

What's included with Otava Cloud Backup



Differences between Otava-Managed and Self-Managed Services

	Self-Managed Cloud Backup		Otava-Managed Cloud Backup	
	Customer	Otava	Customer	Otava
Monitor Backup Job Status	Responsible Accountable Informed	Consulted	Informed	Responsible Accountable
Environment Performance	Responsible Accountable	Consulted Informed	Informed	Responsible Accountable
Restart/Manage Jobs	Responsible Accountable	Consulted	Consulted Informed	Responsible Accountable
Add/Remove VM/Server	Responsible Accountable	Consulted	Consulted Informed	Responsible Accountable
Adjust Retention Policy	Responsible Accountable	Consulted	Consulted Informed	Responsible Accountable
Monitor Infrastructure Capacity	Informed	Responsible Accountable Informed	Informed	Responsible Accountable Informed
Job Failure Resolution	Responsible Accountable Informed	Consulted Informed	Consulted Informed	Responsible Accountable

OTAVA CLOUD BACKUP Powered by Veeam No Muss, No Fuss Cloud Backup with Self-managed or Otava-managed Options

Get physical and virtual backups off site to the cloud on your terms. Otava Managed and Self-Managed Cloud Backup solutions powered by Veeam provide a fully integrated, fast, and secure way to back up your data to Otava's cloud, complete with 24/7 world-class support management when you need it. There's no additional ingress or egress fees, bandwidth or migration fees. You simply pay for the backups you store in Otava's cloud, and a per-VM license. That's it. And when you need to pull your data back, take full advantage of Otava's high-performance cloud and networking to recover data fast.

Why Otava Cloud Backup rocks

Available in both Managed and Self-Managed Backup

You can take advantage of the following regardless of whether you choose Otava Managed or Self-Managed Cloud Backup.

End-to-end encryption

Rest easy by encrypting all data at source (before it leaves your network perimeter), in flight and at rest, without negatively impacting the data reduction ratios of built-in compression and optional WAN Acceleration.

Multiple Protection Options

Get local, remote and archive copies for any environment. Our team works with you to meet your SLAs.

Veeam Experts at Work

Otava has been with Veeam for 10 years, making us one of the most (if not the most) experienced providers out there. When you need Veeam help, we've got you covered.

Additional Features



- Web Console self-service file and VM recovery (self-managed only)
- No 3rd party compression/deduplication that would slow down data recovery
- Enterprise/Enterprise+ licensing available for purchase through Otava
- Included 7-Day Ransomware Protection
- Instant VM Recovery
- Full VM and file level recovery
- Flexible retention policies
- Application aware backup and recovery - SQL, AD, Oracle, Exchange and more
- Otava 24/7 support desk for assisted recovery and support
- High performance storage backend for fast parallel data copy and recovery
- All data stored within Otava's infrastructure environment, know exactly where your data is
- SSL end-to-end encryption
- Support for unlimited backup volume
- Supporting IT services for over 25 years
- 10 years experience with Veeam
- * Existing hypervisor and OS licenses required



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Otava provides secure, compliant hybrid cloud solutions for service providers, channel partners and enterprise clients. By actively aggregating best-of-breed cloud companies and investing in people, tools, and processes, Otava's global footprint continues to expand. The company provides its customers with a clear path to transformation through its highly effective solutions and broad portfolio of hybrid cloud, data protection, disaster recovery, security and colocation services, all championed by its exceptional support team.

Otava Cloud Backup goes great with...

In addition to backup, Otava offers a full array of hybrid and private cloud solutions, including cloud-based Disaster Recovery as a Service, to help complete your business continuity story.

Need additional Veeam licenses? We've got you covered. Buy as many as you need! It's only a phone call away.

Otava Managed Cloud Backup

All the protection without the fuss

We deliver a turnkey solution for your backups. We monitor your environment 24/7, handle all troubleshooting and contact you only if we need your assistance. With Otava Managed Cloud Backup, you can focus on what you're best at and leave the tedious work of backup management to us.

Granular restoration and control

Whether you want to back up your data every day or every hour, our solutions give you the ultimate flexibility.

Ongoing best practice support

Backup can be challenging and introducing a new backup technology to your environment is typically exciting only to a very specific type of person. Enter Otava Support Team, stage left. We're constantly monitoring and implementing the latest best practices in backup implementation and will do so for you as part of your solution, at a reasonable price.

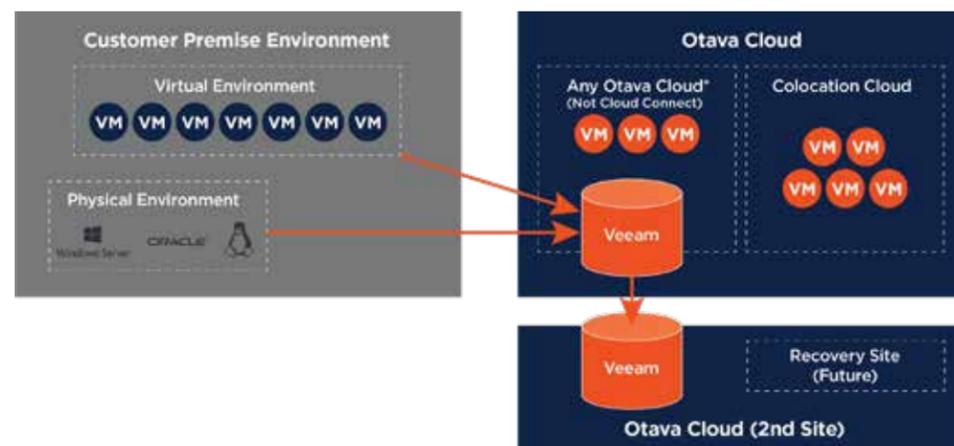
Peace of mind

When you don't have to babysit or remediate failed backup jobs at 3 AM, you can either sleep through the night or work on the projects that power your business forward. Completely up to you or your customers.

You're a perfect fit for Otava Managed Cloud Backup if you...

- Need to protect mission-critical data but without any of the OPEX overhead
- Have one or multiple on-prem environments and no longer want to or can't support backups
- Prefer to focus on other core business projects rather than monitor and manage backup consoles all day
- Have a pre-existing backup solution that's becoming more difficult to manage or no longer meets your needs

How Otava Managed Cloud Backup works



With Otava Managed Cloud Backup, we take care of everything so you can focus on your core business.

Otava Self-Managed Cloud Backup

Complete visibility and control

Access and recover data in hosted backup repositories directly from the backup console; track cloud repository consumption and receive reminders for hosted storage renewals. You decide how to white label/resell services or manage the solution and have total control over setting profit margin.

Granular restoration and control

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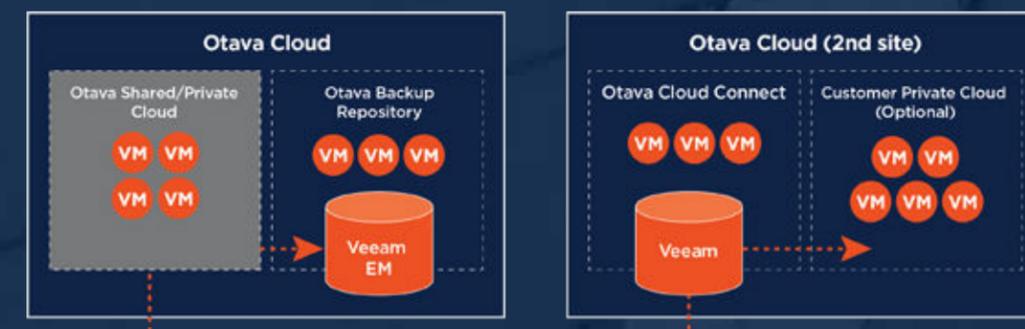
Single-pane-of-glass console

Visibility and control over your backup environment is easy with Otava, and you get to pick your backup time windows that work on your schedule, no one else's.

You're a perfect fit for Otava Self-Managed Cloud Backup if you...

- Require visibility and control over recovering files/servers/applications without Otava's intervention
- Are an MSP or service provider that wants to white label or resell backup services to your own end clients
- Have a deep IT bench with lots of staff with years of backup support
- Consider IT a major part of your business
- Want flexibility with frequently adding or removing servers/changing policies

How Otava Self-Managed Cloud Backup works



Have a higher degree of control and flexibility with Self-Managed Cloud Backup.