WEBINAR

# Let's Talk:
# 365 Backup

OPKALLA
IT SOLUTIONS REIMAGINED

SYSTEMS

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# Trusted by more than 300 organizations for unbiased advice on business technology purchases.

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# Where We Engage

Cloud Contact Center

Public Cloud Solutions

Disaster Recovery + Backup

Microsoft 365 for Business

Infrastructure

Unified Communication

Cybersecurity

Colocation

Mobility

Connectivity

SD-WAN

Virtual Desktops

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# Thank you

# SYSTEMS

Let's Talk

# Data Protection

SYSTEMS

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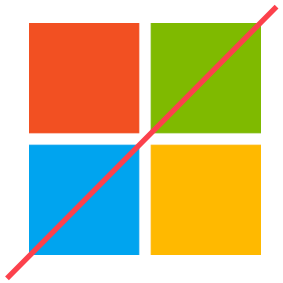
# Protecting 365

The 365 Reality

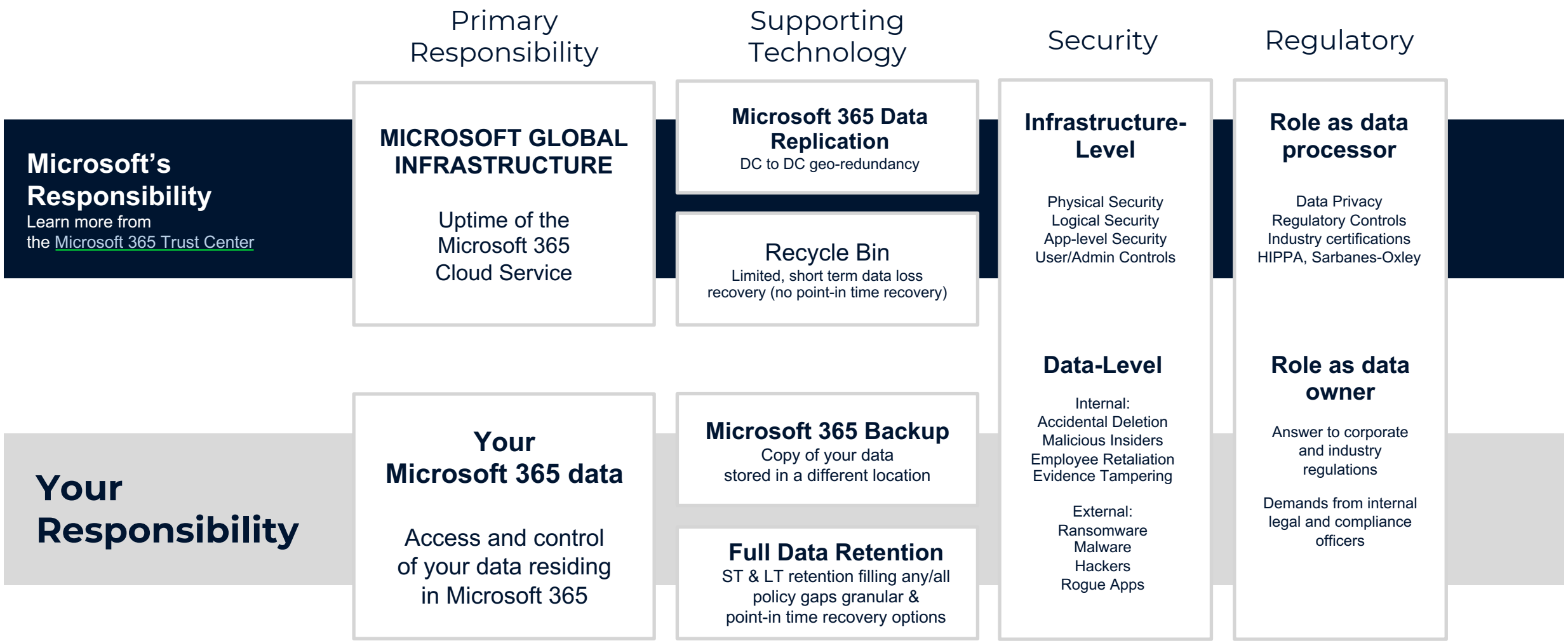
250,000,000+
Users

Rapid Growth



Not protected
by Microsoft

Customer
Responsibilities

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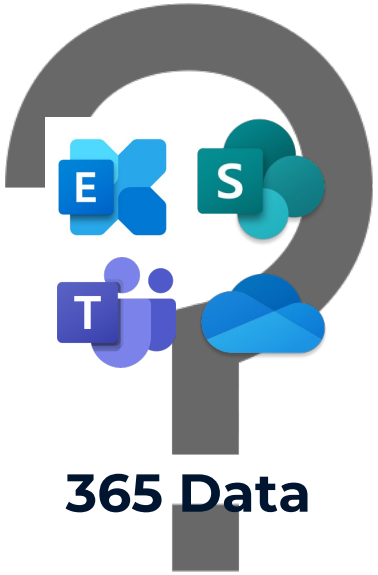
Malicious Insider

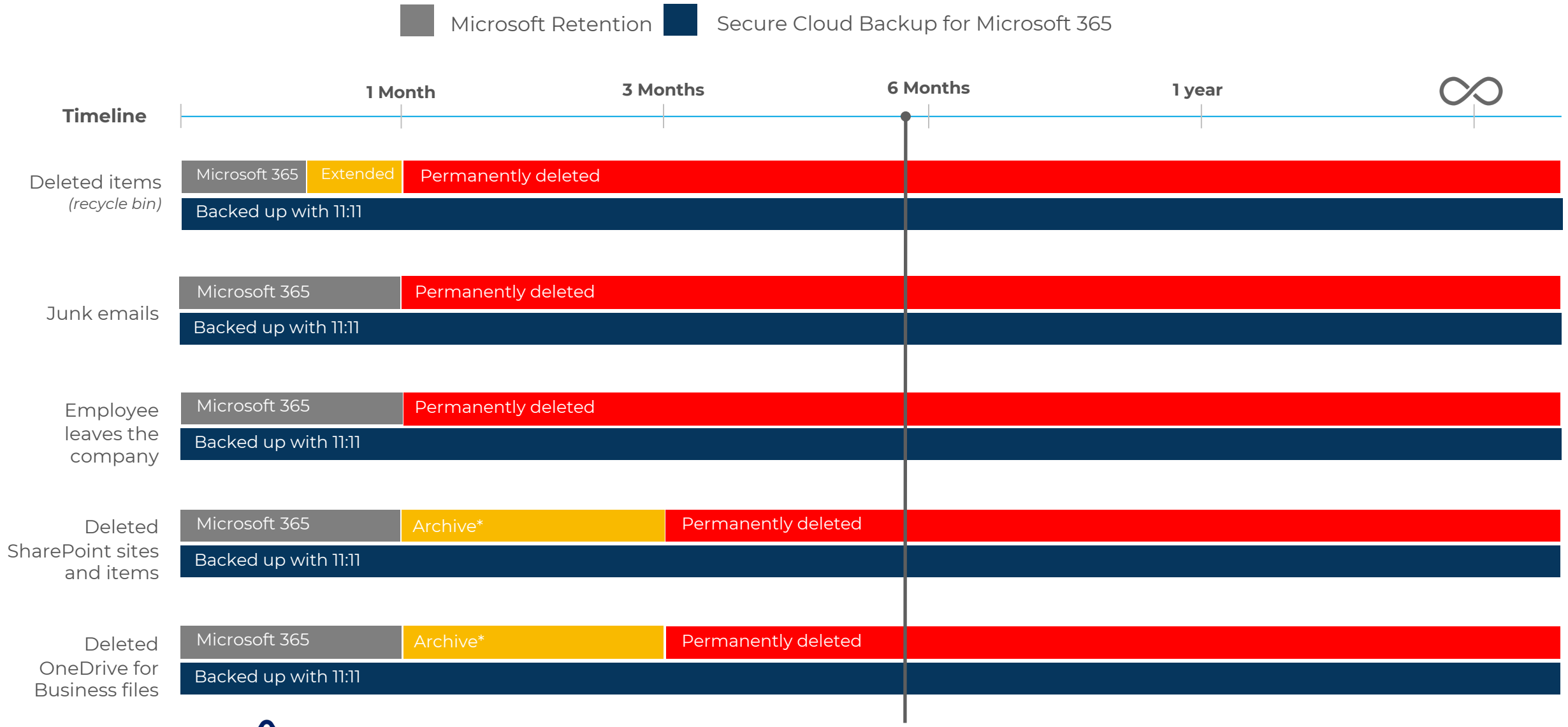
Accidental Deletion




365 Data

Ransomware

Hacker




The average length of time from data compromise to discovery is over 140 days, yet default settings only protect for 30-90 days.

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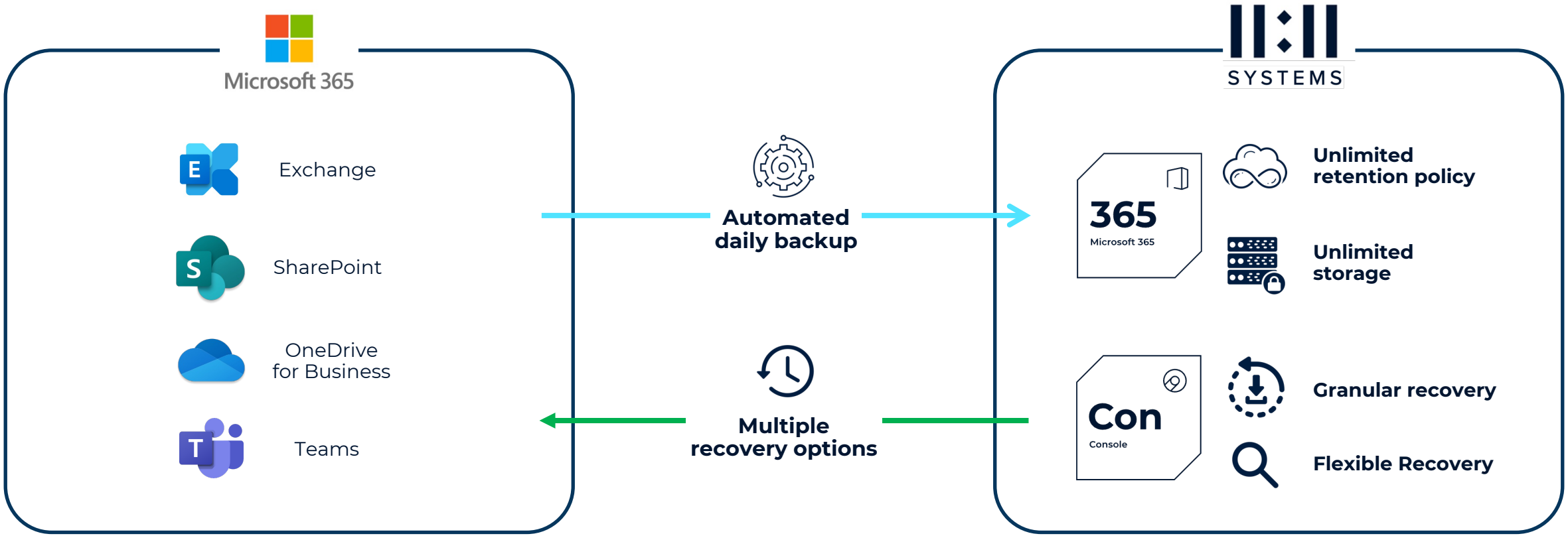
Microsoft 365
Exchange
SharePoint
OneDrive
for Business
Teams
Automated
daily backup
Multiple
recovery options
SYSTEMS
365
Microsoft 365
Con
Console
Unlimited
retention policy
Unlimited
storage
Granular recovery
Flexible Recovery

# Protecting On-Prem

BaaS
Cloud Backup

**The BaaS Story**

**400,000 + Customers**

Global Veeam Install Base

VEEAM

Included Veeam Feature

The Critical Cloud Copy

BaaS
Cloud Backup

# 3-2-1 Strategy

**3**

**Copies of your data**

**2**

**Media types**

**1**

**Copy Offsite**

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II:II SYSTEMS

Malware

Malicious Insider

Production Data

Accidental Deletion

Natural Disasters

Hacker

Hardware Failure

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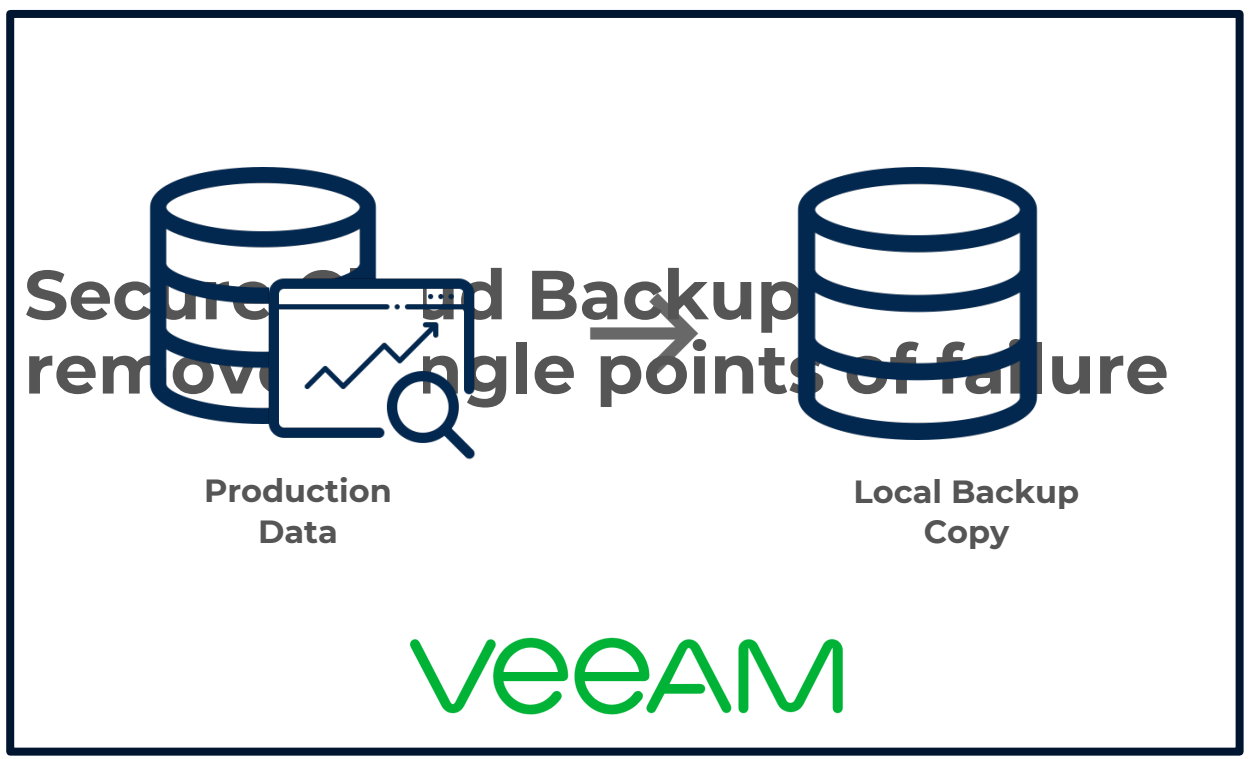
II:II SYSTEMS

Single site, single point of failure

VEEAM



Secure Cloud Backup

Malware

Hacker

Malicious Insider

Accidental

Delete Backup Data

Backup Credentials

Primary Veeam Repository

Cloud Connect Repository

Service Provider Airgap

Authorized Support Technician

Restore Request

Insider Protection

(7 Day Retention of all deleted backups)

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# The role of Disaster Recovery

DR

Disaster Recovery

# The DRaaS Need

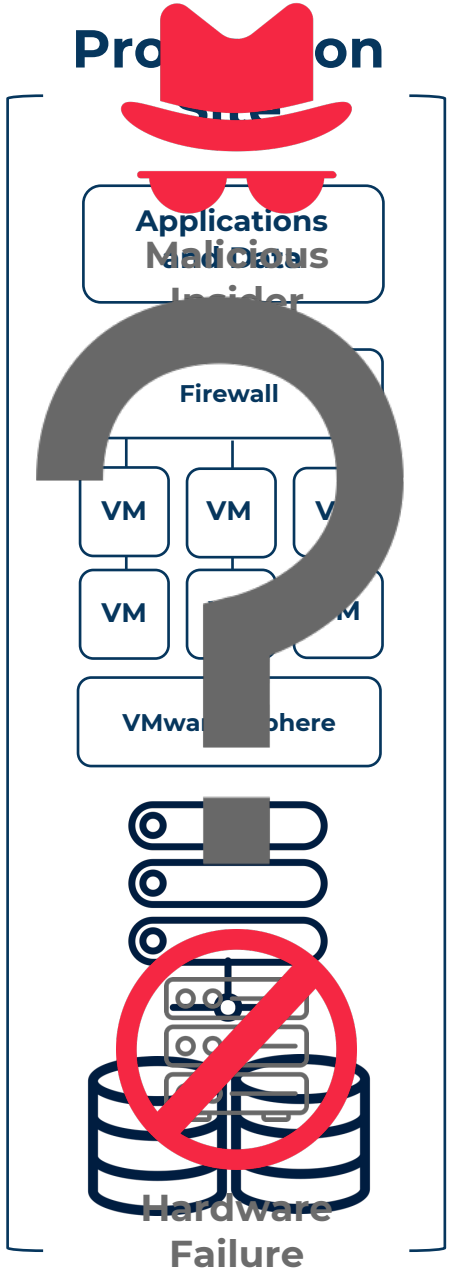
DR

Disaster Recovery

## The DRaaS Need

Malware

Natural Disasters




Malicious Insider

Hardware Failure

Power Outage

Hacker

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**The DRaaS Story**

Disaster Recovery is a must-have

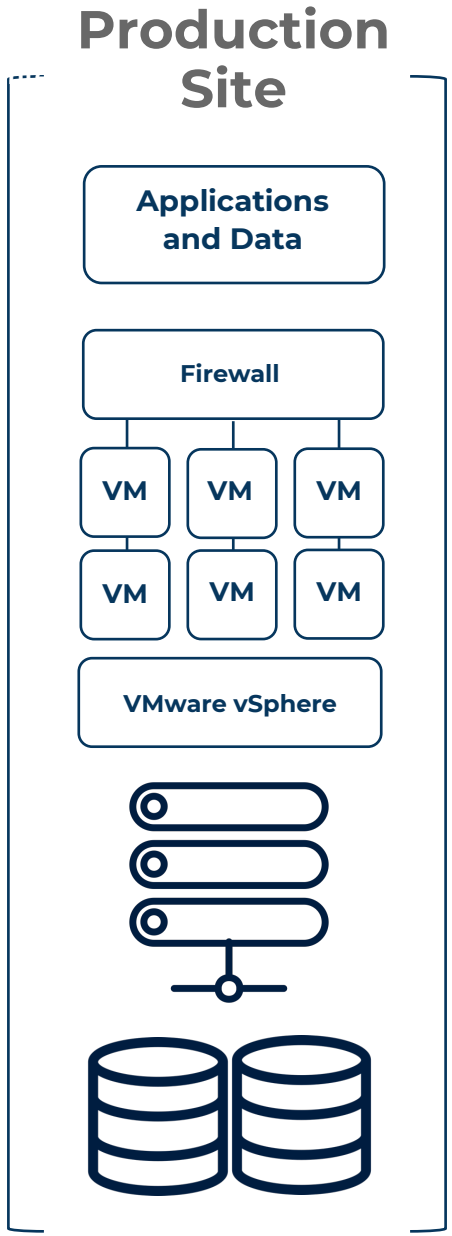
Traditional DR is wasteful

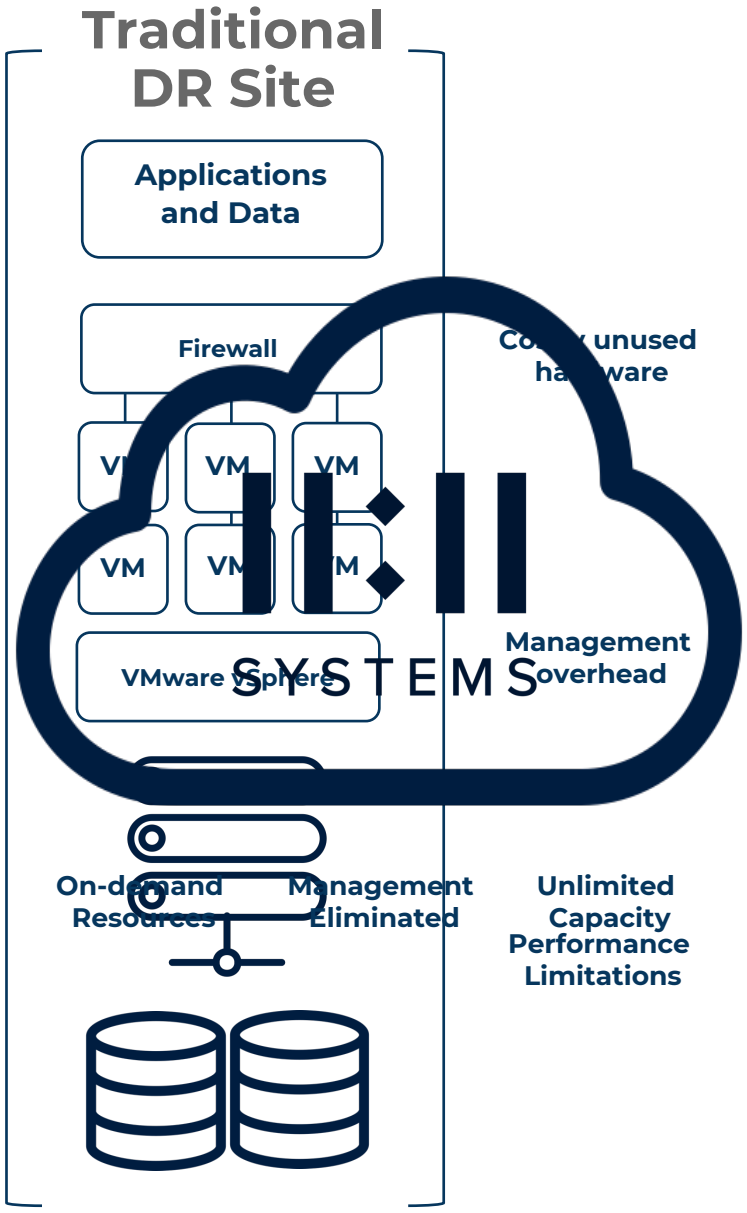
DR is a perfect fit for cloud

DR

Disaster Recovery

# The DRaaS Value



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II:II SYSTEMS

# Why Opkalla partners with 11:11 Systems

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11:11 SYSTEMS

# Proven Expertise

**4x Gartner®**
**Leader: Magic Quadrant for DRaaS**

**Gartner 4.8 Stars DRaaS**
**peerinsights™**

THE CHANNEL CO.
**5x CRN®**
**Partner Program Guide Winner**

**#1 CSP**
**With Veeam, Zerto, HPE**

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**25+ years**
Delivering IT services

**100%**
Availability SLA

**10+ years**
Cloud and DR expertise

**98%**
Support satisfaction

**25+**
Global Regions

**5K+**
Global Customers

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II:II SYSTEMS

# NEXT STEPS

**Set up a meeting with Opkalla and 11:11 Systems to discuss your Microsoft backup strategy. Email Elizabeth Davis at elizabeth.davis@opkalla.com.**

**Added bonus: You'll receive a $20 Amazon gift card after the meeting!**

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11:11 SYSTEMS

THANK YOU
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