

VEEAM CLOUD CONNECT

HYDRO ONE TELECOM CAN HELP YOU PROTECT YOUR MOST VALUABLE ASSET

Your company's most valuable asset isn't necessarily your offices or equipment. Rather, it's the customer, product, financial and employee data points that are the lifeblood of any organization. And when something goes wrong with your systems, you'll want to be sure that this vital information is safe, so you can get it back—all of it, all at once, accurately and consistently.

That's why Hydro One Telecom (HOT) provides the Veeam Cloud Connect solution as part of its Backup as a Service offering.

WHY IT MATTERS

The most common events requiring service restoration are: flood or fire; man-made or natural disasters; data corruption due to malware attacks; system or equipment failures; and, increasingly more prevalent, cryptominer and ransomware attacks that literally hold your company hostage. Ransomware attacks are increasing in volume and sophistication. In fact, ransomware and other cybercrimes are projected to cost \$6 trillion per year by 2021—the equivalent of 7.5% of the total value of the global economy.¹

As a result, we recommend the 3-2-1 rule of thumb for data protection: Keep three copies of your data stored on two types of media, with one copy offsite. Yes, getting backups to and from offsite locations can be challenging due to limited bandwidth, exploding data volumes and a lack of resources required to build and/or maintain a true offsite repository.

To address these challenges, HOT leverages the Veeam Cloud Connect Solution to provide a complete cloud-based backup solution for virtual environments for our customers.

With HOT as your service provider, you can master the 3-2-1 rule without expending money and resources on a second site or adding bandwidth. Instead, leverage HOT's connectivity and the Veeam Cloud Connect backup repository solution and take advantage of Veeam's built-in WAN Acceleration technology and so much more.

¹ The Weekly Standard – 05/07/2018



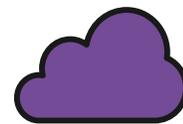
x 3

Create **3** copies of data
(1 primary and 2 backups)



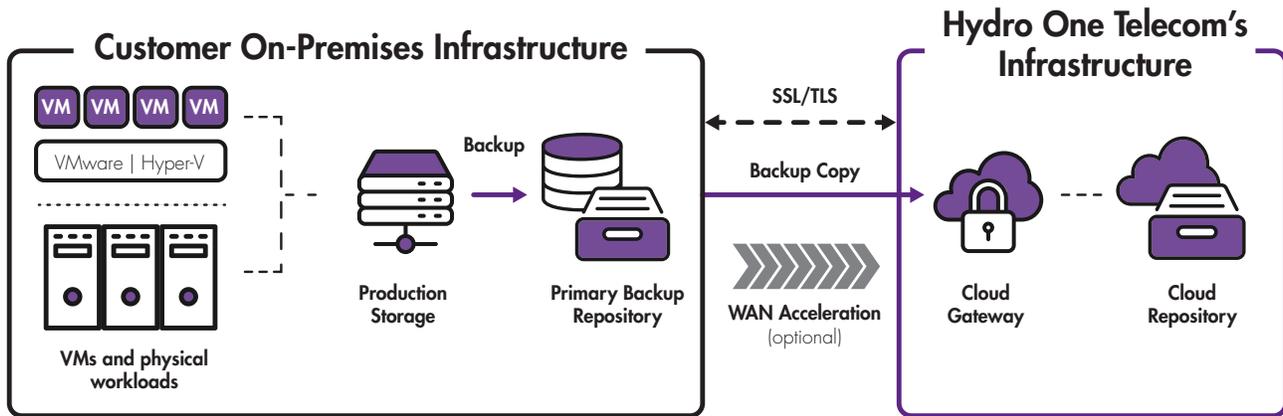
x 2

Keep data on at least **2**
types of storage media
(local drive, NAS, tape, etc.)



x 1

Store **1** of these offsite
(secure storage, cloud, etc.)



HOW IT WORKS

1. A Veeam server located on your premises backs up and consolidates any changed data prior to being replicated to the offsite Cloud Connect-enabled data vault
2. Your replicated data is stored within a secure, Tier II data storage fabric
3. If you need to recover data, the Veeam server located on your premises restores backup data to the server from the cloud. If your server is not accessible, restoration of your data can be performed by leveraging virtual resource capabilities inside the HOT network

FEATURES OF HOT'S VEEAM CLOUD CONNECT SOLUTION

HOT delivers powerful and reliable features and functionality to help you avoid the risk of catastrophic data loss. With our Veeam Cloud Connect Solution, you get:

- **Hosted offsite backups:** Store your offsite backups in our hosted cloud repository through a secure SSL connection with no additional Veeam licensing required
- **Modern backup architecture:** Leverage Veeam's industry leading backup technology, including backup copy jobs with built-in WAN Acceleration, forever incremental backups, parallel processing for VMs and VM disks, GFS (grandfather-father-son) retention policies and more—all built into one product
- **End-to-end encryption:** Rest easy knowing that all data is encrypted at source (i.e., before it leaves your network perimeter), in flight and at rest, without negatively impacting the data reduction ratios of built-in compression and WAN Acceleration
- **Complete visibility and control:** Via your Veeam console, manage and track your on-premises and cloud infrastructure with the confidence that all of your data remains in Canada and is governed by Canadian data privacy laws



Hosted Offsite Backups

Physical and virtual backups offsite through secure SSL connection



Modern Backup Architecture

Built-in WAN acceleration with multiple retention policies to choose from



End-to-End Encryption

Encrypt data at source before sending it to the cloud



Complete Visibility and Control

Use your Veeam console to manage and track on-premises and cloud infrastructure