



# BAKBONE<sup>®</sup> NETVAULT<sup>®</sup>

**“The Best Backup  
Software You've Never  
Heard Of!”**

David Ohlig

Strategic Alliances Manager



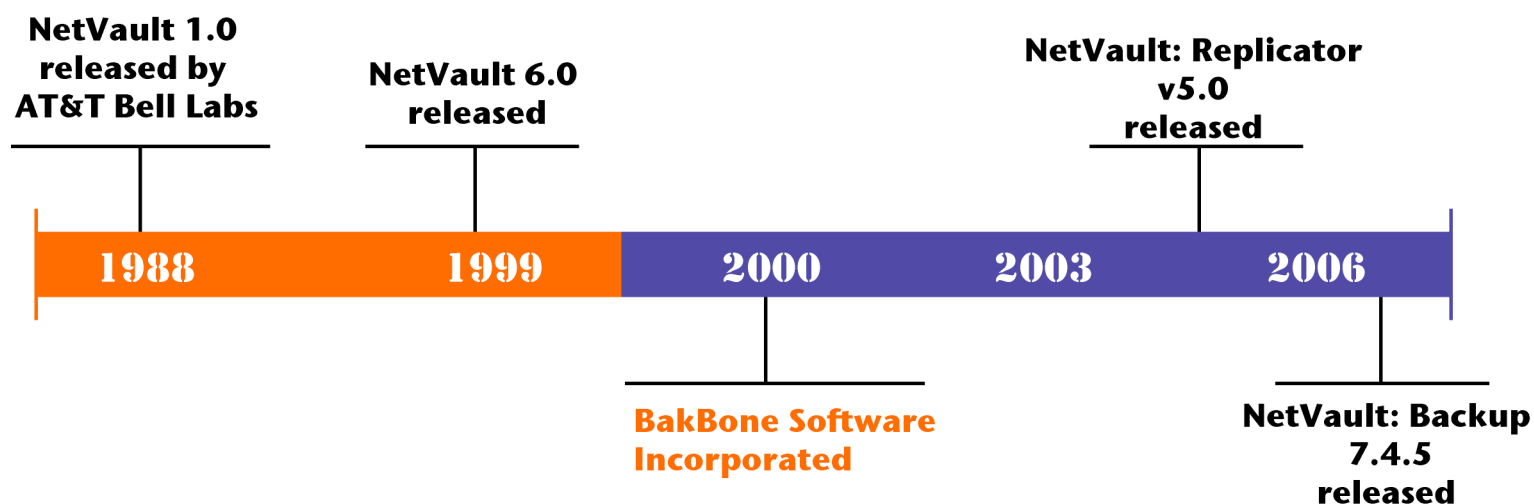
# Agenda

- **Wer ist BakBone ?**
- **SUN OEM Partnerschaft**
- **Produkt und Differenzierung**
- **Sun Bundles**
- **Presales Unterstützung**
- **Quote Tool**
- **Kontakt & Infos**



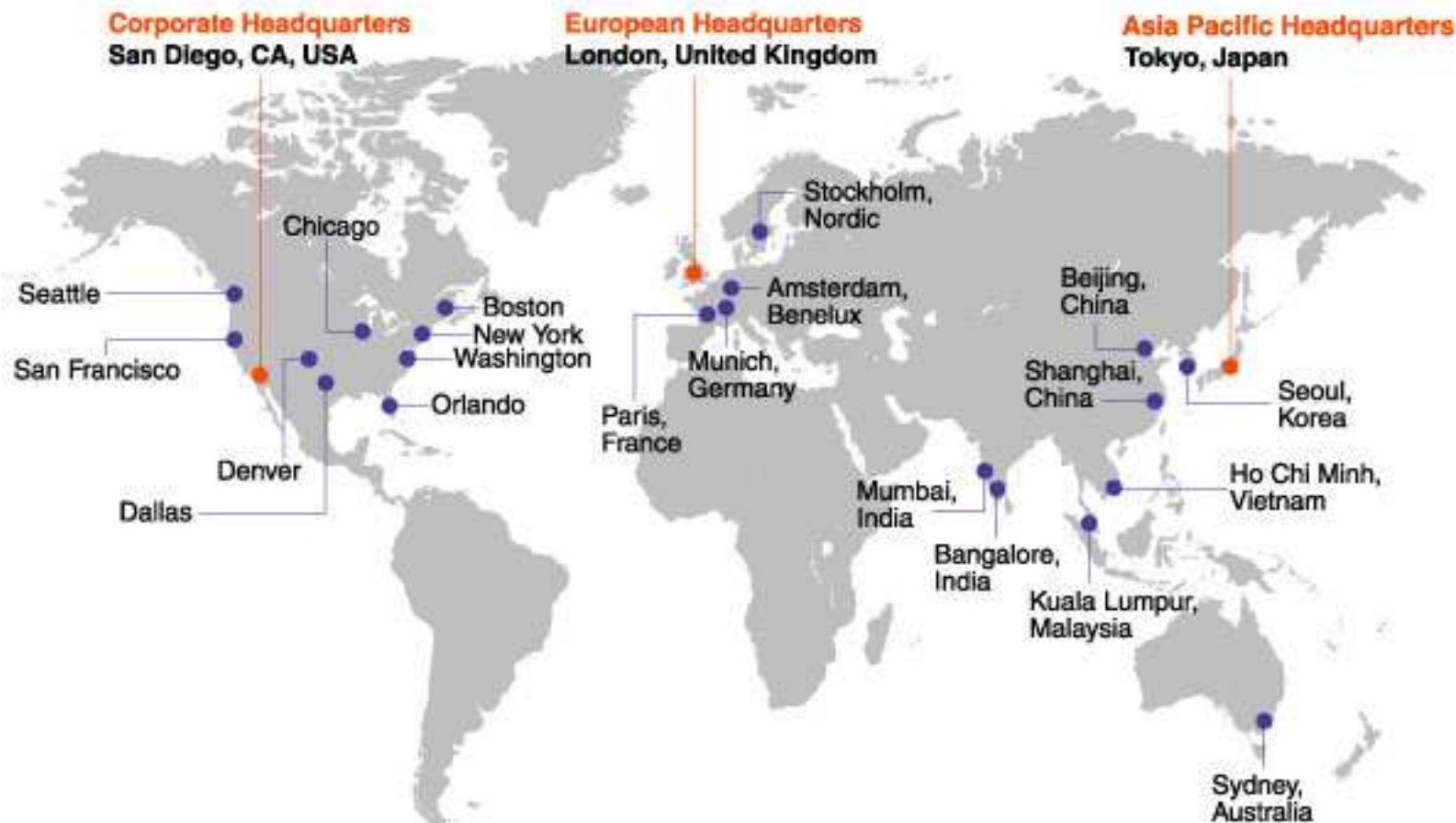
**Wer ist BakBone ?**

# BakBone Evolution



- NetVault originally developed by AT&T Bell Labs in late 80's
- Re-Architecture Development 1996-1999
- NetVault Acquired by BakBone March 2000
- Broad technology portfolio: Backup, D2D2T, VDL/SVDL, APMs
- *NetVault V7.45 released on Sun's Price List February 20th, 2007*

# BakBone Worldwide Operations and Support



Sales offices throughout North America, Europe, Asia, Australia

# Access: To the Platforms You Want

## Choose Your Server



## Choose Your Server



Mac



## Choose Your Applications



PostgreSQL



Domino



# Trust: Proven in the Enterprise



80% of Top  
Global Telco Firms



70% of Top  
Global Airlines



65% of Top  
Global Retailers

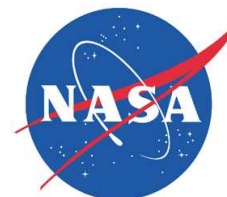


60% of Top Most Admired  
Global Companies



50% of the Top  
Transportation Logistic Firms

Over 16,000 Deployments  
Worldwide, Including Over  
50% of the Fortune 1000



\*\*73% Linux BU market share in Japan

\*\*\*'Fastest Growing Data Recovery Solution  
Provider in the World' \*\*\*per IDC -  
Software Forecast 2003-2007



# NetVault Positioning & Key Differentiators

	<b>Workgroup</b>	<b>Datacenter</b>	<b>Enterprise</b>
<b>Preconfigured</b>			
Netvault Server Node	1	1	1
NetVault Client Nodes	5	10	25
Media Drives Support	4	20	Unlimited
Heterogeneous Clients	Yes	Yes	Yes
Performance Tuning	Optional	Optional	Optional
VTL / SVTL Capacity & Drives	100GB/12 Devices	250GB/24 Devices	500GB/ unlimited Devices
Policy Management	Included	Included	Included
User Level Access	Included	Included	Included
Basic Reporting	Included	Included	Included
Add. Clients Connections	Up 10 total	Up to 50 total	Unlimited
Online Slots per Server Lic	60	350	Unlimited

# NetVault vs. Comp: Key Messages

**“Backup Made Easy”**: Single CD w/ simple, intuitive manuals

- › Installs in 10 minutes, 20 minute SAN
- › Auto device discovery and configuration
- › Simple GUI Management and Reporting Tools
- › Quick and painless installs result in more revenue, greater customer satisfaction with increased efficiency

**Best Value/Lowest TCO:**

- › Single Core CD Spans WG - Enterprise
- › Reduced Implementation costs >30%
  - › No extensive services needed
- › “On-Demand” Scalability – No downtime or re-boots

**First with Sun:**

- › NV Eval CD bundled w/ L24/L48 Libraries, Thumper, STK2500
- › Ties into Sun’s Storage Virtualization Messaging: Built-in VDL Capability for D2D2T: No Appliance Required!
- › NCR Teradata Partnership powers over 50% of Fortune 500

# NetVault: Backup Made Easy!



- Single Core Product- Spans Workgroup to Enterprise
- Installs in 10 minutes - single CD (not 19 like others)
- Automatically finds and configures all of your backup devices
- Enterprise-quality virtual tape disk-library (VTL) support, policy-based management coupled with advanced media management
- Backup all major applications and platforms
- Allows customers to manage business NOT backup applications
- 'Fastest growing data recovery solution provider' \*per IDC

# Presales Support

- Unterstützung bei den ersten Projekten
- gerne auch Vor-Ort – inkl. Proof of Concept
- Know-How Transfer durch Workshop oder
- Schulung



# **“Value Priced” Sun/NetVault Promotional Bundles**

# “Value” Priced Sun/BakBone Bundles:

Boost Sales by Offering 73% Savings on NetVault: Backup Software When Sold with Sun’s x4500(Thumper), ST2540/2530 & SL24/SL48

## 1. Create a Virtual Tape Environment for under \$1500

73% savings – On NetVault:Backup Server Bundle for ST2530/2540 Disk Arrays  
 Package Includes: NetVault: Backup Data Center Server License with 1TB VDL capacity license

Standard List Pricing \$5299
Promotional Pricing \$1411
<b>73% – Savings of \$3,888</b>

## 2. Get Enterprise Class Data Protection with Unlimited Client and 20TB VDL Capacity for Work Group Prices

36% savings – On NetVault:Backup Server Bundle for Sun Fire X4500 “All in One Media Server”  
 Package Includes NetVault: Backup Enterprise Server and 20 TB VDL capacity

Standard List Pricing \$22,106
Promotional Pricing \$14,148
<b>36% – Savings of \$7958</b>

## 3. Integrated Data Protection for the SL24/SSL48 at Half the Cost!

51% savings – On NetVault:Backup Server Bundle for SL48 Tape Library  
 Package Includes NetVault:Backup Data Center Server License and 24 slot upgrades

Standard List Pricing \$7604
Promo Pricing \$3716
<b>51% – Savings of \$3,888</b>

## 4. Data Center protection of your SL24/SL48 data at WorkGroup prices

35% savings – On NetVault:Backup Server Bundle for SL48 Tape Library  
 Package includes: NetVault: Backup Data Center Server License and 52 slot upgrades

Standard List Pricing \$11,254
Promotional Pricing \$7366
<b>35% – Savings of \$3888</b>

- ❑ Take advantage of the opportunity for immediate proof of concept and product demos.
- ❑ Enjoy the benefits of accelerated sales cycles and time to revenue.

## Server Bundles for ST2530/2540 Disk

- Enthält: NetVault: Backup Server für 1 backup server, 10 heterogeneous clients, und 1.25TB VTL Kapazität.

## Sun X4500 Box

- Enthält: NetVault: Backup Server für 1 backup server, 25 heterogeneous clients, und 20TB VTL Kapazität.

## SL24 Tape Library

- Enthält: Backup Server für 1 backup server, 10 heterogeneous clients, 24 tape slots, und 250GB VTL Kapazität.

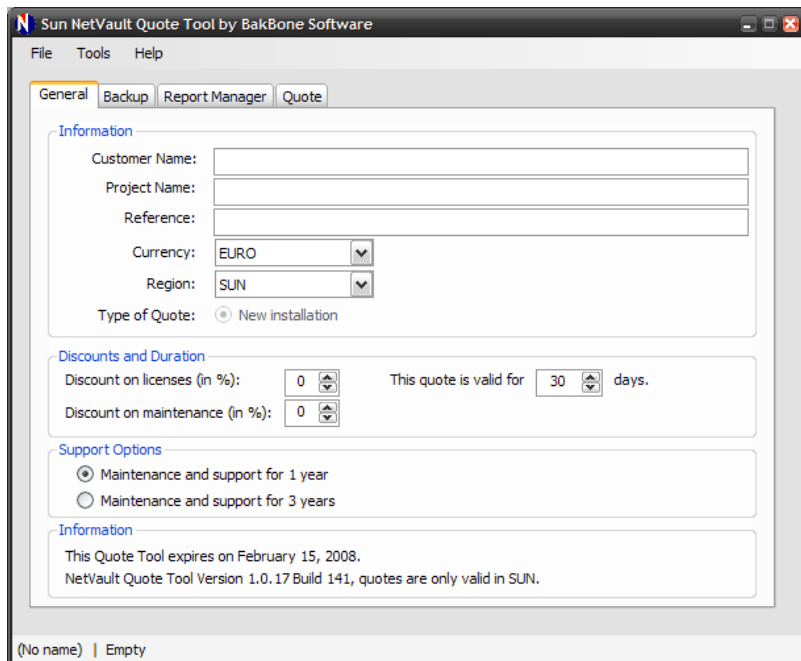
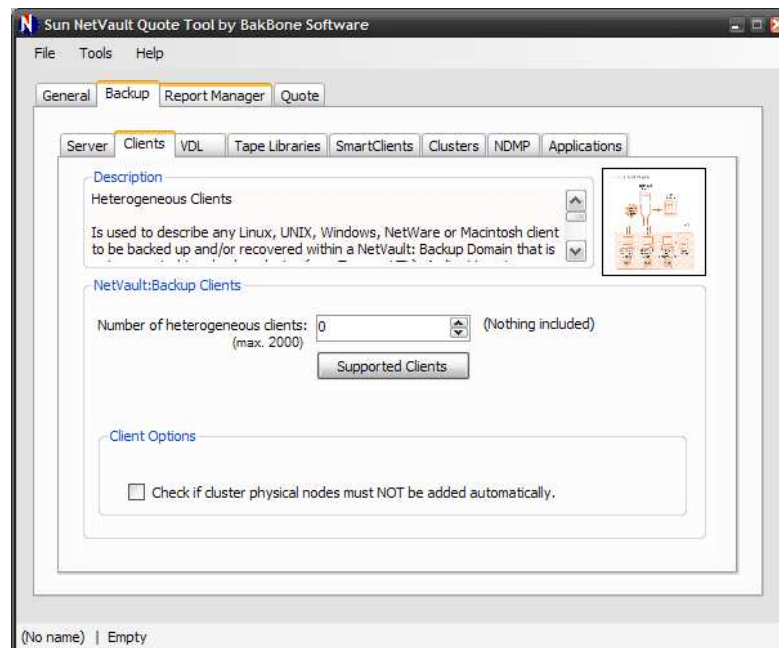
## SL48 Tape Library

- Enthält: Backup Server für 1 backup server, 10 heterogeneous clients, 52 tape slots, und 250GB VTL Kapazität.



# Quote-Tool

# Bakbone Quote Tool

geführte Konfiguration – es werden automatisch die notwendigen Lizenzen herangezogen



# Kontakt und Infos

# BakBone Kontakt für SUN

**David Ohlig**

[david.ohlig@bakbone.com](mailto:david.ohlig@bakbone.com)

**0174-2042964**

[www.bakbone.de](http://www.bakbone.de)

[www.sun.com/bakbone](http://www.sun.com/bakbone)



**Thank you!**