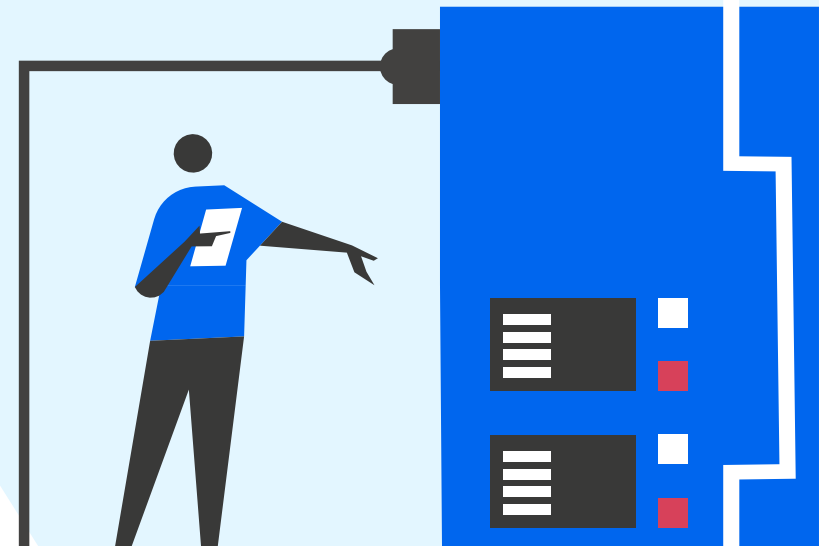


# Unbeatable Backup Security with Object First & Central Technology

Webinar – 27<sup>th</sup> June, 11:00 – 12:00



# Today's Speakers



Matt Atkinson  
Sales Manager  
**Central Technology**



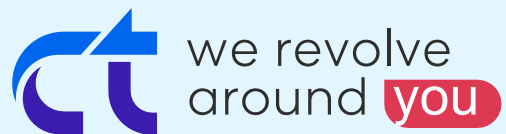
Chris Barr  
Technical Director  
**Central Technology**



Walter Berends  
Sales Engineer, EMEA  
**Object First**



David Johnson  
Channel Sales Director, EMEA  
**Object First**



- **UK owned and based company**
- **90+ strong team**
- **Just under 10 PB of data in our control in our UK private Cloud**
- **4 datacentre locations across the UK, all managed by CT**
- **24/7/365 UK support**



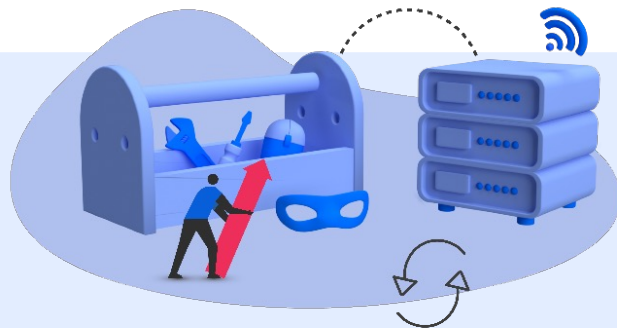
# Our Cloud Services



**Secure Cloud Backup with Immutability**



**Secure Cloud Backup for Microsoft 365**



**Secure Disaster Recovery as a Service**



**Secure On-Premise Immutability**

**veeam**

Cloud & Service  
Provider

**Platinum**



**CT are market leaders**

**First to market immutable storage to EMEA**

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**First UK Reseller of Ootbi**

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**Only **VCSP Platinum Partner** to offer Ootbi**

# Why we have partnered with Object First

## Enhanced Solutions

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CT partnered with Object First to enhance Veeam-based solutions with a secure, easy-to-manage backup appliance.

## Simplified Deployment

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The Ootbi appliance simplifies deployment and delivers superior backup and restore performance.

## Robust Protection

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CT now uses Ootbi to protect internal servers, benefiting from instant recovery and ransomware protection.





# Best Storage for Veeam

Walter and DJ

With Central Technology



# 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**



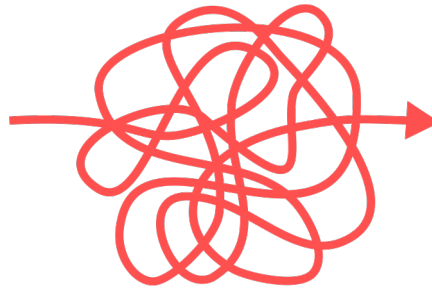
# The Challenges With Backup Storage Today

## Not Secure



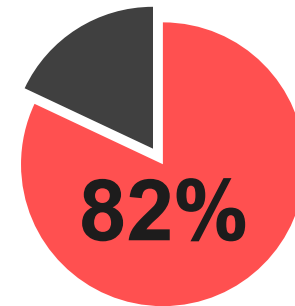
**Ransomware attacks target backups\***

## Too Complex



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

## Limited Power

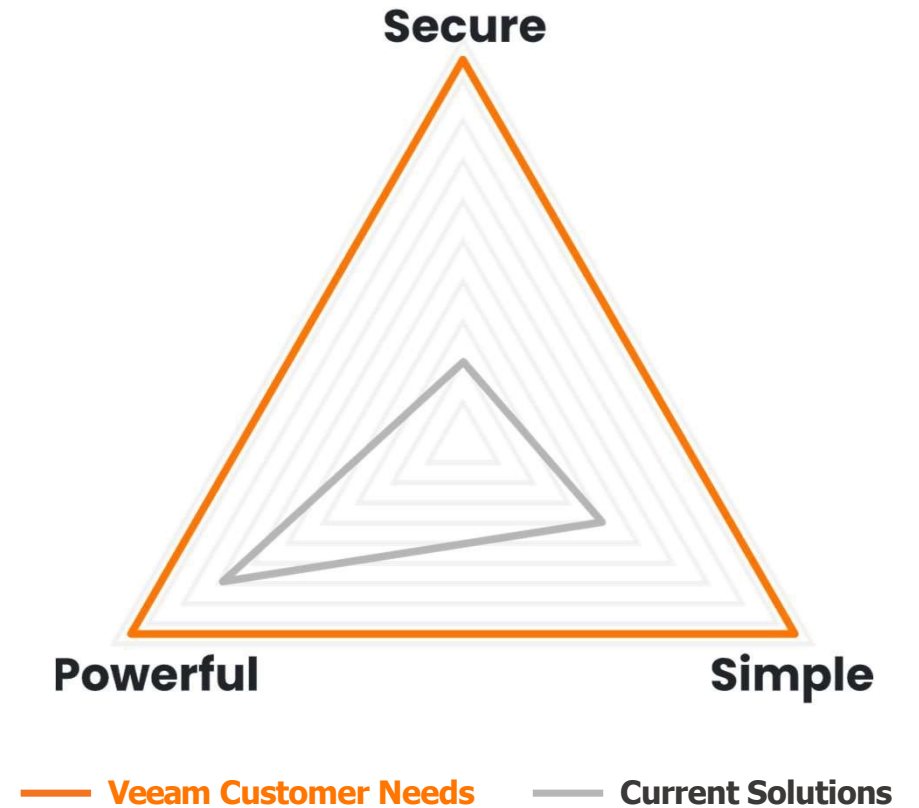


**Admins cannot recover their data fast enough\***

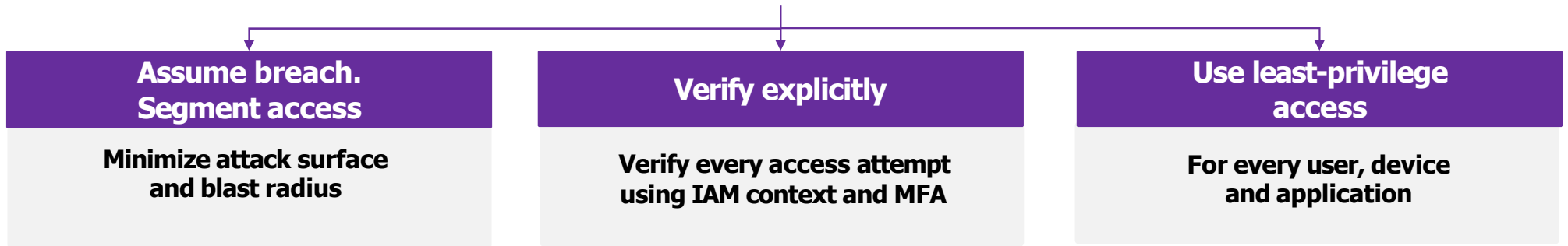
\* Veeam Data Protection Report 2023

# Veeam Customers Need Secure, Simple, Powerful Storage

Existing Solutions Require Sacrifice

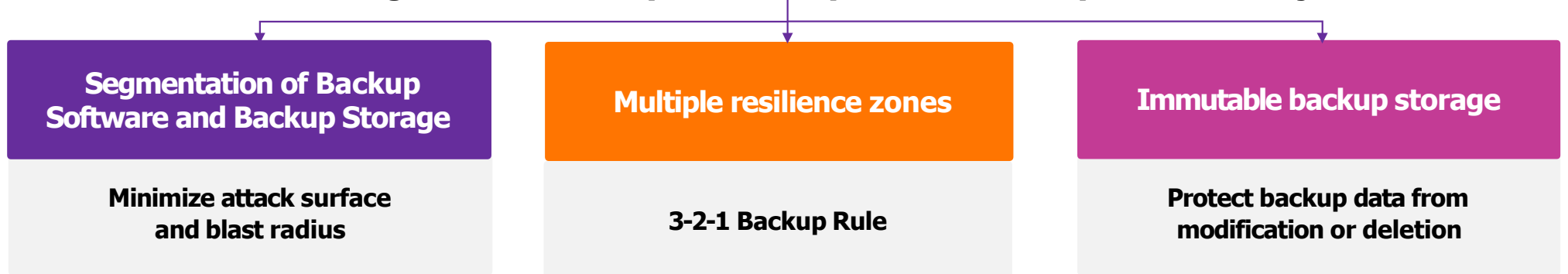


# Zero Trust Principles

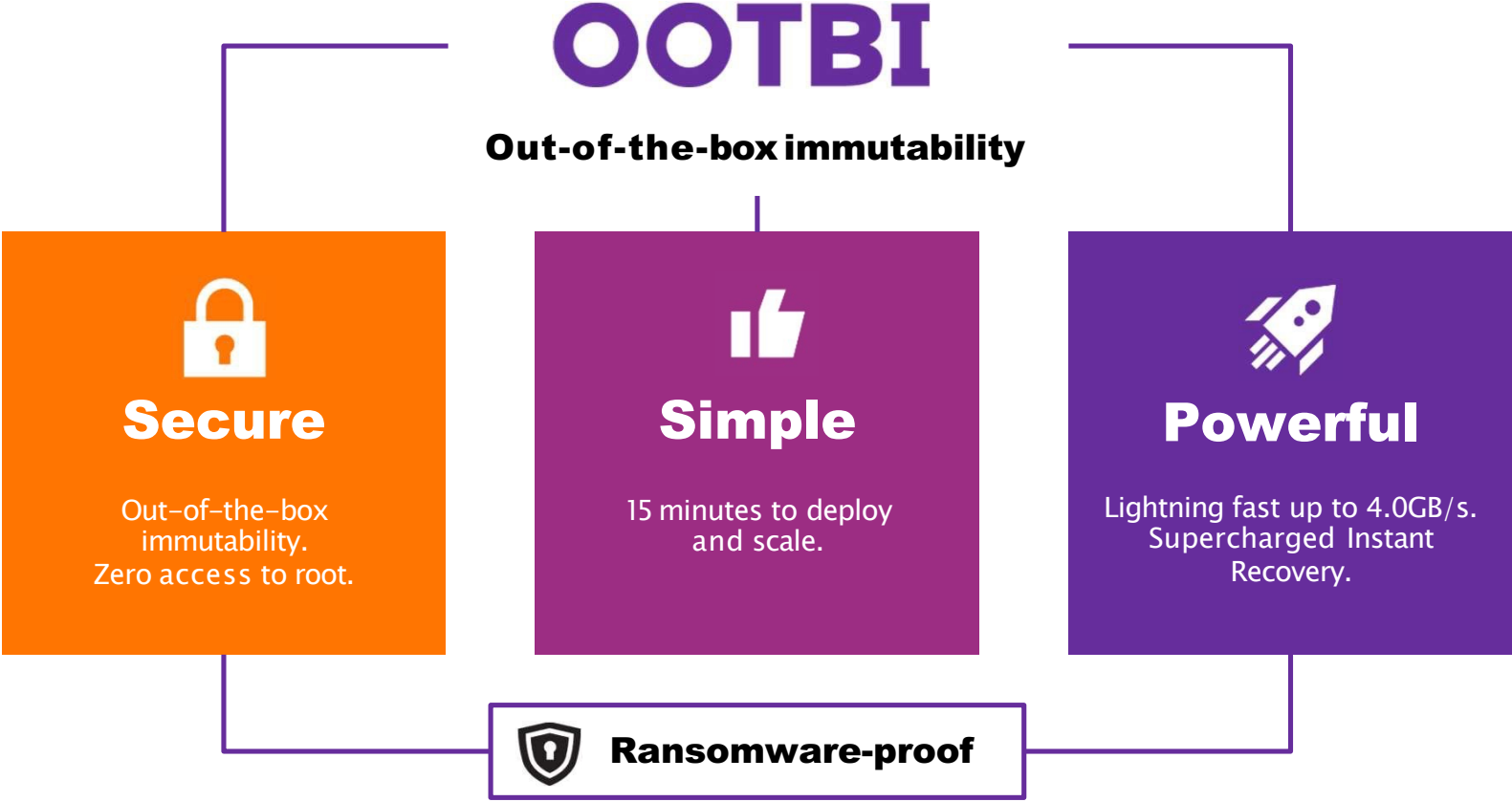


# Zero Trust Data Resilience (ZTDR) Principles

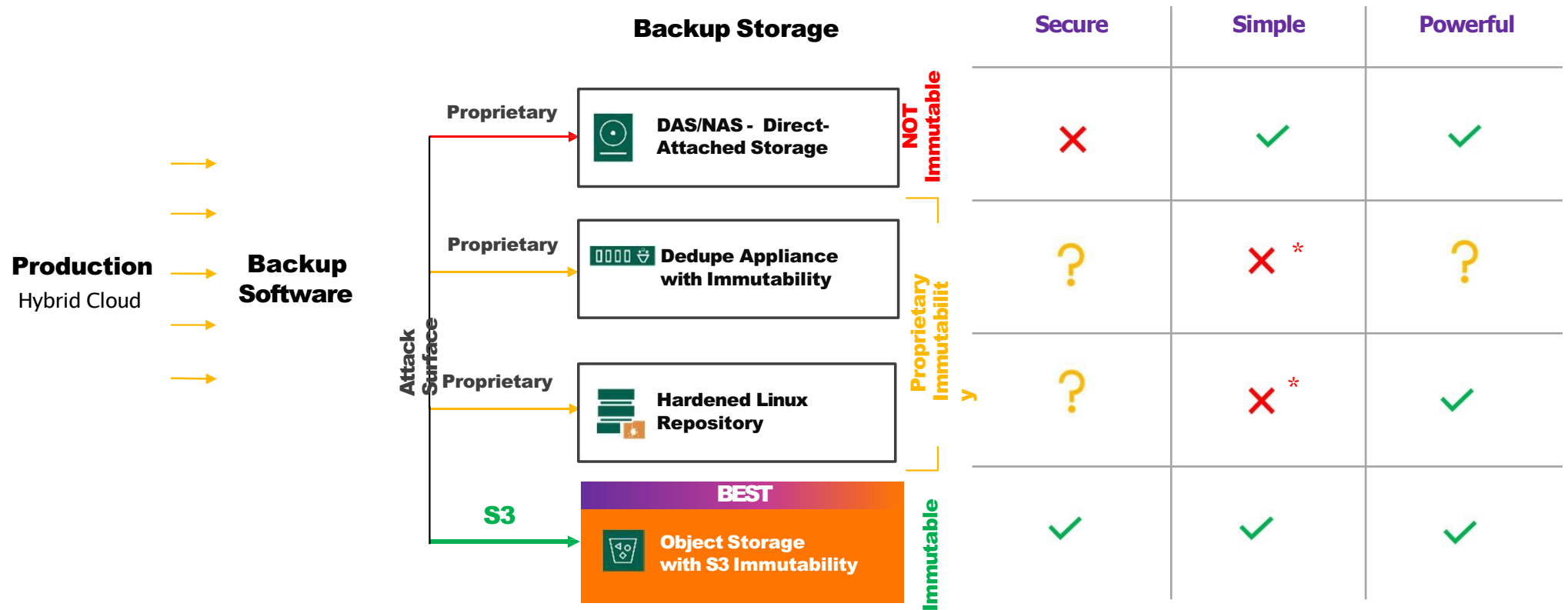
Extending Zero Trust Principles to Enterprise Data Backup and Recovery



# Best Storage for Veeam



# Veeam Customer Options for On-Prem Storage



\* security expertise required

# 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 /**  central technology



**Cloud**



Long-term Retention

# Why Object Storage?

**Immutability** — S3 Native Object Lock

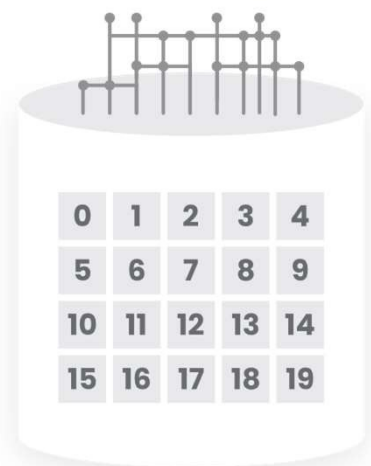
**Scalability** — Simplified, horizontal scalability

**Up-to-Date** — No limitations of traditional file systems

**Reliability** — Guaranteed data delivery

**Availability** — Natively solves needs required for 3-2-1

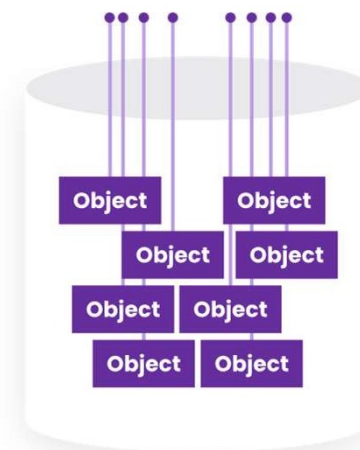
**File Storage**



**Block Storage**



**Object Storage**



# What's in the Box?

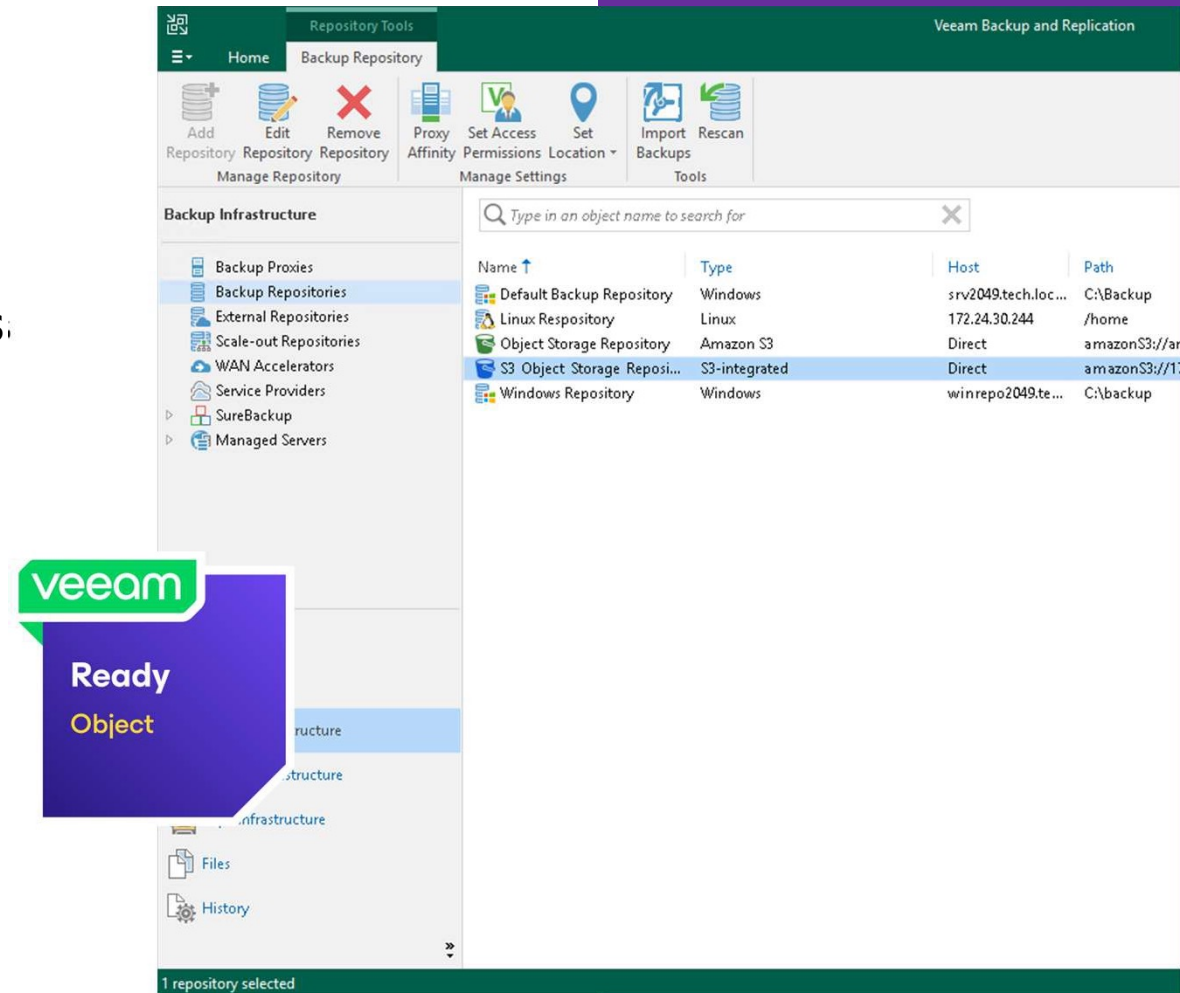
- **NVMe** Flash Cache
- **RAID6 Array** (10 Disks, 1 Spare)
- **Dual NIC 10 Gb** (SFP+ or Base-T)
- **Hardened Linux OS** (mirror RAID)





# What Is the Veeam Smart Object Storage (SOS) API?

- Exclusive feature for Veeam V12+
- Storage integration w/o plugin requirements
- Capacity/space visibility
- Storage access control:
  - Caching control exposed to Veeam
  - Break large jobs into smart entities for smart placement
  - Storage-managed network access & load balancing



# How Ootbi Works

## Production



Physical



Virtual



Cloud

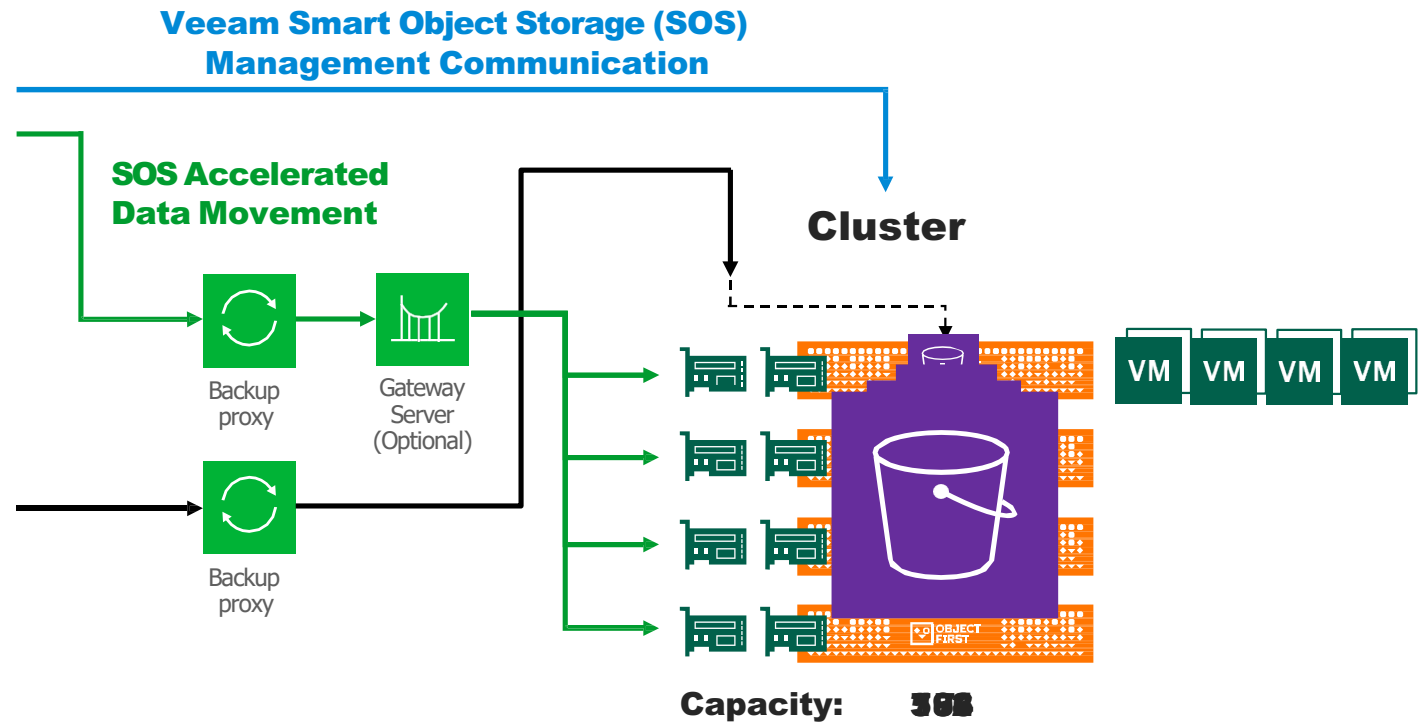
## Veeam



Veeam Backup & Replication



M365



# Welcome 192TB to the Ootbi Family

**64TB**

**128TB**

**192TB**



Same configuration



Same Performance



Same Security  
(Available Q4)

**Mix, match, and scale up to 768TB per cluster**

# What's New With Ootbi?



## Size

- Ootbi can store more data
- Support up to 192TB on a single node
- Unlocks up to 768TB of usable immutable backup storage per cluster



## Scale

- Continuous integration with Veeam's 12.1.2 release
- SOBR now supports multiple object storage targets as extents
- Achieve beyond 3PB of immutable object storage with Ootbi in SOBR



## Security

- Deeper 3rd party testing and validation
- Continued security hardening
- New support for NTS time service options and named admins

# 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



# The next steps

- Set up a call with our Cloud specialists to discuss your specific requirements and purchase options
- Discounts available

	<b>MSRP</b>	<b>36-month rental, per month</b>
<b>64TB</b>	£31,495	£1025
<b>128TB</b>	£42,495	£1385
<b>192TB</b>	TBA	TBA

# Q&A Session

What is involved to manage the appliance? E.g. installing updates and detecting issues?

Is a hardware warranty included?

Do you offer support?

