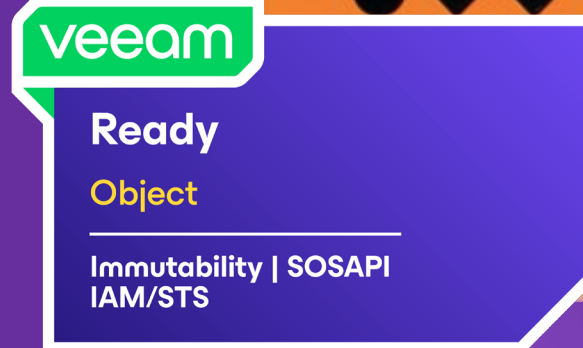


# Best Storage for Veeam



# The Founders of Object First



**Ratmir  
Timashev**

Co-Founder & Board Member



**Andrei  
Baronov**

Co-Founder & Board Member

## Vision

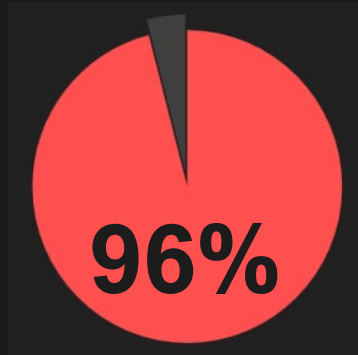
**Deliver the Best Storage for Veeam**

**Ransomware-proof,  
immutable out of the box**

**Zero Trust Data Resilience**

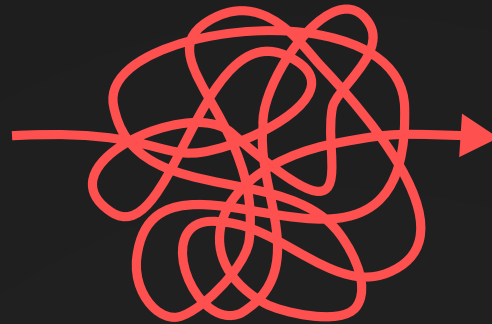
# The Challenges With Backup Storage Today

## Not Secure



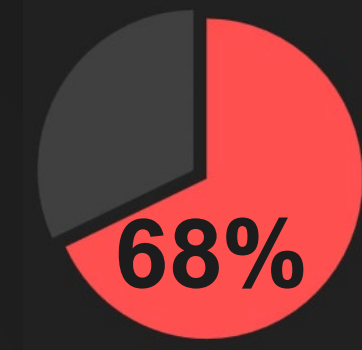
**Ransomware attacks target backups\***

## Too Complex



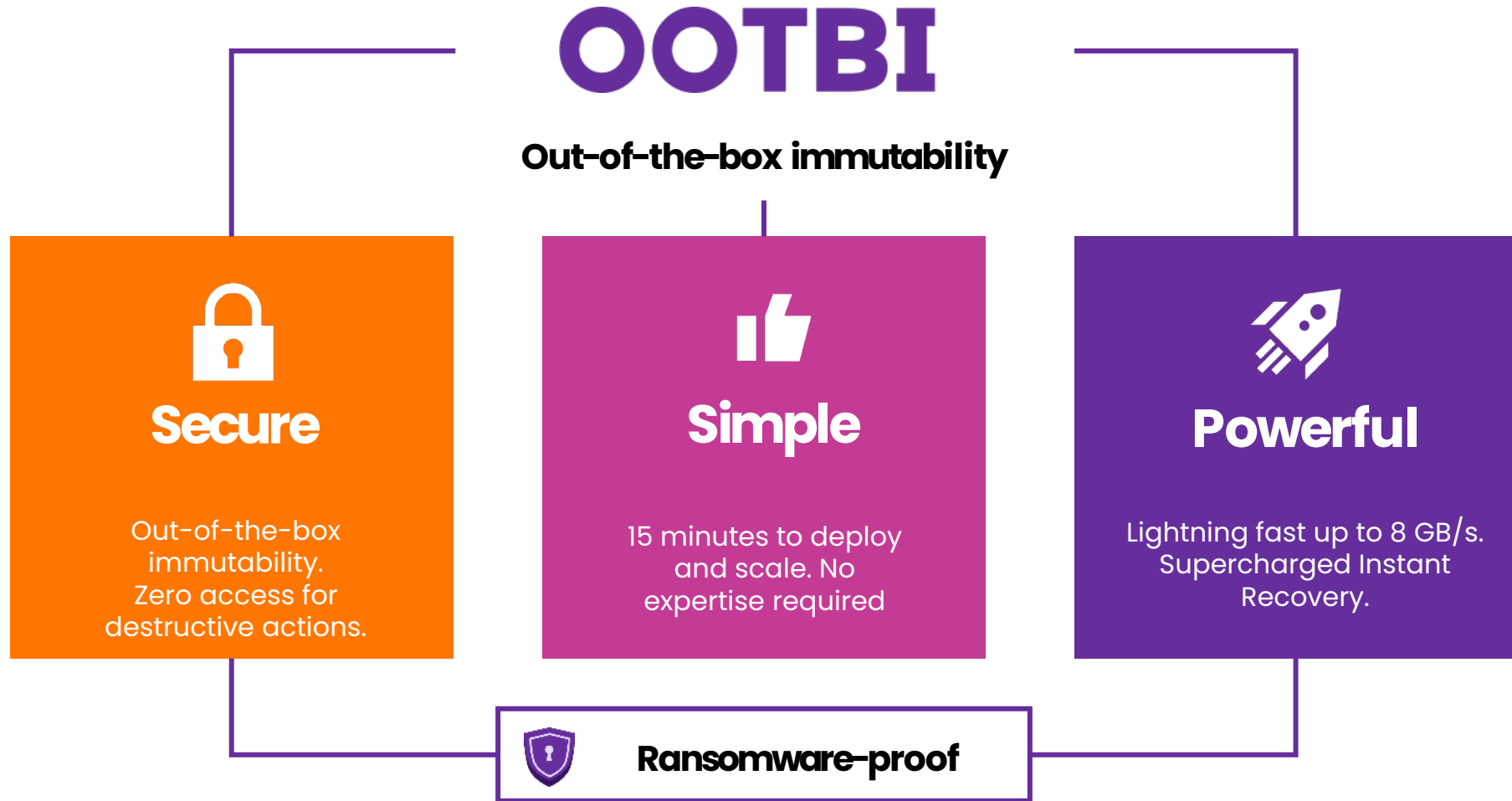
**Difficulty managing storage infrastructure cited by Gartner Magic Quadrant**

## Limited Power



**Organizations would take more than a week to fully recover after an attack\***

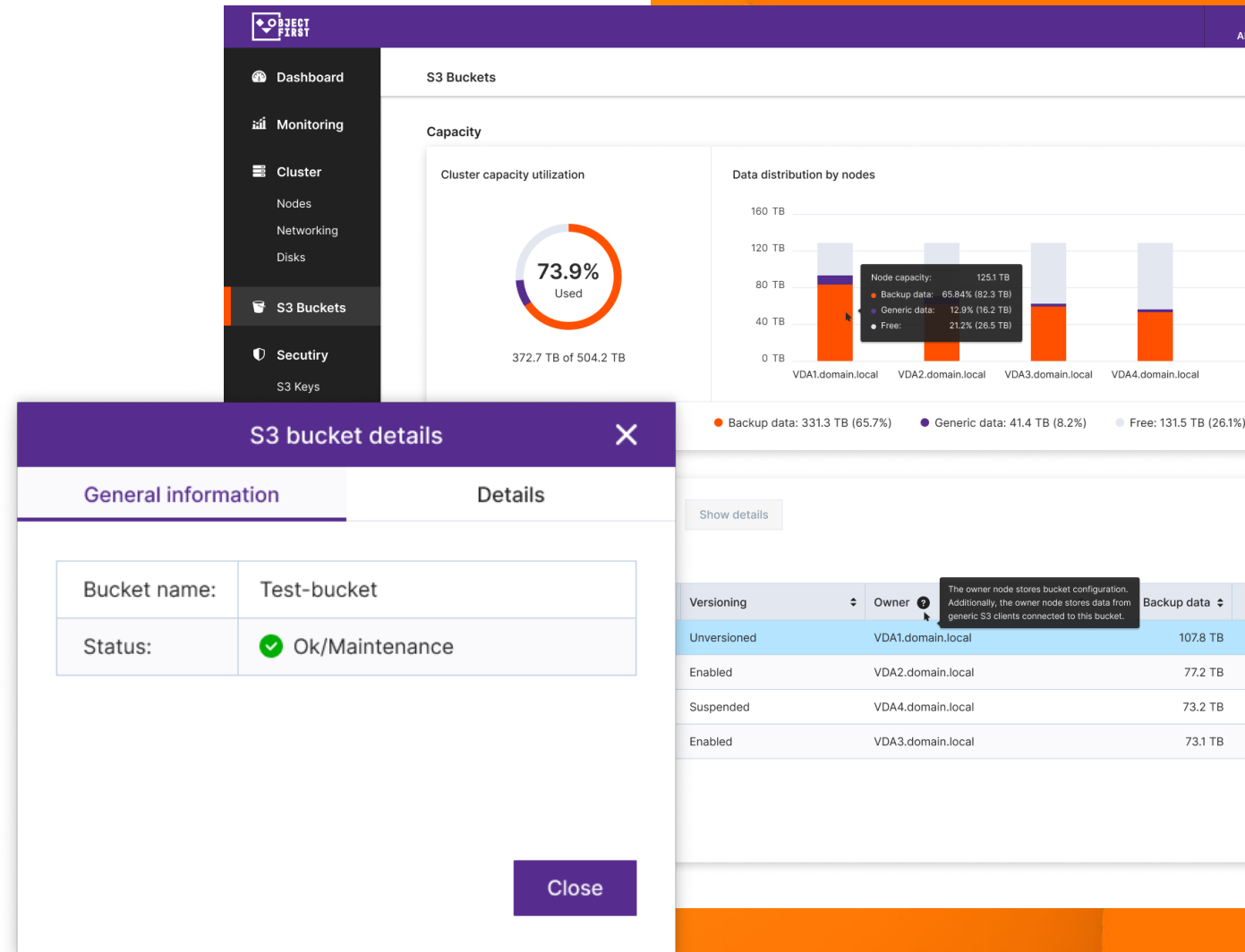
# Best Storage for Veeam



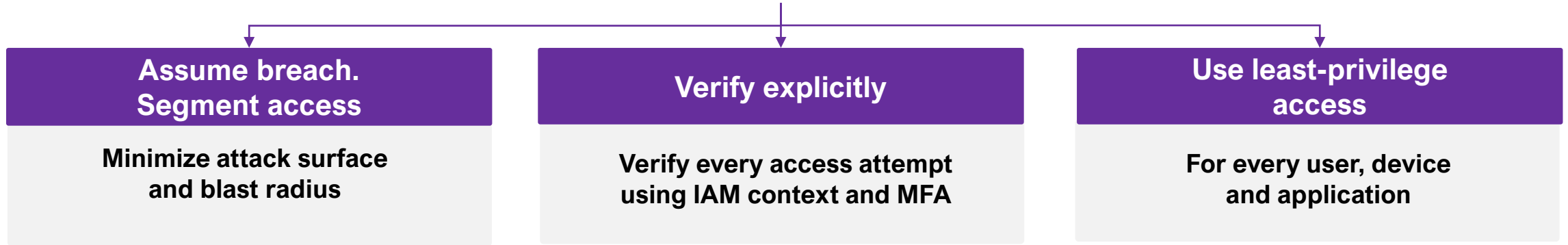


# Ootbi is Secure

- S3 out-of-the-box immutability
- Hardened storage target with zero access to perform destructive actions to the bios, operating system, storage application, or data.
- Natural Separation of Backup Software and Backup Storage due to appliance form factor
- Continuously third-party security tested and validated

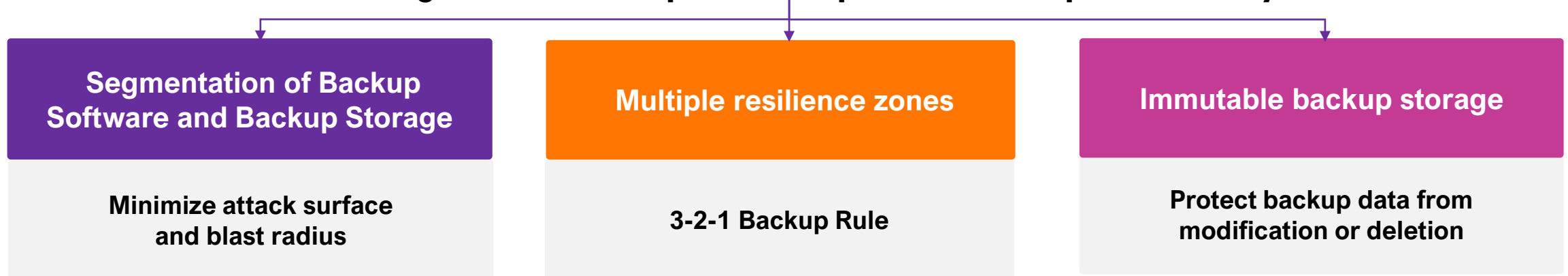


# Zero Trust Principles

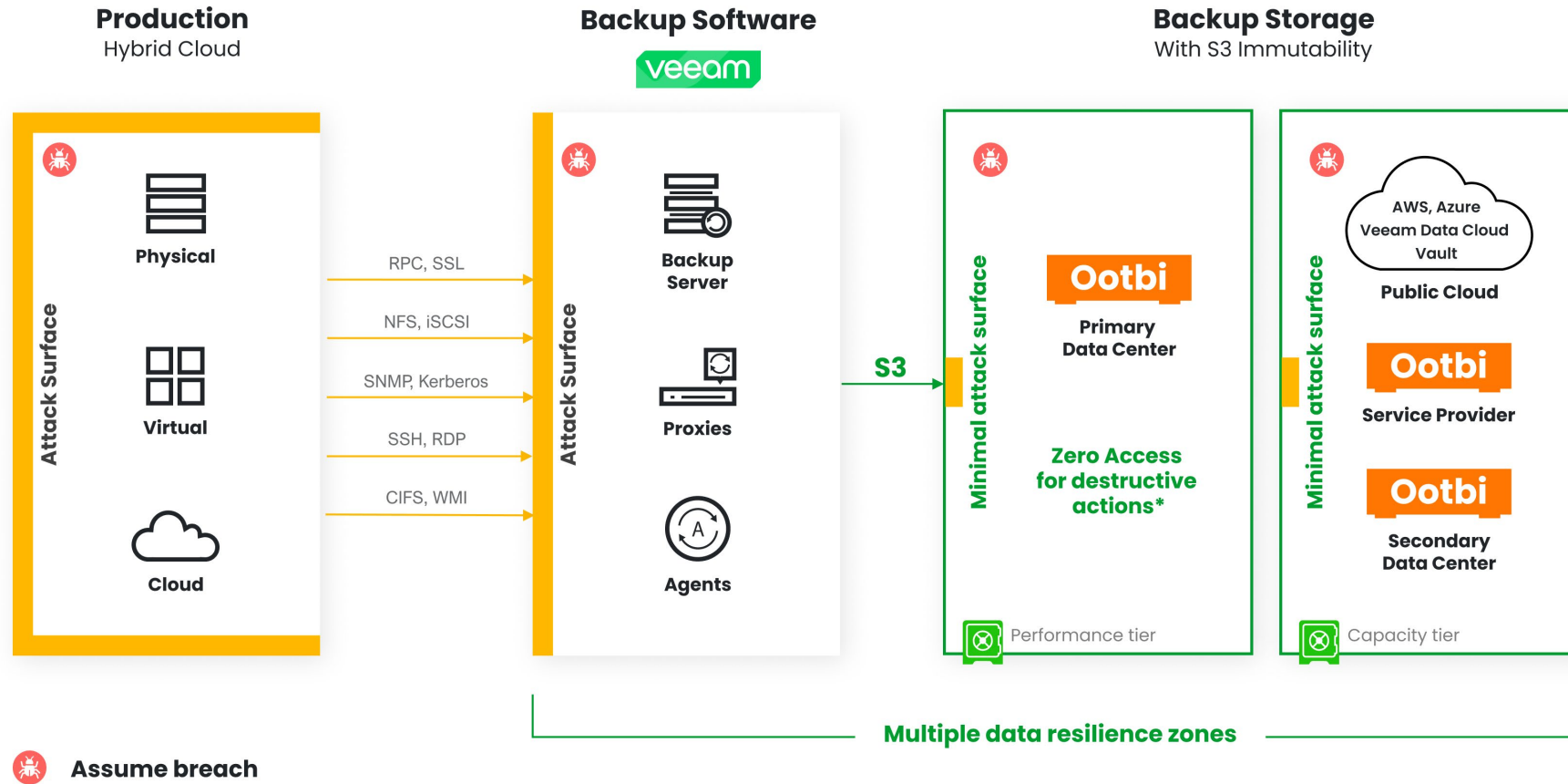


## Zero Trust Data Resilience (ZTDR) Principles

Extending Zero Trust Principles to Enterprise Data Backup and Recovery



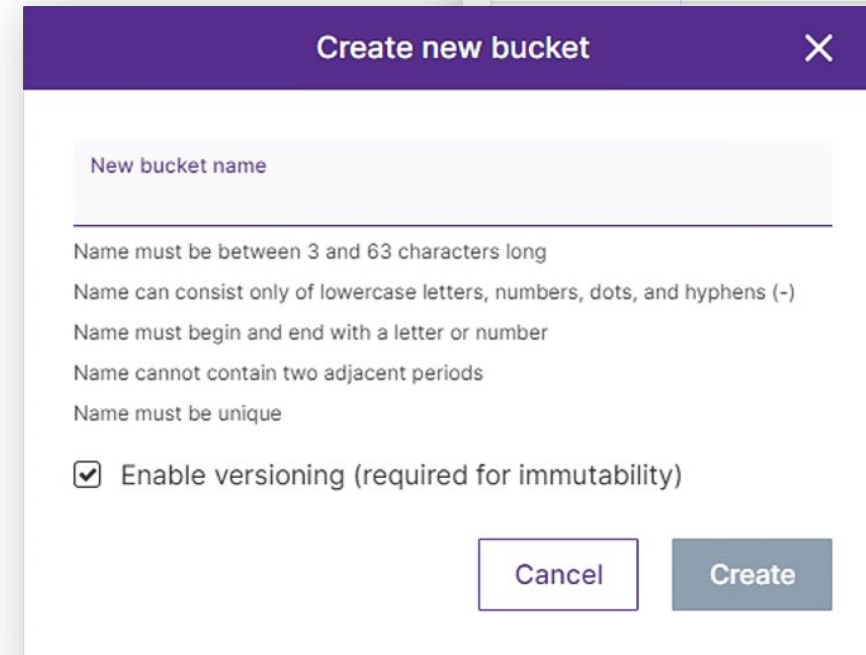
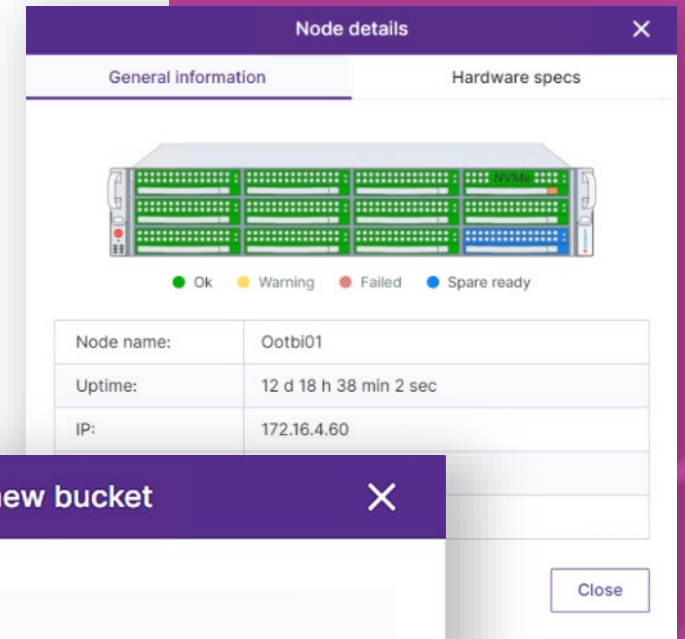
# Zero Trust Data Resilience (ZTDR) architecture



\*to the BIOS, OS, the storage application, or data

# Ootbi is Simple

- Configure Ootbi through a TUI, accessible via IPMI or keyboard and monitor
- Standardized on Veeam's default 1MB block sizes (no special settings required)
- Linear scalability + cluster auto balancing (throughput + consumption)  
No namespace modifications required

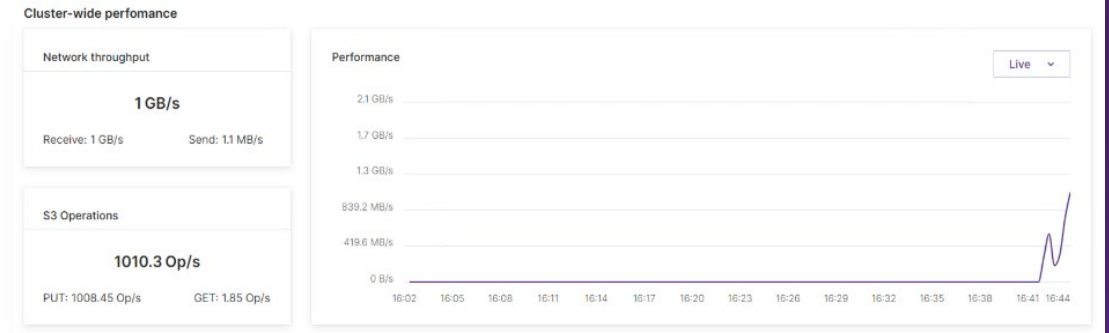


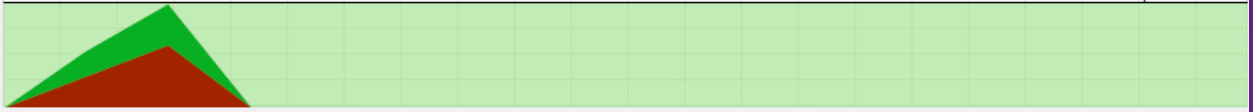


# Ootbi is Powerful

- Up to 2 GB/s data ingest speed per node
- Up to 600-800MB/s recovery speed per node
- Up to 20 Instant Recovery VMs per node
- No metadata database bottlenecks
- No network traffic cops (unnecessary hops)

Best Storage  
for **Veeam**



| SUMMARY          |        | DATA         |                | STATUS    |                                                                                         | THROUGHPUT (ALL TIME)                                                                 |  |  |  |  |  |  |  |  |  |
|------------------|--------|--------------|----------------|-----------|-----------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------|--|--|--|--|--|--|--|--|--|
| Duration:        | 08:58  | Processed:   | 140 GB (100%)  | Success:  | 2  |  |  |  |  |  |  |  |  |  |  |
| Processing rate: | 2 GB/s | Read:        | 58.9 GB        | Warnings: | 0                                                                                       |                                                                                       |  |  |  |  |  |  |  |  |  |
| Bottleneck:      | Proxy  | Transferred: | 36.9 GB (1.6x) | Errors:   | 0                                                                                       |                                                                                       |  |  |  |  |  |  |  |  |  |

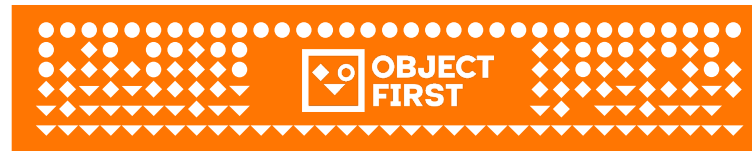
# Best Storage for Veeam

**Backup  
Software**



**Primary Backup Target**  
S3 Immutability

Primary Data center



Out-of-the-box Immutability  
+ Instant Recovery

**Secondary Target**  
S3 Immutability

Secondary Data center



Cloud

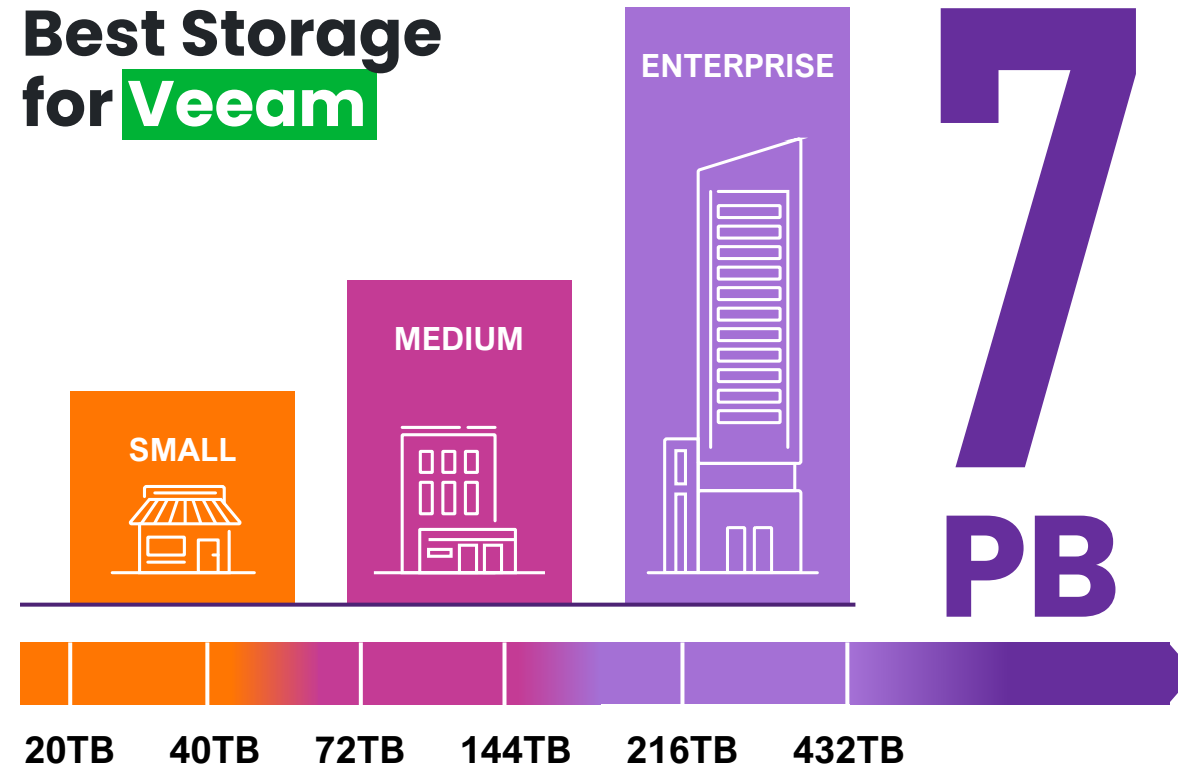


Long-term Retention

# Immutability for Everyone

from 20 TB to 7 PB\* — Mix, Match & Scale

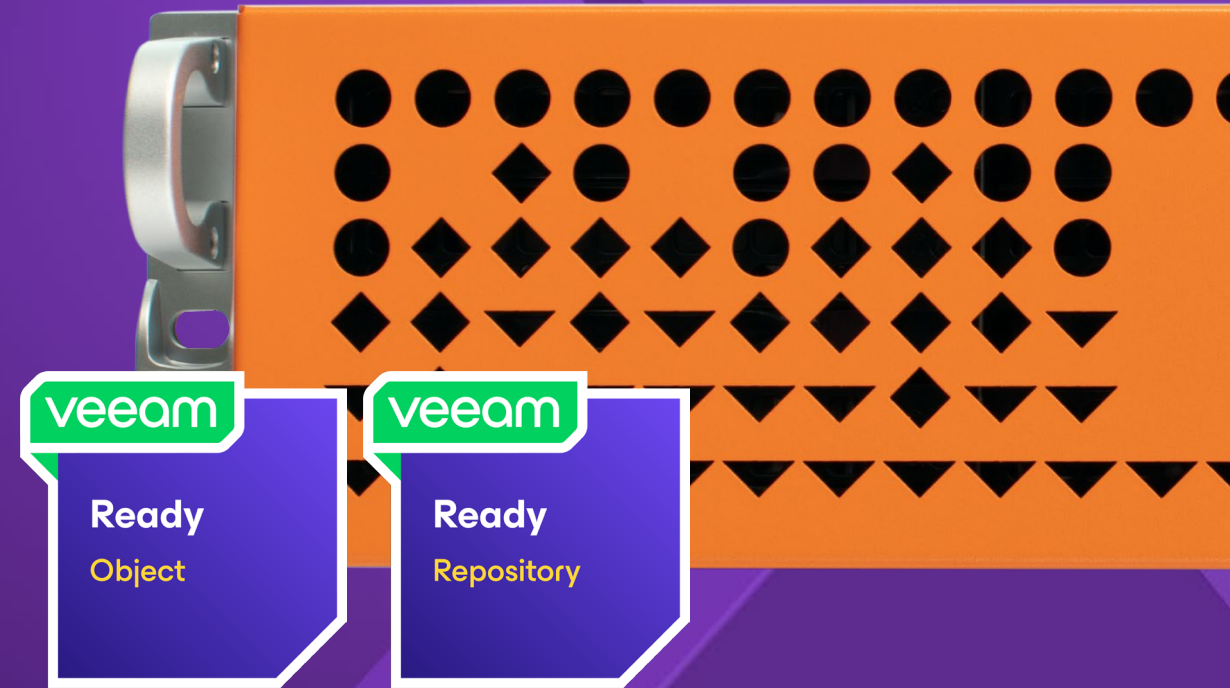
Best Storage  
for Veeam



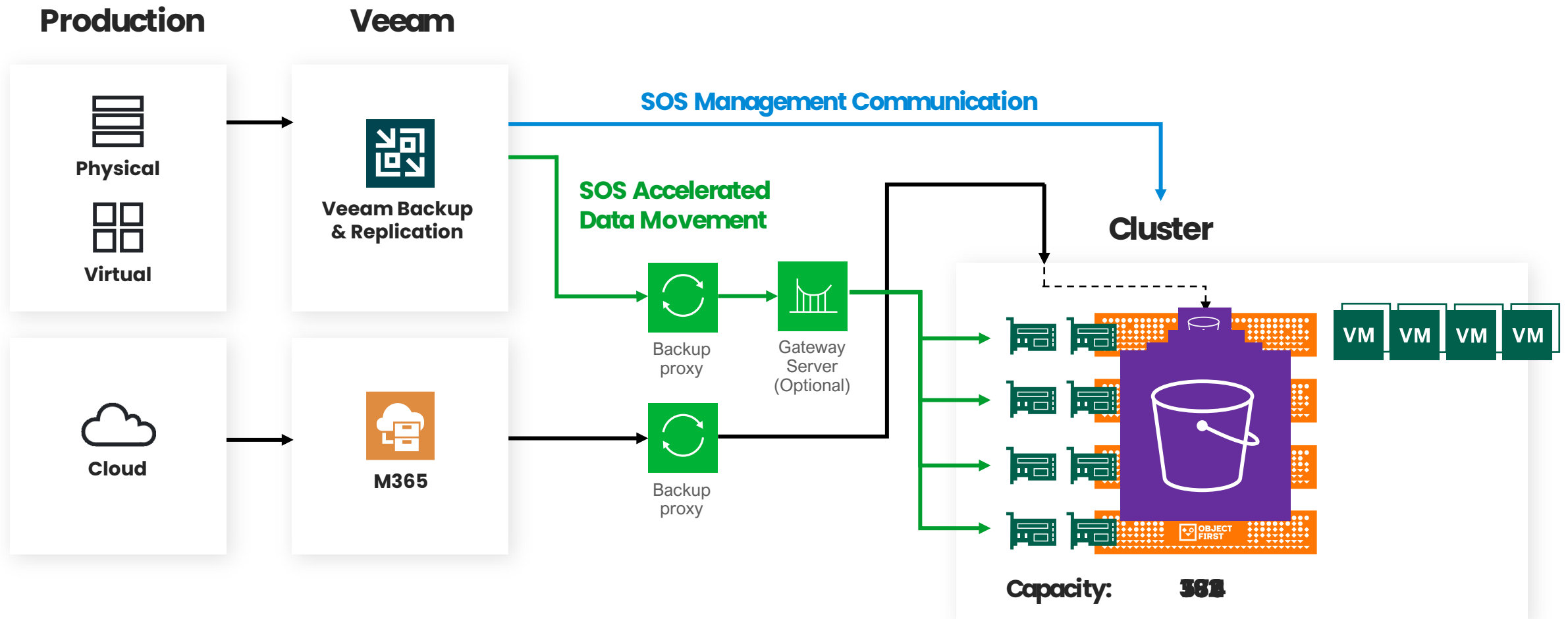
\* 7 PB capacity in Veeam Scale-Out Backup Repository (SOBR) configuration

# What's in the Box?

- **Hardened Linux OS** (mirror RAID)
- **NVMe** Flash Cache
- **20 - 192 TB Nodes:**
  - RAID6 Array: 10 Disks, 1 Spare
  - Dual NIC 10 Gb (SFP+ or Base-T)
- **432 TB Nodes:**
  - RAID6 Array: 20 Disks, 2 Spare
  - Dual NIC 25 Gb (SFP+)



# How Ootbi Works



# Ootbi is *verifiably* Secure



"The Ootbi application is designed to protect against any data breach or malware infestation of an Object First customer: **even if all of the customer's secrets, including administrator credentials and bucket credentials, are known to the attacker, the attacker still cannot modify data stored within an Ootbi appliance.**"

*NCC Group, Ootbi Product Security Assessment, July 31, 2024*



# What's NEW with Ootbi?



## More Sizes

- **NEW 8TB, 16TB, and 24TB** models for small remote offices and edge locations.
  - It comes in a convenient desktop tower form factor.
- **NEW Honeytrap feature**, deploys a Veeam Backup & Replication decoy.
  - Free to all customers.



## More Performance

- **10-20% increased backup and restore speeds** on new Ootbi hardware
- **2x performance on 432 TB** models (Up to 8 GB/s)
- Additional S3 performance optimizations for 3<sup>rd</sup> party data movers



## More Value

- **Mix, match, and scale** existing clusters or start fresh with new options
- **NEW Consumption model**, a modern pay per use model for on-prem storage.

# New! Choice of Ootbi Acquisition Models

Same Security, More Flexibility

|                           | CapEx                        | NEW! Consumption*                          |
|---------------------------|------------------------------|--------------------------------------------|
|                           | Traditional upfront purchase | Pay-per-use subscription                   |
| Software, OS, and updates | ✓                            | ✓                                          |
| Technical support         | ✓                            | ✓                                          |
| On-site service           | ✓                            | ✓                                          |
| Duration                  | Fixed term (up to 5 years)   | Benefits last as long as your subscription |
| *Available in USA         |                              |                                            |



# Why Consumption-based Subscription?



## Pay for what you use, grow as you need\*

- Backup capacity from 17 TB to 7 PB
- No upfront payment, simple monthly billing, 1-year subscription
- Gain cost efficiency as you scale: the more you use, the less you pay per TB.



## Hardware refreshes included:

- All technology refreshes, service, support and software updates included
- You don't pay for appliances, you pay for what you use.



## Predictable billing and management:

- Get backup improvements faster, with no upfront outlay
- Reduce risk of over- or under-sizing using Object First Storage Calculator
- Free expert support, and experienced partner network.

*\*Storage usage is assumed to grow over time; reducing consumption is possible at agreement renewal.*

# Why We Are the Best Storage for Veeam

- Purpose-built for Veeam
- Secure by default
- Immutable out-of-the-box
- 15-Minutes to configure
- Lighting fast ingest speeds
- Supercharged Instant Recovery





**Thank you!**

