

A black and white photograph of a man in a dark sweater leaning over a desk in a server room. He is looking at a laptop. The room has a wooden floor and a metal rack of server units on the left. The top of the image is overlaid with a colorful geometric design in shades of blue, purple, and brown.

NETGEAR[®]

Системы Хранения Данных

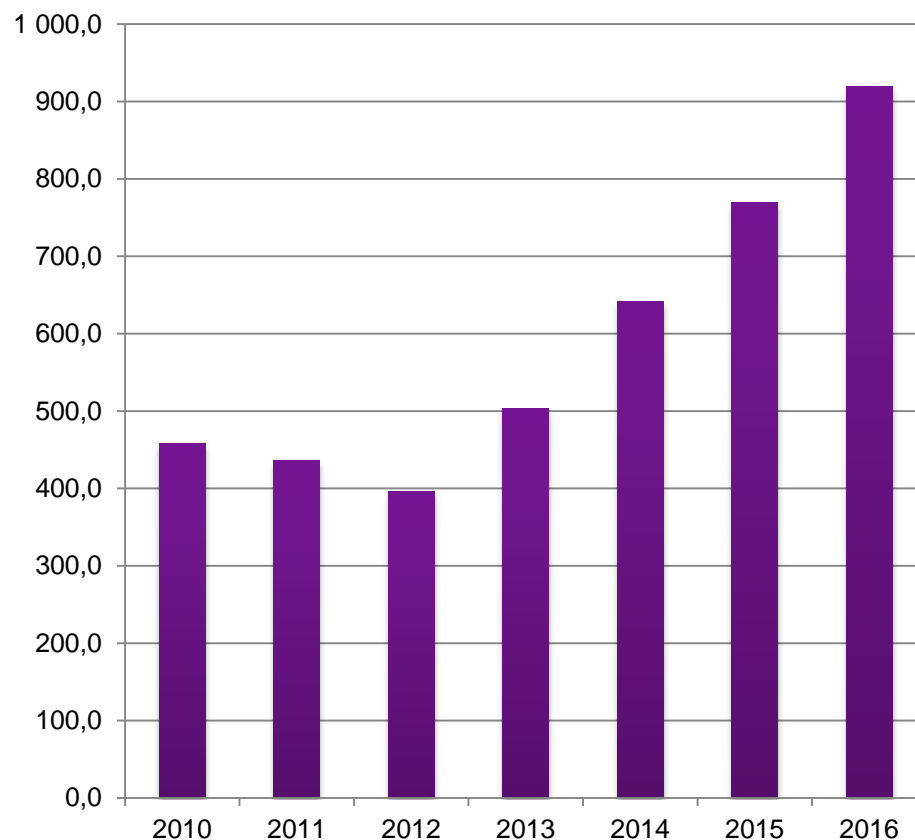
Джошуа Браун, Старший менеджер по продуктам, EMEA

Рынок СХД для СМБ

+ Данные Gartner

- 2012 Падение в отрасли
- 2013 Год начала роста

Мировой рынок СХД,
устройства стоимостью
<\$5.000 (\$M)



Кто потребитель продукции NETGEAR?

- + Фотографы
- + Адвокаты
- + Медиа агентства
- + Медицинские учреждения
- + Торговые сети
- + Издательские дома
- + Автосервисы
- + Любые компании с филиалами
- + Небольшие офисы любого типа
- + **Заботящийся о расходах средний бизнес**

Каковы потребности пользователей?

Защита данных

- + Продолжающийся рост объема данных
- + Замена ленточных носителей информации / отказ от подрядчиков по архивированию и обновлению
- + Недостаток времени на бэкап
- + Переход от ежедневных/еженедельных бэкапов к ежечасной защите данных
- + Защита от катастроф и катаклизмов
- + Сохранность данных становится все важнее и важнее

Виртуализация

- + Shared storage for virtual servers

Удаленный доступ и обмен данными

- + Remote Access/Collaboration and „Private Cloud“

⇒ Как я могу удовлетворить все эти требования имея небольшой бюджет и ограниченный людской ресурс?



Решения, которые нужны заказчику

- + Обмен данными
 - + Удаленный доступ
 - + Ваксир – Защита от повреждения данных и человеческих ошибок
 - + Защита от катаклизмов и катастроф
 - + Виртуализация
 - + (Видео наблюдение)
- ⇒ Продуктивность сотрудников

Чем отличаются СХД NETGEAR?

ReadyNAS это “Хранение данных просто”(Storage Made Easy)

В чем отличие NETGEAR

NETGEAR®
ReadyNAS®

+ Все новейшие и уникальные технологии (ReadyNAS)

- Continuous data protection (hourly protection only with NETGEAR, Bitrot protection, AV, etc.)
- Storage efficiency (instant expansion)
- Easy off-site (cloud-managed replication)
- Easy access & D (ReadyCLOUD)

+ Меньше затрат при покупке и управлении

- Lower upfront cost and all inclusive feature set
- Lower long-term cost of management

+ Меньше проблем при покупке, использовании и управлении

- All inclusive and 5 yr warranty means no surprises
- Easy management means no additional staff/consultants

YOU DO A LOT IN AN HOUR
PROTECT IT WITH HOURLY BACKUPS

Почему СХД NETGEAR

+ Лучшая **защита данных** для SMB:

- **Snapshot technology with hourly protection** – restore data from every point in time without impacting performance.
- **Most easy to use replication** technology for disaster recovery
- **Data Integrity due to advanced Filesystems**
- **Integrated backup solution with „only 1 full backup“ advantage**

+ Наиболее гибкое и безопасное решение для **персонального облака** – remote access with local hardware (privacy, performance), utmost security (no portforwarding), ease of use

+ Уникальная **гарантия и поддержка**

- **5 years warranty and NBD for almost all storage products**

Позиционирование СХД NETGEAR

Представление о рынке СХД

СМБ хранилища ReadyNAS с
продвинутой защитой
данных
(BTRFS-based)

NETGEAR
ReadyNAS[®]



Feature-rich, simple and
affordable

СХД начального уровня
(EXT3/4-based)



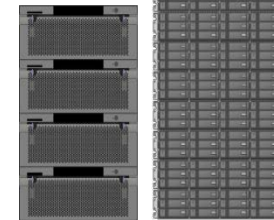
Simple and affordable, but lacks
features

NETGEAR
ReadyDATA[™]



Feature-rich, simple and
affordable

ReadyDATA – Функционал
Энтерпрайз класса по цене SMB
хранилища (**block-based replication,
deduplication and data integrity**)
(ZFS-based)



Good, but expensive and
complex

Традиционные
Энтерпрайз решения
для СМБ

NETGEAR is innovating the
SMB NAS space with the
adaption of advanced file
systems

NETGEAR[®]

Во главе угла: защита данных!

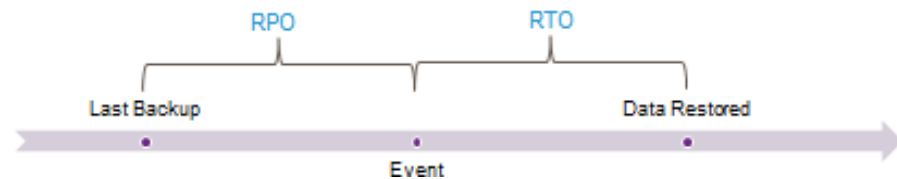
100% dependency on data means:

+ **Backup** more frequent than daily / weekly

+ **Restore** of the backup data

- Quick and easy for optimum user productivity
- Minimize “RPO” – Recovery Point Objective
- Minimize “RTO” – Recovery Time Objective

SMB need true
Snapshot technology



+ **Disaster Recovery** and Backup for remote offices centrally
and easy

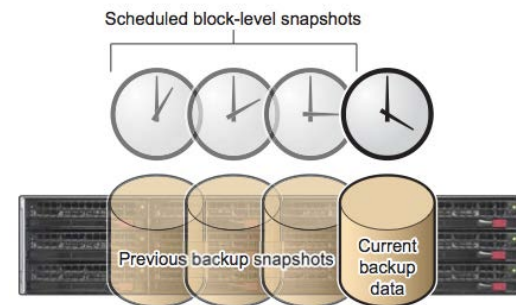
+ **Data Integrity**

SMB need easy-to-use
Disaster Recovery

Требование #1: Ежечасная защита данных на СХД

- + Capability to protect data on the NAS every hour
- + restore from any previous point in time
- + Pointer/Block-based Snapshot-Technology:
 - Space efficient
 - No performance impact
 - Unlimited
- + Can be automatically or manually created
- + Smart Snapshot Management prunes according to age
- + Rollback, Clone... just as the big guys

Requires
BTRFS/ZFS



Only way to achieve “Near
Continuous Data Protection”
for max user productivity

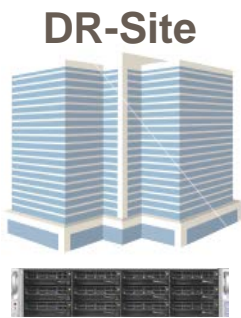
NETGEAR®



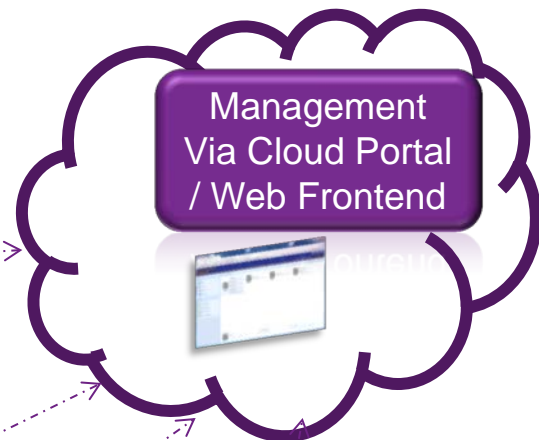
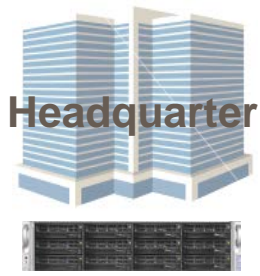
NETGEAR[®]

SNAPSHOT DEMO

Требование #2: Легкое восстановление и защита от ядра до границ

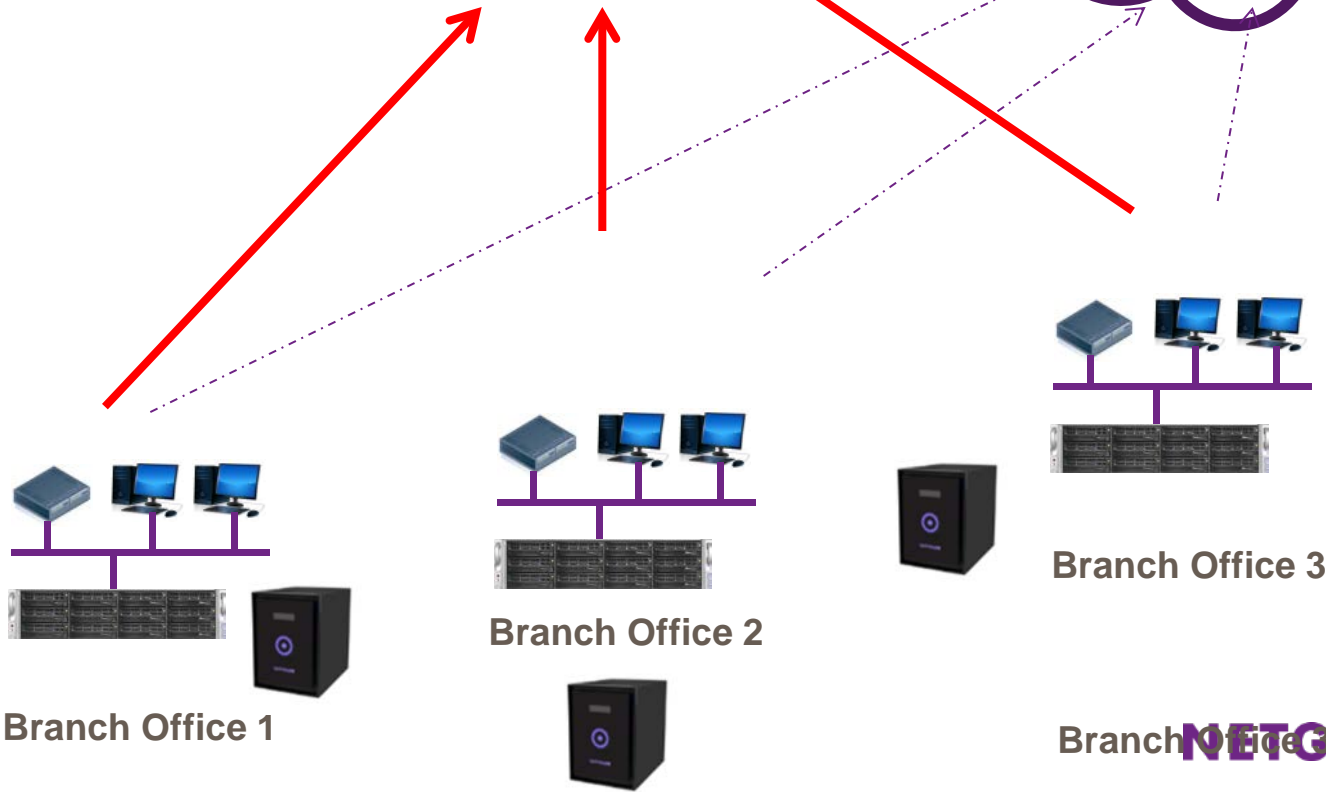


Data via VPN
(not cloud)



ReadyNAS:
File-level replication
Web-based management

ReadyDATA:
Block-level replication
Local or web-based management



Branch Office 1

Branch Office 2

Branch Office 3

The Netgear logo is displayed in a bold, purple, sans-serif font. The word "NETGEAR" is in all caps, followed by a registered trademark symbol (®). The background features a white central area with blue geometric shapes at the top and right.

REPLICATE DEMO

Требование #3: Целостность данных против “Тихого повреждения данных” или „Bitrot“

- + **Symptoms:** Files don't open, databases get corrupt, photos change...
- + **Causes:** Headcrashes, SW Bugs, over-voltage, radiation & magnetic fields, write errors...

EXT 4

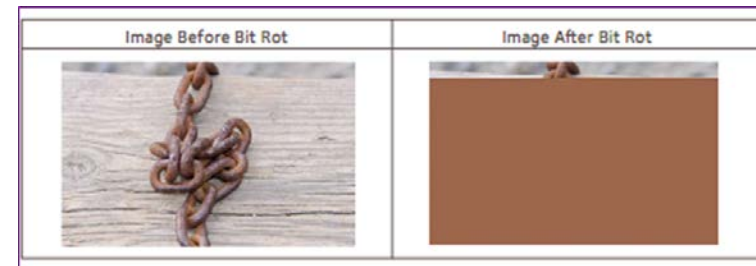
Trad. filesystems: No protection against failures when reading from the RAID

„Advanced“ filesystems provide protection mechanisms

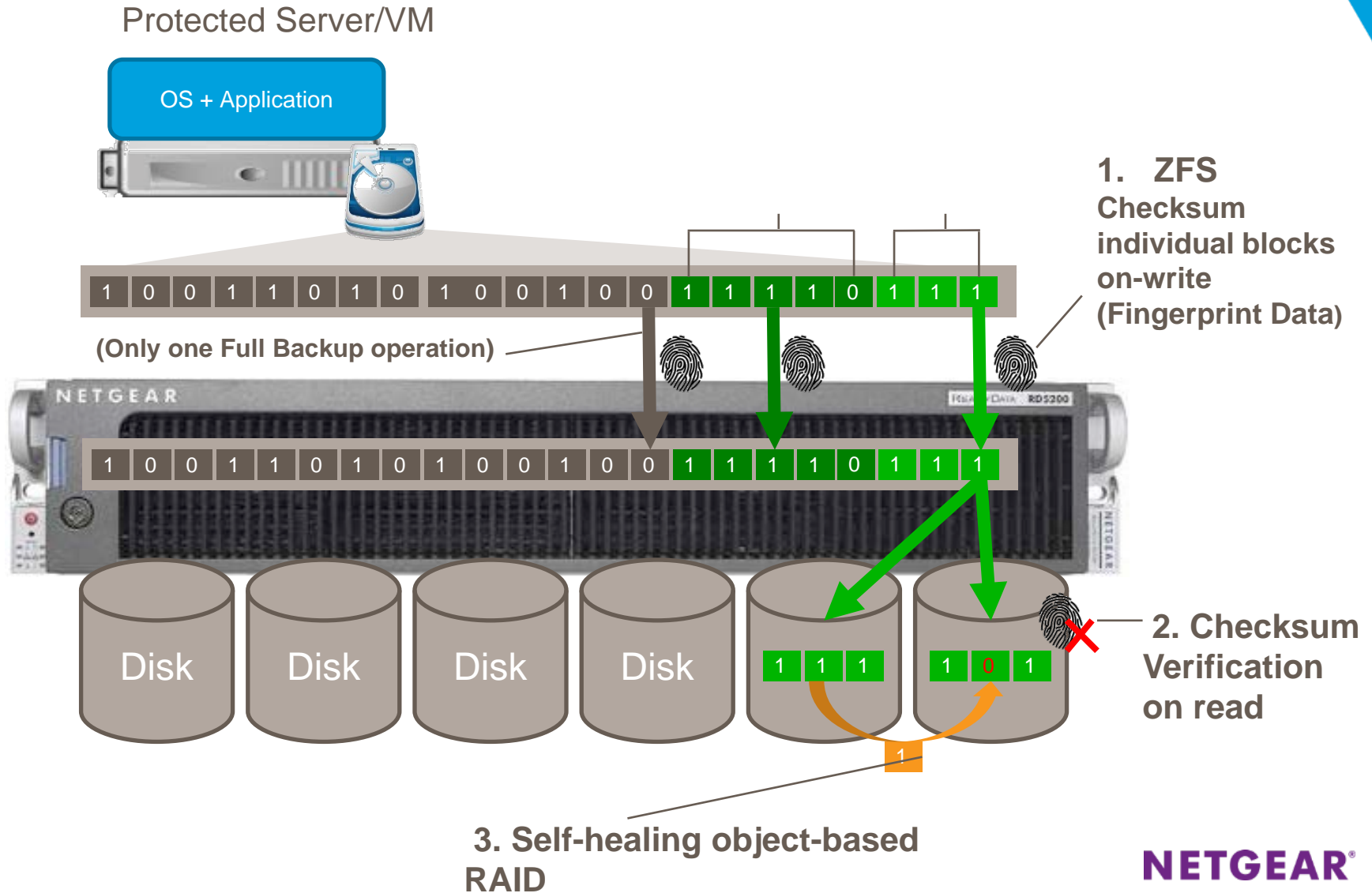
ZFS,
BTRFS

- + **Checksum algorithms for data, metadata and inodes**
- + ZFS: Source-data are being only deleted once „Checksummed“ on non-volatile media

=> The „Missing Piece“ for true end-to-end data protection



Целостность End-to-End



5 уровней защиты файлов с ReadyNAS

Файловая система BTRFS предоставляет ReadyNAS новейшие
ВОЗМОЖНОСТИ



Automatic Raid protects against disk failure



Point in time recovery with snapshot technology

Exclusive



Free Real-Time Antivirus

Exclusive



Bitrot protection defends against media degradation

Exclusive

New



Offsite backup with cloud or 2nd ReadyNAS

Требование #4: Удаленный доступ/ „Частное облако“

- + **ReadyCLOUD** for cloud-like access from anywhere
- + **ReadyNAS Remote** – fully transparent VPN Access from PC/Mac for all Businesses without VPN
- + Normal VPN Access in larger environments
- + **No Portforwarding, no security risk, no configuration effort**

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CLOUD DEMO

ReadyCLOUD

Конкурентное сравнение с Dropbox

| | ReadyCLOUD | Dropbox Basic | Dropbox Pro | Dropbox for Business |
|-------------------------------------|------------------|---------------|-------------|----------------------|
| Monthly fee | \$0 | \$0 | \$10 | \$15/user |
| Capacity | Unlimited | 2GB | 1,000 GB | Unlimited |
| Detailed Sharing | Yes | No | Yes | Yes |
| Version History | Unlimited | 30 days | No | Unlimited |
| Enterprise-grade security (AES/SSL) | Yes | Yes | Yes | Yes |
| Password protect shared link | Yes | No | Yes | Yes |
| Expired Link option | Yes | No | Yes | Yes |
| Audit Log | No | No | No | Yes |
| Active Directory Integration (SSO) | No | No | No | Yes |

Additional Competitive Comparison will be available & posted to salesforce

Обзор линейки

The background features a series of overlapping, semi-transparent geometric shapes, primarily triangles, in various shades of blue, purple, and brown, creating a modern, abstract design.

Унифицированные СХД NETGEAR для СМБ

Широкий ассортимент для любых нужд хранения данных!

Feature /
Performance

Home Office
Consumer

NETGEAR®
ReadyNAS®

ROBO /
Small Business

Mid-Range

NETGEAR®
ReadyDATA™



ReadyDATA 5200 ReadyDATA 516

ReadyDATA OS 1.x
ZFS-based

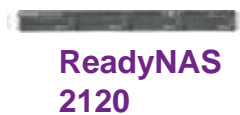
NETGEAR®
ReadyRECOVER



ReadyDATA + Backup SW
Backup Appliance



ReadyNAS 102 ReadyNAS 104 ReadyNAS 202 ReadyNAS 204



ReadyNAS 2120



ReadyNAS 312 ReadyNAS 314 ReadyNAS 316 ReadyNAS 3130



ReadyNAS 3220



ReadyNAS 516 ReadyNAS 716X



ReadyNAS 4220

ReadyNAS OS 6.x
BTRFS-based

Home-based user

Small business (5 -75 users)

SMB (75-200 users)

ME (100+ users)

NETGEAR®

NETGEAR®

ReadyNAS®

ReadyNAS Настольные СХД



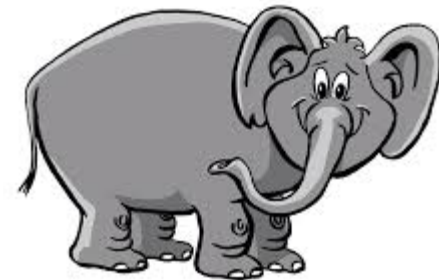
| | ReadyNAS 102 | ReadyNAS 104 | ReadyNAS 312 | ReadyNAS 314 | ReadyNAS 316 | ReadyNAS 516 | ReadyNAS 716X | EDA500 |
|--------------------------------|--------------------------------|---------------------------|-----------------------------|------------------------------|---|---------------------------|--|----------------|
| CPU | Marvell Armada 370 1.2GHz | Marvell Armada 370 1.2GHz | Intel Atom Dual Core 2.1GHZ | Intel Atom Dual Core 2.1 GHZ | Intel Atom Dual Core 2.1 GHZ | Intel i3 Dual Core 3.3GHz | Intel Xeon Quad Core 2.5GHz (3.5GHz Turbo) | Expansion Unit |
| Memory | 512MB | 512MB | 2GB | 2GB | 2GB | 4GB ECC | 16GB ECC | |
| Recommended # concurrent users | 1-4 | 1-4 | 5-25 | 5-25 | 5-25 | Up to 250 | Up to 500 | |
| GE Ports | 1 | 2 | 2 | 2 | 2 | 2 | 2 + 2 10GBase-T | |
| USB Ports (3/2) | 2 / 1 | 2 / 1 | 2 / 1 | 2 / 1 | 2 / 1 | 2 / 1 | 2 / 1 | |
| eSATA ports | 1 | 1 | 2 | 2 | 2 | 3 | 3 | |
| Total Solution Capacity | 8TB | 16TB | 28TB | 56TB | 64TB | 84TB | 84TB | 20TB |
| HDD Types | 2.5" SSD/SATA or 3.5" SSD/SATA | | | | | | | |
| Input Devices | Power, Backup, Reset | | | | Power, Reset, 5-button touch navigation | | | |
| HDMI | 0 | 0 | 1 | 1 | 1 | 1 | 1 | |

ReadyNAS Стоечные СХД



| | ReadyNAS 2120 | ReadyNAS 3130 | ReadyNAS 3220 | ReadyNAS 4220S | ReadyNAS 4220X |
|--------------------------------|------------------------------------|---|---|--|--|
| CPU | Marvell Armada XP Dual Core 1.2GHz | Intel Atom C2338 Dual Core 1.7GHz, 2GHz Turbo | Intel Ivy Bridge i3-3220v2 Dual Core 3.3GHz | Intel Ivy Bridge Xeon E3-1225v2 Quad Core 3.2GHz | Intel Ivy Bridge Xeon E3-1225v2 Quad Core 3.2GHz |
| Memory | 2GB | 2GB ECC UDIMM | 4GB ECC | 8GB ECC | 8GB ECC |
| Bays | 4 | 4 | 12 | 12 | 12 |
| Recommended # concurrent users | 5-20 | 21-75 | 76-150 | 150-200 | 150-200 |
| Power | Single Internal Power | Single Internal Power | Dual Redundant Hot-Swappable | Dual Redundant Hot-Swappable | Dual Redundant Hot-Swappable |
| GE Ports | 2 | 4 | 4 | 4 | 4 |
| 10G Ethernet Ports | None | None | None | 2 x SFP+ | 2 x 10GBase-T |
| USB Ports (3/2) | 2 / 1 | 2/1 | 2 / 1 | 2 / 1 | 2 / 1 |
| eSATA ports | 2 | 2 | 2 | 2 | 2 |
| Max Capacity | 24TB | 24TB | 72TB | 72TB | 72TB |
| HDD Types | 2.5" SSD/SATA or 3.5" SSD/SATA | | | | |

ReadyNAS для больших заказчиков



1.) NETGEAR has a unique position in SMB NAS as it is the only SMB storage vendor that offers hourly data protection on the NAS.

2.) Now with our latest price reductions in the 1 and 2U Rackmount segment, this is the perfect opportunity for you to Implement a data protection solution for your file-data no-one else can

3.) in combination with superior, unique 5 years warranty, NBD HW replacement, lifetime support

+ New Battlecards – [1U](#) and [2U](#)



ReadyNAS для маленьких заказчиков



1.) NETGEAR has a unique position in SMB NAS as it is the only SMB storage vendor that can protect your file data once every hour

2.) In addition, NETGEAR ReadyCLOUD is the perfect Collaboration and Remote access or „Personal Cloud“ solution for small customers

Without any configuration effort, you can share files just as with dropbox, but without extra cost and on your own hardware

3.) in combination with superior, unique 5 years warranty, NBD HW replacement, lifetime support



NETGEAR®

ReadyDATA™

Концепция ReadyDATA

Функционал Энтепрайз-класса для СМБ

- + **В случае если заказчик не может себе позволить “Big-IT” решения, но нуждается в продвинутых технологиях управления данными**
 - All SMB-relevant Enterprise functions without licenses
- + **Просто использовать, просто купить, просто продать**
 - Advanced data management features, virtual networking and 5 year warranty come standard with every box
- + **Высокая производительность и объем**
- + **Легкое управление**
- + **Файловая система высокой надежности и сохранности**
- + **Цена СМБ**



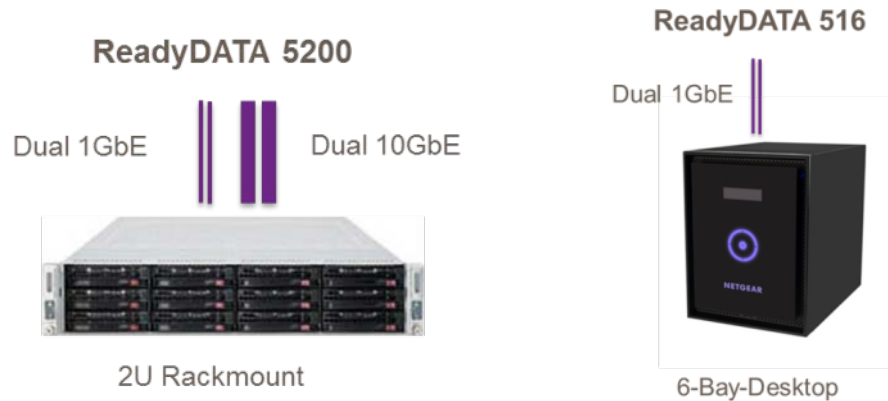
Характеристики ReadyDATA

Feature set unmatched by any mid-range vendor

- + 6-bay Desktop, 12-60 Bay Rackmount
- + Unified (NAS/SAN) storage
- + ZFS-based
- + SSD caching for performance boost
- + Instant expansion and continuous data protection
- + block-level replication for disaster recovery
- + Advanced efficiency (thin provisioning, data compression & deduplication)



Форм-факторы ReadyDATA



| | ReadyDATA 5200 | ReadyDATA 516 |
|-------------------------|-------------------------------------|---------------------------------|
| CPU | Intel Xeon Quad core 2.66GHz | Intel Core i3 Ivy Bridge 3.3GHz |
| Memory | 16GB ECC | 16GB ECC |
| Bays | 12 - 60 | 6 |
| GE Ports | 2 | 2 |
| 10 GE Ports | 2 | 0 |
| 6 GB SAS Ports | 2 | 0 |
| Total Solution Capacity | 240TB | 24TB |
| HDD Types | SSD, SAS, NL-SAS, SATA, SSD Caching | SSD, SATA, SSD Caching |

Низкие затраты на владение ReadyDATA - 4 зоны экономии

Низкая стоимость аппаратной платформы

- Especially in complex config (SSDs, SAS)
- No hidden cost / surprises

Низкая стоимость поддержки и гарантии

- 5 Years warranty

Нет дополнительного лицензирования для:

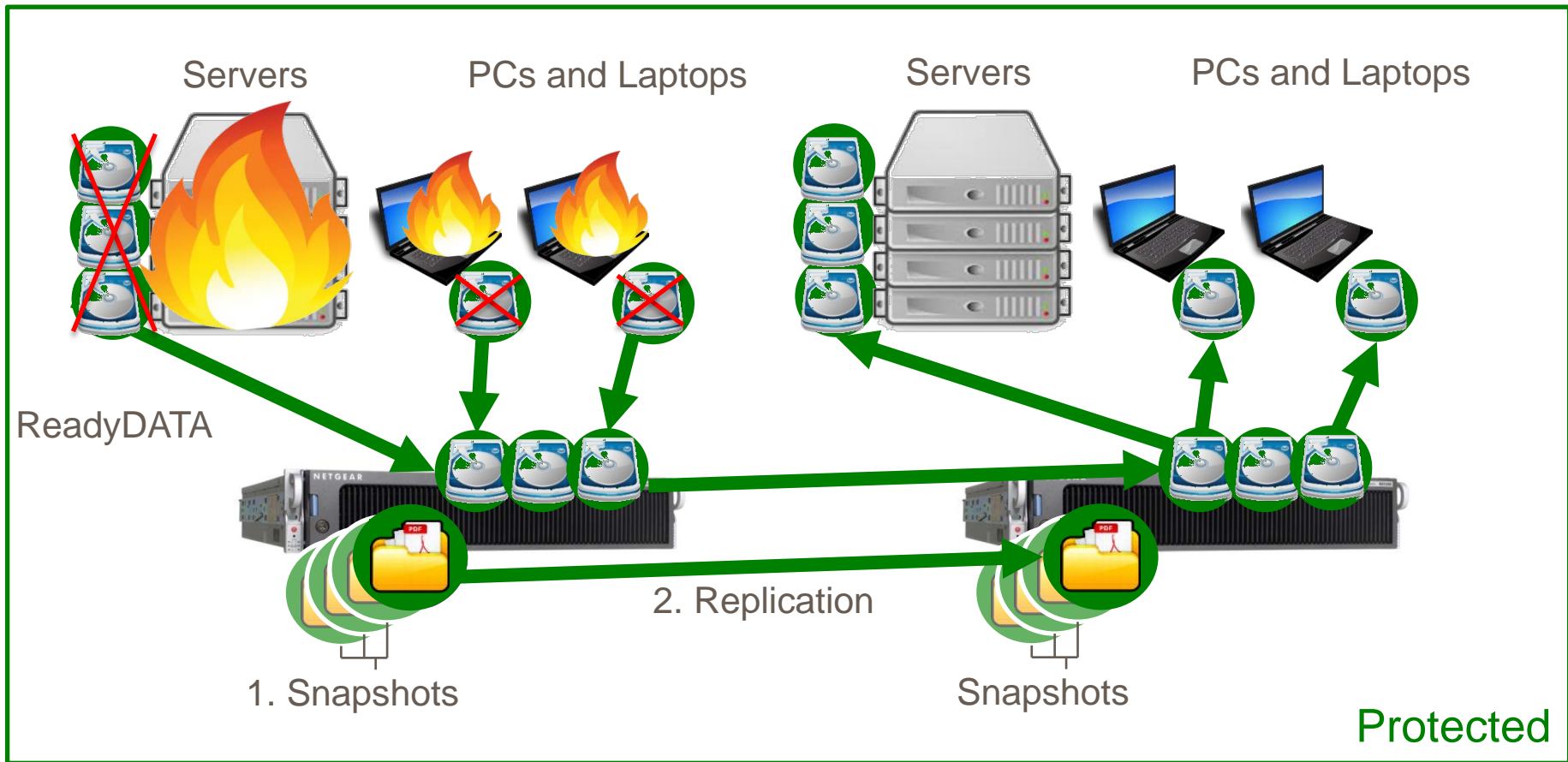
- Replication
- Deduplication
- Unlimited Snapshots
- 10 GE

Выдающаяся простота

- Simplest GUI
- Little training
- No license management
- Cloud-managed Replication

NETGEAR® **ReadyRECOVER**

Полный бэкап с ReadyRECOVER

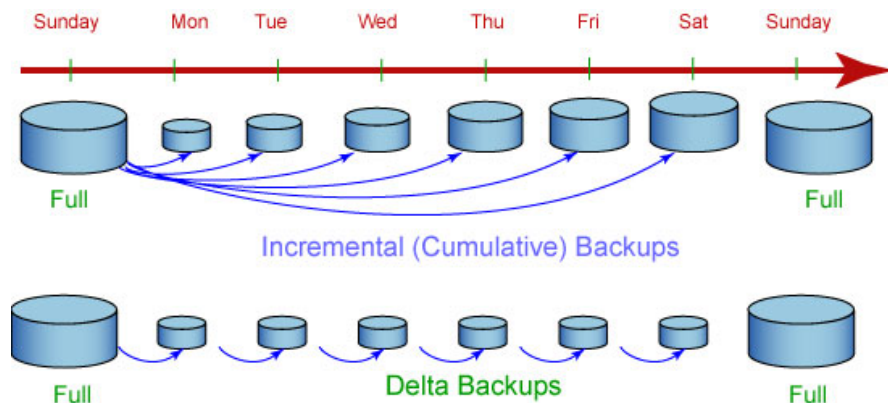


Основные преимущества

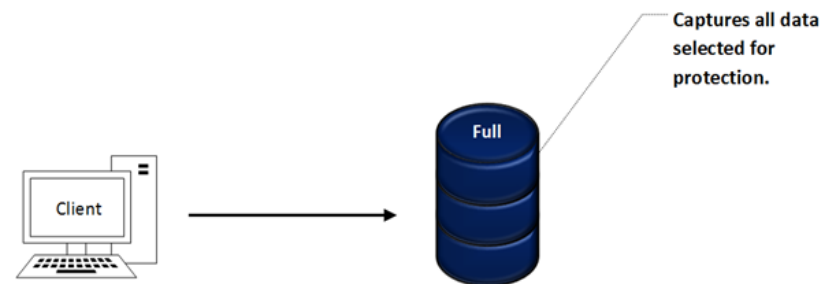
+ ReadyRECOVER was built to solve three common SMB backup issues

1. Limited bandwidth prevents offsite protection
2. Cumbersome management of incremental backups (“image chains”)
3. High capacity requirements due to weekly / monthly full backups

What other vendors do:



What ReadyRECOVER does:



Полный Бэкап каждые 15 минут, Навсегда!

с ReadyRECOVER

Каждый бэкап переписывает
только измененные данные!

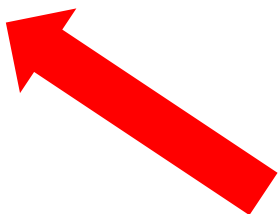
✓ Maximum efficiency & minimal performance impact

- ✓ **Каждый бэкап проводится в реальном времени!**
- ✓ **Каждый бэкап это полная точка восстановления!**

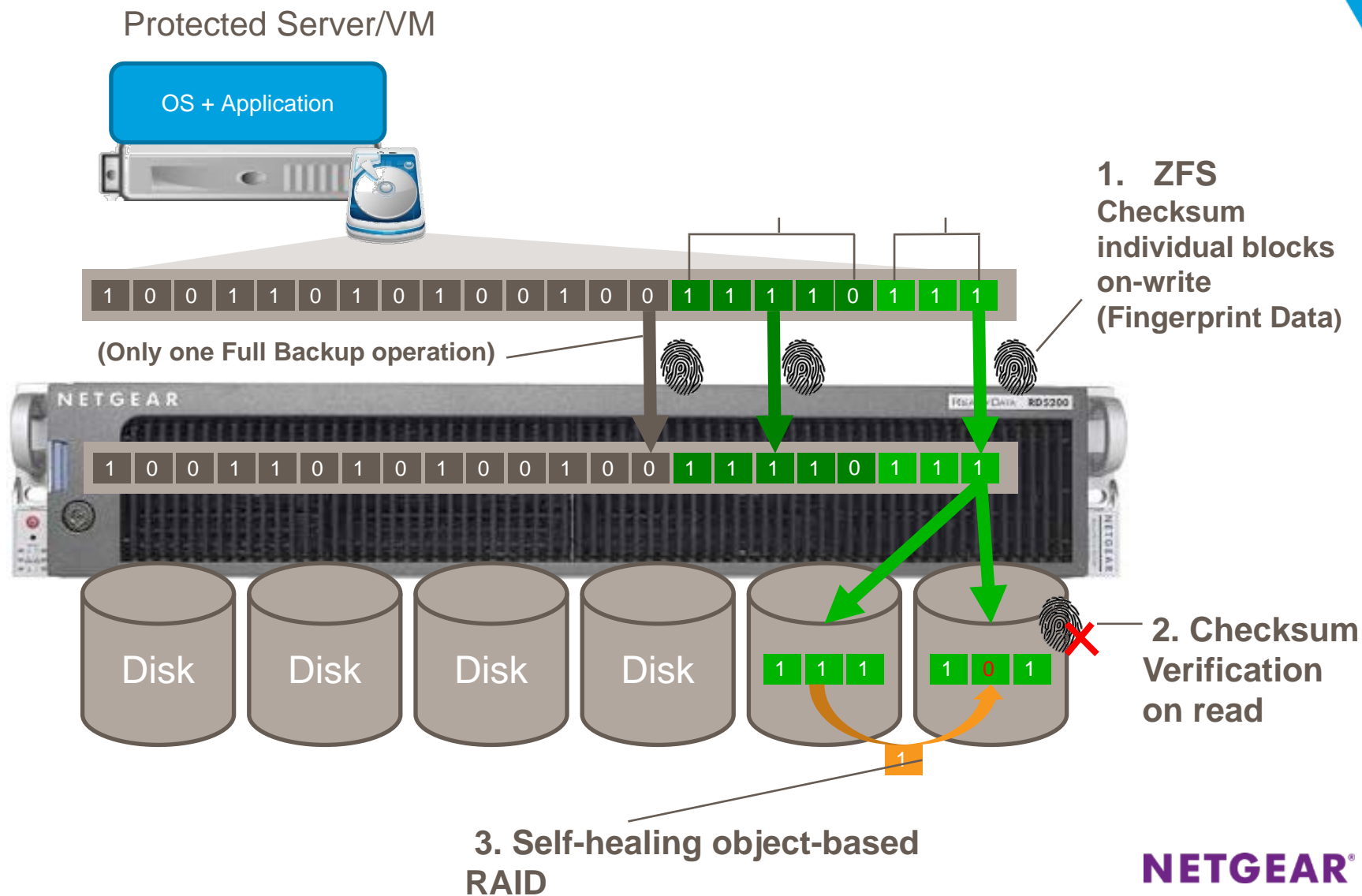
⇒ **Только один полный бэкап в начале, не нужны дополнительные еженедельные бэкапы**

⇒ **Мы можем это делать благодаря файловой системе ZFS**

Because RR provides **a trusted relationship** between Software and 100% data integrity File System



End-to-End целостность



В чем особенности ReadyRECOVER

| Традиционное решение восстановления данных | Решение ReadyRECOVER |
|--|---|
| Полный бэкап системы должен проводиться как минимум раз в месяц | Полный бэкап системы происходит каждые 15 минут |
| Полный бэкап требует длительной проверки всех файлов | Полный бэкап требует быстрой проверки только индексов измененных файлов |
| Полный бэкап может занимать более 8 часов | Полный бэкап выполняется менее чем за 5 минут |
| Полный бэкап требует дисковое пространство для всех файлов , измененных со времени последнего бэкапа | Полный бэкап требует место только для данных внутри каждого файла (блока) , измененных за последние 15 минут |
| Восстановление данных требует компиляции всех инкрементных резервных копий с последним полным бэкапом | Восстановление данных может быть выполнено с любой временной 15-минутной точки |

Традиционный бэкап SW vs ReadyRECOVER

| | Typical competitive Backup SW | ReadyRECOVER |
|---|-------------------------------|--------------|
| Windows Server Protection | • | • |
| Windows VM Protection | • | • |
| Windows Desktop Protection | • | • |
| Application-consistent backups | Yes/no | • |
| Single vendor support | | • |
| Five year hardware warranty | | • |
| Five year NBD hardware replacement included | | • |
| Hardware-based compression | | • |
| Integrated backup appliance | | • |
| Automated storage setup from backup agent | | • |
| Centralized agent status reporting | | • |
| Every backup is a full restore point | | • |
| Every backup is verified in real time | | • |
| WAN-optimized replication | | • |
| End-to-end data integrity | | • |
| Deduplication | | • |
| Image management required? | Yes | No |
| ... | Yes | No |

Доказательная база...

Other backup vendors have similar block tracking technology as StorageCraft backup software (used as part of ReadyRECOVER), however, they are not able to guarantee data integrity like ReadyRECOVER. Because of this, a user must periodically make a long-running, resource intensive verification that scans every block on the machine being backed up and on the storage (similar to taking a slow running full backup).

For example Veeam's comments that contradict their product literature: "This backup method lets you perform **forever-incremental backup** and save disk space as you have to store only one full backup on the backup repository." from

http://helpcenter.veeam.com/backup/70/hyperv/reversed_incremental_backup.html

Vs:

<http://forums.veeam.com/veeam-backup-replication-f2/how-often-do-i-need-a-full-backup-t8926.html>

Other vendors make similar claims, but have the same caveats. CA ARCserve is another example of "incremental forever" that actually isn't forever:

http://www.arcservedocs.com/arcserved2d/r15/help/us/cad2d_how_resync_backups_works.htm.

Additionally, most backup vendors track incremental changes in image chains which require administrators to manage the chains. Veeam and ARCserver are good examples:

http://www.arcservedocs.com/arcserved2d/r15/help/us/cad2d_how_infinite_incrementals_work.htm

With ReadyRECOVER, there are no chains to manage because every backup in a single restore file (looks like a full backup), which is why we say "Full backups every 15 minutes". More important, only one long-running, resource intensive backup is needed because ReadyDATA guarantees data integrity. When we say "forever" we mean forever.

Доказательства....



Apps ReadyTalk Conferen... Citrix zyme.netgear.com RN Office Muc https://zapps.zymes... SFDC Context flight booking engin... Imported From IE 10Gb Ethernet Tech...



Community Forums

Veeam products and related virtualization technologies

[Board index](#) < [Standalone products](#) < [Veeam Backup & Replication](#) < [How often do I need a full backup?](#)

[FAQ](#) [Members](#)

How often do I need a full backup?

[Tweet](#) 0

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[g+](#) 0

[POSTREPLY](#)

35 posts

How often do I need a full backup?

by [dstreufe](#) » Mon Oct 03, 2011 11:59 pm

I see that the FAQ says this is possible, but what is the best practice around how often I need to take a full backup? Due to the type of storage I am using a synthetic full takes a LONG time, and an actual full takes about 35 hours. Instead of doing this once per week, I would like to do it once per month or less.

How far apart can I stretch the interval between full backups before I am flirting with trouble?

Thanks,
Dan

dstreufe

Novice

Posts: 9

Liked: never

Joined: Mon Apr 19, 2010 10:25 pm

Full Name: Dan S



Re: How often do I need a full backup?

by [Gostev](#) » Tue Oct 04, 2011 9:45 am

Hi Dan, recommended values are as follows:

For incremental backup mode:

- Synthetic full weekly (UI will not allow you to schedule synthetic less often for performance reasons), OR
- Active full monthly (driven primarily by retention policy and disk space considerations - unlike with reversed incremental backup, older restore points cannot be deleted immediately, until the new full backup is created)

For reversed incremental backup mode:

- Active full once every 1-3 months (this backup mode is specifically designed for long incremental chains, but Active Full is still good for the purpose of defragmenting and reducing full backup size).

That's what I am seeing other customers doing typically. Internally at Veeam are not using active fulls at all, but effectively they still happen once every half-year or so because of various job re-arrangements, Veeam B&R upgrades etc.

Thanks!

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Footer use for Presentation title or footnotes

Gostev

Veeam Software

Posts: 15465

Liked: 748 times

Joined: Sun Jan 01, 2006 1:01 am

Full Name: Anton Gostev



NETGEAR

Зачем мне это надо?

1. Значительная **экономия в объемах хранения данных**: Only 1 full backup is required, ALL additional full backups are block-based incrementals only, with dedupe and compression
2. Значительная экономия **полосы пропускания**– 1 full backup at the beginning, after that only changed blocks will be sent to offsite location
3. **Возможность простого удаленного хранения и восстановления / DR** in bandwidth-constraint areas where full backups over WAN are not possible
4. **Требует меньше управления** overhead: No extra backup server, no image chains
5. **Экстремально быстрое восстановление**: Every 15 min recover point is a full backup

Покупка ReadyRECOVER

Step 1) Select software licenses



Server
Protection:
RRSERV01-
10000S



Virtual Server
Protection: RRVIRT01-
10000S



Windows Small
Business Server
Protection: RRSBS01-
10000S



PC & Desktop
Protection: RRDESK01-
10000S

Step 2) Pick a ReadyDATA model

ReadyDATA 5200
Rack mount, 2U 12-bay, expandable
up to 360TB (60-bay)
SKU: RD5200-100WWS



ReadyDATA 516
Desktop, 6-bay, scalable to 36TB
SKU: RDD516-100



Покупка ReadyRECOVER

Step 3) Choose capacity

| ReadyDATA 5200 | | ReadyDATA 516 | |
|------------------|--|------------------|---|
| SATA Drive Packs | RD5D1LT01-100WWS - 1 X 1TB SATA HDD Drive Pack | SATA Drive Packs | RDD1LT02-10000S - 1 x 2TB SATA HDD Drive Pack |
| | RD5D1LT02-100WWS - 1 X 2TB SATA HDD Drive Pack | | RDD1LT03-10000S - 1 x 3TB SATA HDD Drive Pack |
| | RD5D1LT03-100WWS - 1 X 3TB SATA HDD Drive Pack | | RDD1LT04-10000S - 1 x 4TB SATA HDD Drive Pack |
| | RD5D1LT04-10000S - 1 X 4TB SATA HDD Drive Pack | | |

NL-SAS, SAS, and SSD drive packs are also available.

SSD drive packs are also available.

Step 4) Don't forget optional HW Service!

ReadyDATA 5200 Support

PMB0314-10000S OnCall 24x7 (1 Year)

PMB0334-10000S OnCall 24x7 (3 Years)

PMB0354-10000S OnCall 24x7 (5 Years)

PSB0304-10000S Professional Setup and Configuration (Remote)

PSP1104-10000S Professional Setup and Configuration (Onsite)

ReadyDATA 516 Support

PMB0313-10000S OnCall 24x7 (1 Year)

PMB0333-10000S OnCall 24x7 (3 Years)

PMB0353-10000S OnCall 24x7 (5 Years)

PSB0303-10000S Professional Setup and Configuration (Remote)

PSP1103-10000S Professional Setup and Configuration (Onsite)

ReadyRECOVER Family

Product Configurations and SKUs...

Software SKUs:

| SKU | Config | List | Street | Region |
|-----------------|---|------------|------------|--------|
| RRSERV01-10000S | StorageCraft ShadowProtect Server Edition | \$1,359.99 | \$979.99 | WW |
| RRVIRT01-10000S | StorageCraft ShadowProtect Virtual Server Edition | \$514.99 | \$369.99 | WW |
| RRDESK01-10000S | StorageCraft ShadowProtect Desktop Edition | \$129.99 | \$94.99 | WW |
| RRGRE01-10000S | ReadyRECOVER Granular Restore for Exchange | \$2,499.99 | \$1,799.99 | WW |
| RRSBS01-10000S | ReadyRECOVER Small Business Server Edition | \$699.99 | \$499.99 | WW |

- Software SKUs are added to new or existing ReadyDATA hardware
- Partner and deal registration discounts will be applied, but no SBAs
- Software includes a free 30-day trial
- Customer has to already be or become a NETGEAR ReadyNAS or ReadyDATA customer

NETGEAR

Семейство ReadyRECOVER

Конфигурации и SKU...

Accessory SKUs:

| SKU | Config |
|-----------------|---|
| MRRSERV1-10000S | ReadyRECOVER Server Edition One-year Maintenance Extension |
| MRRVIRT1-10000S | ReadyRECOVER Virtual Server Edition One-year Maintenance Extension |
| MRRDESK1-10000S | ReadyRECOVER Desktop Edition One-year Maintenance Extension |
| MRRSBS1-10000S | ReadyRECOVER SBS Edition One-year Maintenance Extension |
| MRRGRE1-10000S | ReadyRECOVER Granular Restore for Exchange One-year Maintenance Extension |

Бизнес поддержка NETGEAR

Industry-leading terms protect your investment...

+ Customer Service

- **Global & Local:**
 - 24x7 email, telephone, chat, (9x5 in major EU languages, 24x7 in English)
 - Global Command Center monitoring case lifecycle
- **Personal:** Cases typically handled by same support representative
- **Lifetime:** 24x7 chat support on all business-class ProSAFE, ReadyNAS and ReadyDATA products



+ Hardware warranty



Lifetime ProSafe,
ProSecure UTM



**Incl. Next Business Day
Replacement Service**

for duration of the warranty for business products



5 Years ReadyNAS
/ ReadyDATA



+ Additional Support Services

- OnCall 24x7: priority phone number, 24x7 phone support for 1,3,5 years
- Remote installation services
- Harddisk retention service

Что говорят наши заказчики

Опрос после каждого случая техподдержки

+ How would you rate the service received?

⇒96% rate positive



+ Would you recommend/purchase NETGEAR products in the future?

⇒7 out of 10 people would recommend/purchase NETGEAR products in the future

⇒“Net Promoter Score” - NPS = 72% in 2013 – same as Apple average across product range!

*2014 Net Promoter Benchmarks survey by [Satmetrix](#). A net promoter score of 72% is a very good result across all industries

3 ключевых момента в СХД NETGEAR

+ Лучшая защита данных для СМБ:

- **Snapshot technology with hourly protection** – restore data from every point in time without impacting performance.
- **Most easy to use replication** technology for disaster recovery
- **Data Integrity due to advanced Filesystems**
- **Integrated backup solution with „only 1 full backup“ advantage**

+ Персональное облако – удаленный доступ к своей системе (защита персональных данных, производительность).

- **That many options, high security and ease-of-use only with NETGEAR**

+ Уникальные предложения по гарантии и поддержке

- **5 years warranty for almost all products**

Инструменты

ReadyDATA

- [ReadyDATA Demo, 14 min](#)
- [ReadyDATA Replicate, 7 min](#)
- [ReadyDATA Configurator](#)
- [Virtualization with Protection for SMBs Using the ReadyDATA 5200](#)
- [Volume Performance and Configuration on ReadyDATA Platforms Performance and Configuration Guides](#)

ReadyRECOVER

- [ReadyRECOVER Video \(Positioning and Demo, 23 min\)](#)
- [ReadyRECOVER Application Notes and configuration guide](#)
- [ReadyRECOVER Offsite Protection: Replication Overview and configuration guide](#)
- [ReadyRECOVER Solution Brief Overview](#)
- [ReadyRECOVER Solution Brief: Single Files Restore](#)
- [WP: Storage Efficiency the ReadyRECOVER way: Saving with RR](#)
- [LINK to 30 Day Trial License](#)

ReadyNAS

[Overview incl Video](#)
[Feature Videos – great short Feature Videos](#)
[ReadyNAS Sandbox \(Simulator\)](#)

Tools

[Drive Compatibility List](#)
[How to sell ReadyNAS to Endusers sheet](#)

WPs

[BTRFS on ReadyNAS](#)
[Continuous Data Protection on ReadyNAS](#)
[ReadyNAS Performance Overview](#)
[XRAID vs FLEXRAID WP](#)

Инструменты

ReadyNAS Surveillance

[Surveillance Storage &](#)

[Bandwidth calculator](#) – Sizing tool for RN video surveillance projects – great for partners!

[ReadyNAS Surveillance Video](#) – great short video 3 min, shows functionality and positioning of RN Surveillance

[List of supported cameras](#)

[Solution Guide: IP Networking & Surveillance](#)

Whitepapers, Brochures & Solution Guides

[Data Protection Brochure](#)

[Building Backup-to-Disk and Recovery solutions](#)

[Intels overview of ReadyNAS and ReadyDATA Storage](#)

Other Sales Tools

[Drive Compatibility List](#)

[Product Selector Tool](#)

[RAID Calculator](#)

[Visio Stencils](#)

[ProSUPPORT Website](#)

Community

- [APPS Overview & developer Website](#)
- [ReadyNAS FORUM](#)