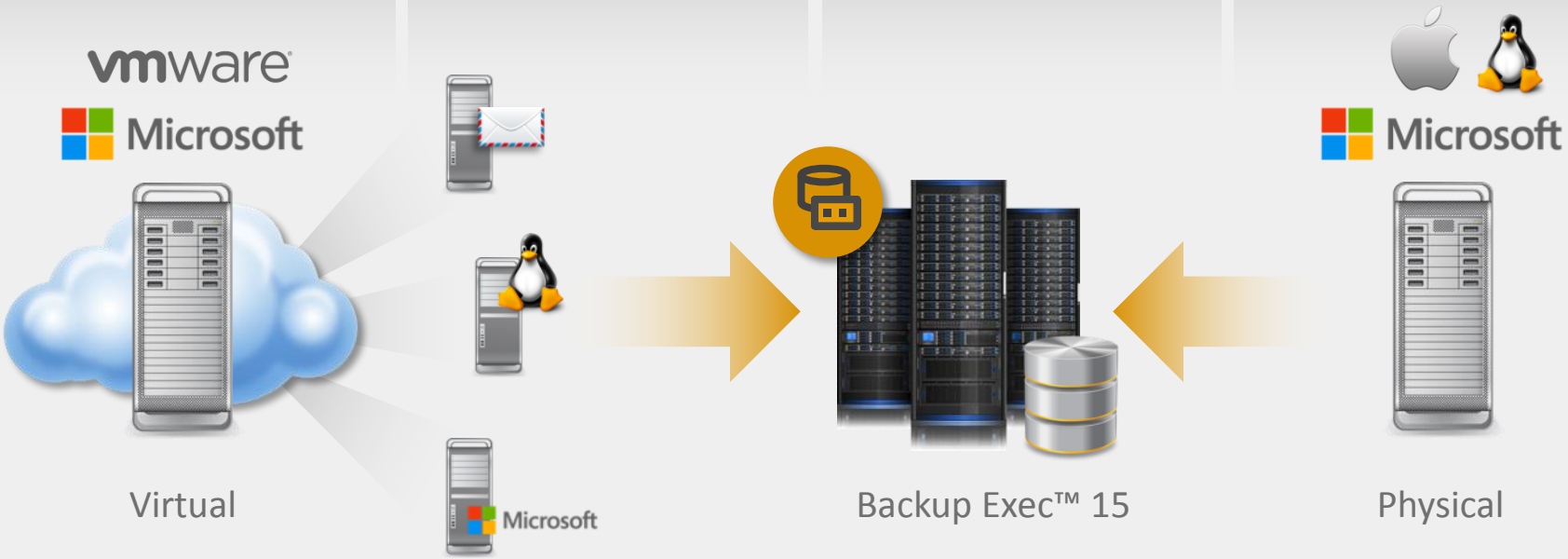
"I've used other backup solutions on a virtualized environment with varying degrees of success. But for me, the ability to back up a virtual machine image as well as the files inside it—or restore an entire virtualized application or the granular data in it, whether it's Exchange or SharePoint or SQL—that's what makes Backup Exec far more compelling than its competitors."

Paul Flatt, Infrastructure and Support Manager, Mitre 10 NZ

Reduce Costs and Complexity

One Console, One Backup, One Vendor

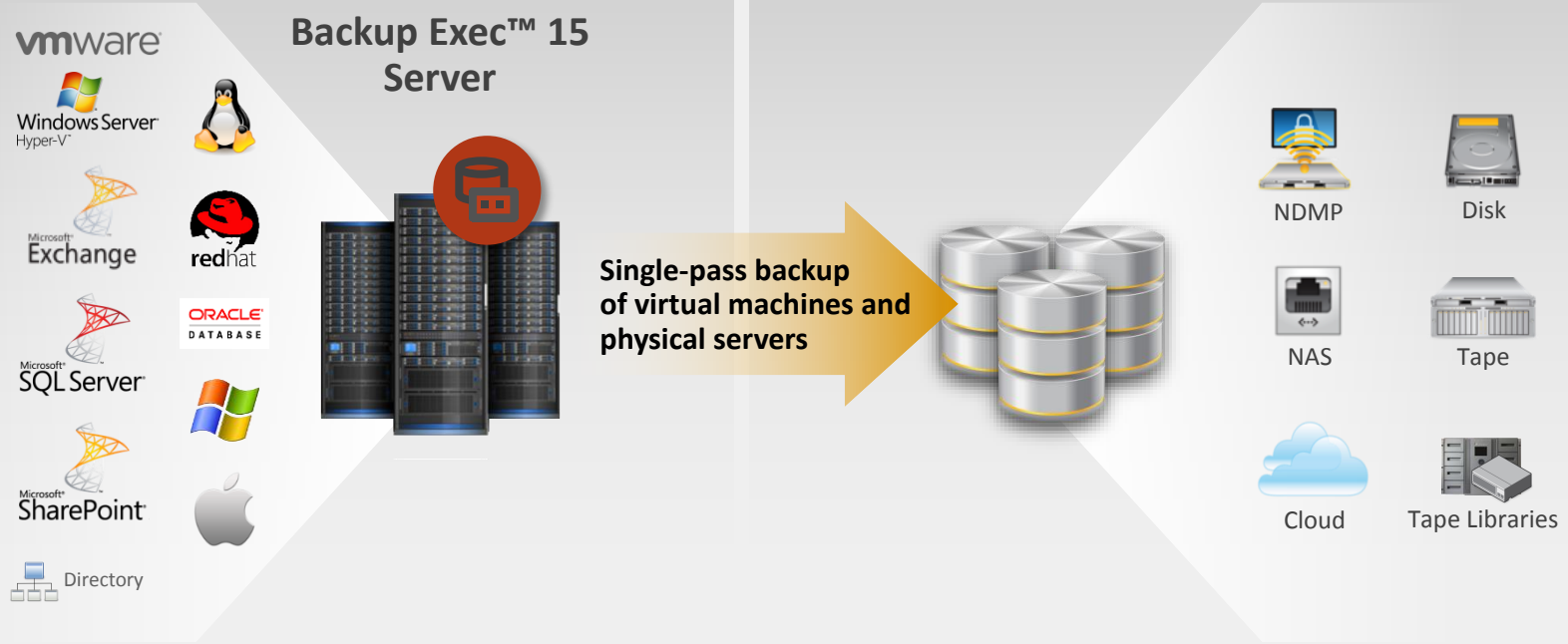
Reduce management of multiple products	Reduce licensing costs	Reduce storage with efficient deduplication	Fast recovery and increased uptime



Scalability to Protect Your Entire Infrastructure

Protect the latest platforms and applications

Backup to disk, tape and cloud storage (local or remote)

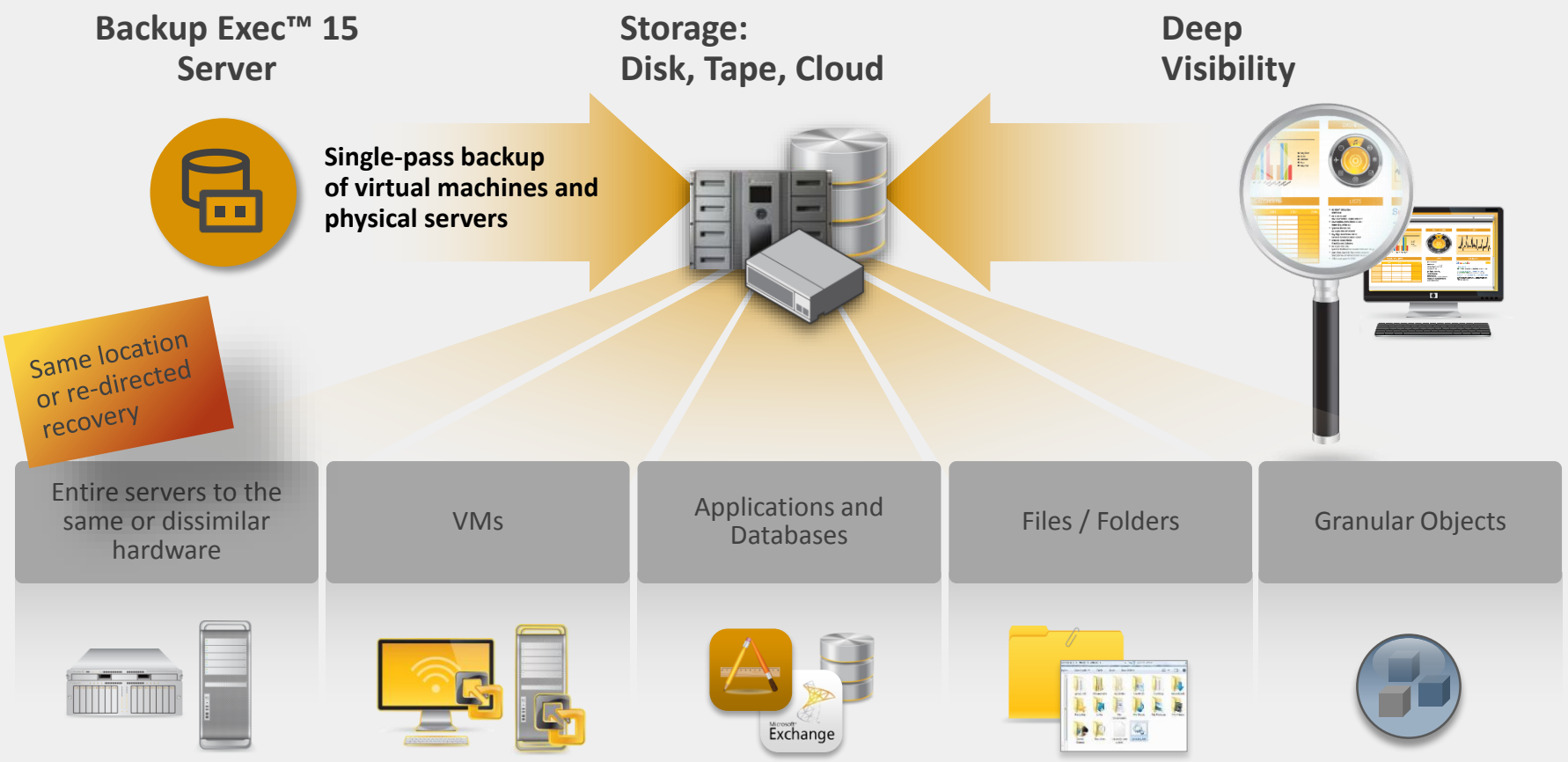


Support for vSphere 6

Support for AWS Storage Gateway VTL

**For a full list of supported hardware and software, please visit: www.backupexec.com/compatability*

Meet Your Recovery Time Objectives with Fast, Efficient, Versatile Recovery

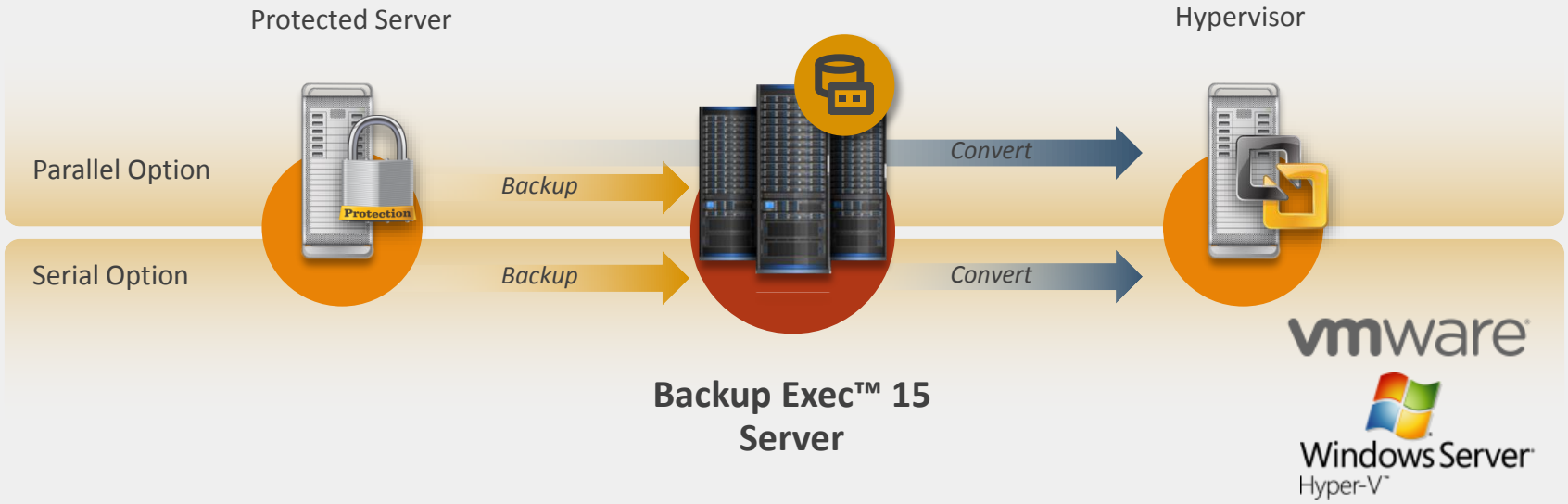


Entire machines to granular objects ***in minutes***

Minimize Downtime With Instant Recovery

Migration Accelerator – P2V, B2V & V2P

- Accelerate Move to Virtualized Environment
- Dramatically Reduce System Downtime
- Reduce Management Time and Set-up



Backup Exec 15

POWERFUL

A backup and recovery engine that outperforms expectations

Meet RTOs and RPOs by significantly reducing the time it takes to backup and recover your data

“More than 99% backup success, and 100% recovery success with Backup Exec”

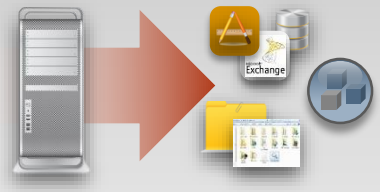
Paul Flatt,
Infrastructure and Support Manager, Mitre 10 NZ

Advanced Integration with VMware & Hyper-V

Flexible Support for Virtual Platforms

- Deep integration with Microsoft VSS and VMware ADP for fast VM snapshots
- Zero impact on the VMs
- Dynamically protects new VMs found at job run-time
- VMware Ready and Microsoft® certified

Fast, Efficient Recovery



- Restore full virtual machines, applications and databases
- Granular files/folders
- Granular application data
- Restore directly from storage to same or other location
- No mounting or staging required

Reduce Backup Storage and Management Costs

- Block level deduplication across all virtual and physical backups
- Change block tracking
- Convert physical servers to virtual machines
- Centralized management with deep visibility

Note: The Agent for Applications and Databases must be installed in a VM to collect Application Metadata enabling application data recovery.

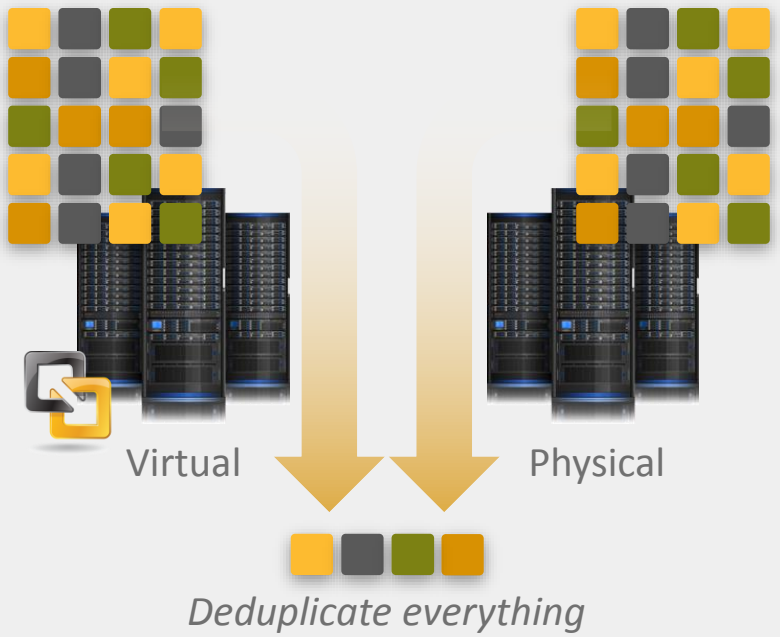
vmware READY CERTIFIED

Microsoft CERTIFIED

"Backup Exec is the backup and recovery gold standard" Terry@Autochair

Easily Manage Growing Data Volumes

Store Less with Efficient Block Level Deduplication



- Reduce the amount of data saved to storage
- Save on disk purchases, floor space and energy requirements
- Improve performance across the network
- Deduplication everywhere - client, media server or OST appliance
- Deduplicate across all backup jobs
- Minimize backup windows with faster deduplication speeds

Backup Exec 15

EASY

A user interface that simplifies backup & recovery

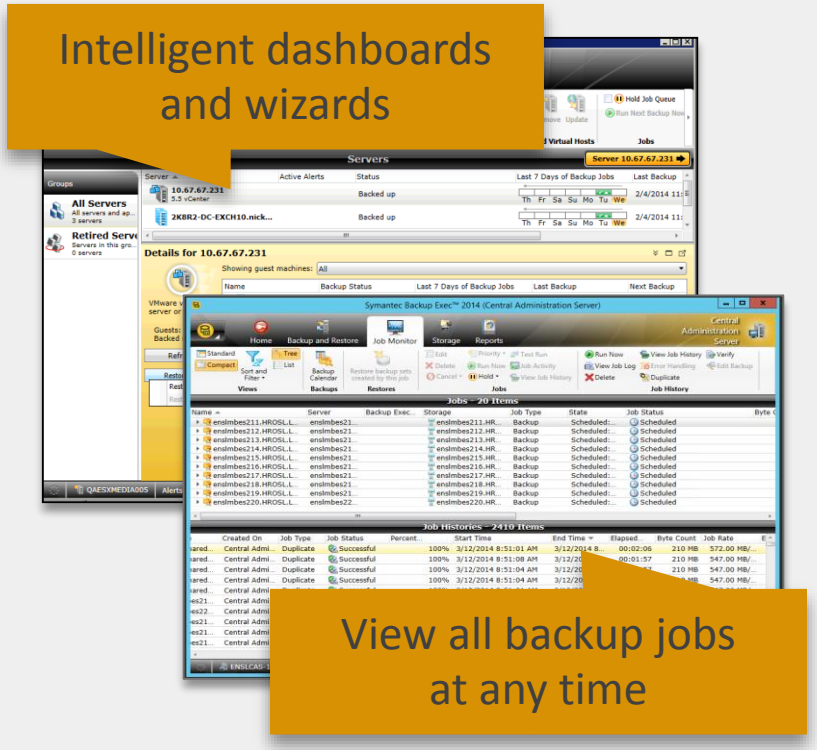
Seamless upgrades, simplified licensing and scalable management of distributed sites

"67% less backup administration time, reclaiming 400 hours per year in productivity."

Paul Flatt,
Infrastructure and Support Manager, Mitre 10 NZ

Easy to Use and Manage

- Intelligent dashboards provide visibility across your entire backup environment
- Quickly track and monitor every backup and recovery job
- Automatically discover and protect new or unprotected resources that haven't been backed up
- No need for extensive time consuming training
- Manage multiple Backup Exec servers with centralized management



"Backup Exec eliminates traditional job management complexities - reducing our administrative burden to near-zero."

Brandon Mosak, IT Director, Task Force Tips Inc.

Easy to Buy and Deploy

- On premise software
  - **Per TB (Backup Exec Capacity Edition & Backup Exec Capacity Edition Lite)** – benefit from simple licensing based on the volume of data to protect
  - **Per socket (Backup Exec V-Ray Edition)** – protect an unlimited number of guest machines per host with a single license
  - **Per module (Backup Exec)** – license only the media server, agent and option components you need

Save time and money

Why Backup Exec?
Flexible, Powerful and Easy To Use

Reduce complexity, save time & money

- ✓ Single solution for virtual and physical
- ✓ Storage agnostic – disk, tape and cloud
- ✓ Centralized management

Meet backup & recovery SLAs

- ✓ Fast and reliable backups
- ✓ Single-pass backup, all recovery options – from VMs, to entire servers, applications or single files, folders and granular objects
- ✓ Built-in disaster recovery
- ✓ Physical to virtual conversions

Easily manage growing data volumes

- ✓ Source, target and OST appliance global deduplication across all backup jobs
- ✓ Change block tracking

More Companies Choose Symantec for Backup Than Any Other Solution[1]

Customer leadership

More than 2.2 million customers and growing

Product leadership

Industry accolades and more than a dozen patents granted or pending

Channel leadership

Focused commitment to our Partners' success

1. Symantec worldwide sales data, 2014.

Availability, Pricing & Licensing, Support and Upgrades

How to Upgrade and Buy

Backup Exec General Availability

- Launch/Announced: **April 6, 2015**
- Backup Exec 15 Family General Availability: **April 6, 2015**

Backup Exec Portfolio

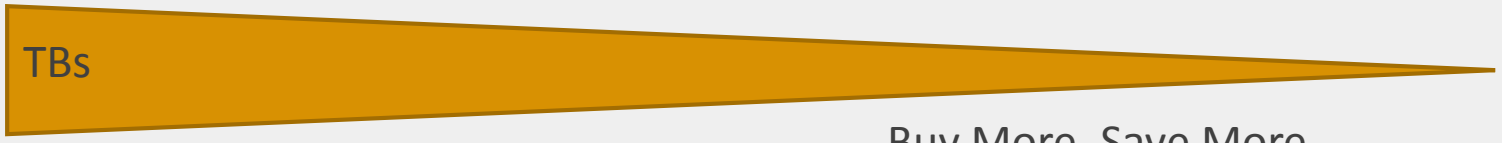
- Backup Exec 15
- Backup Exec 15 V-Ray Edition
- Backup Exec 15 Capacity Edition Lite
- Backup Exec 15 Capacity Edition

Backup Exec 15 Licensing Overview

Product	Licensed
Backup Exec 15	Per Backup Exec Server
• Backup Exec Agents and Options	Per Agent / Option
Backup Exec 15 V-Ray Edition	Per Hypervisor Socket
Backup Exec 15 Capacity Edition Lite	Per TB
Backup Exec 15 Capacity Edition	Per TB
Backup Exec 2014 Small Business Edition (for environments with 1 – 3 servers or virtual machines)	Per Server or Virtual Machine up to a maximum of three

Capacity Edition Lite vs Capacity Edition

Capacity Edition Lite	Capacity Edition
Includes: • Backup Exec Server • Agent for Windows • Agent for Applications and Databases • Agent for VMware & Hyper-V • Agent for Linux • Agent for Remote Media for Linux • Agent for Mac • Library Expansion Option • Enterprise Server Option • Deduplication Option • NDMP Option • VTL Unlimited Drive Option • File System Archiving Option • Exchange Mailbox Archiving Option	Includes: • Backup Exec Server • Agent for Windows • Agent for Applications and Databases • Agent for VMware & Hyper-V • Agent for Linux • Agent for Remote Media for Linux • Agent for Mac • Library Expansion Option • Enterprise Server Option • Deduplication Option • NDMP Option • VTL Unlimited Drive Option • File System Archiving Option • Exchange Mailbox Archiving Option



Buy More, Save More

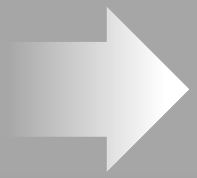
Make The Move To The Backup Exec 15 Today!

Backup Exec customer with active maintenance	Free Upgrade!
Backup Exec customer without maintenance	Save up to 35% Off* MSRP
Upgrading to Backup Exec from a competitive solution	Save up to 35% Off* MSRP

* 35% discount applies to software license, agents and options MSRP only, and does not apply to support or maintenance. Additional essential support is required, and will be included as part of any purchase. The 35% off discount is already factored into all pricing.

Seamless, Worry Free Upgrades

Backup Exec 2010 R3-SP4, 2012 & 2014



Backup Exec 15

May upgrade directly

BEWS 9.x & older & Backup Exec 10, 10d, 11d, 12, 12.5 & 2010

Backup Exec 15

Uninstall previous version and reinstall
Or
Upgrade to Backup Exec 2014 and then upgrade to Backup Exec 15

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&
A

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