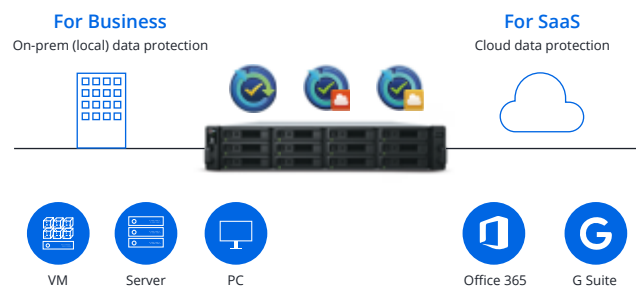


# Synology Active Backup

Simple, modern and license-free backup & instant recovery solution for Windows, VMware, Hyper-V, Office 365 and G Suite

## Synology Active Backup

A business-grade backup & recovery software comes free with Synology NAS, allowing you to back up VMware, Hyper-V, Windows endpoints, Office 365, G Suite, NAS just with one-time NAS cost.



## Selling points

- **Centralized management:** Windows PC/server, VMware vSphere, Microsoft Hyper-V, 3rd-party NAS, Office 365, G Suite...and more.
- **No license cost:** license-free & no limits on backups. Save 50%+ TCO just in the first year.
- **Single point of contact:** avoids spending time across different hardware & software vendors when contacting support.
- **Storage optimization:** supports compression & global deduplication across versions, platforms, and devices.
- **Quick recovery:** provides instant recovery to VMware/Hyper-V, bare-metal (system-level) recovery, and powering on VMs on Synology NAS.
- **Forever-incremental backup:** speeds up backup time by only transferring changed blocks after initial backup.
- **Self-service portal:** web-based console for permitted employees to perform file-level recovery.

## Success stories

Customer	Use Case	Benefits
Shiseido Taiwan	Reduce license costs on cross-platform backups (77 VMs, 45 PCs and 2 servers)	<ul style="list-style-type: none"> <li>• Dedupe rate: 55%</li> <li>• License-free</li> <li>• Fast VM recovery in 15 mins</li> </ul>
China Railway Liuyuan	Reduce backup storage usage on duplicate data on 700 PCs, 13 servers and 49 VMs	<ul style="list-style-type: none"> <li>• Easy management with centralized console</li> <li>• Dedupe 47% off</li> </ul>
HK Executive Centre	<ul style="list-style-type: none"> <li>• Manage backups in 7 sites</li> <li>• Reduce backup time on 126 VMs on free ESXi</li> </ul>	<ul style="list-style-type: none"> <li>• Incremental backup (CBT) effective on free VMs</li> <li>• Easy deployment</li> </ul>

<sup>1</sup> To back up SaaS on Synology NAS, you need to install packages called *Active Backup for Office 365* or *Active Backup for G Suite* additionally.

<sup>2</sup> For projects with 800+ clients, please contact your Synology representative for detailed suggestions.

## Target customers

1. SMBs looking for more **cost-effective** alternatives
2. SMBs still using **legacy backup methods** such as scripts, freeware, or agent-based VM solution.

## Key challenges

1. **Limited budget:** backup software vendors usually provides subscription based pricing model charged per device or VM sockets (ex. \$99/PC/year)
2. **Distributed workloads:** data now are distributed in physical, virtual environment or on SaaS.
3. **Inefficient management:** time-consuming process from installation, troubleshooting and manual backup with legacy backup methods or different software/hardware vendor

## Supported environments

Physical	PC	Windows 7 / 8.1 /10
	Physical Server	Windows Server 2008 R2/ 2012 (R2)/2016/2019
	File Server	Windows SMB Linux rsync 3.0+
Virtual	VMware	vSphere 5.0 - 6.7 vSphere Hypervisor (free)
	Microsoft	Hyper-V 2016/2019
SaaS <sup>1</sup>	Office 365	Exchange, OneDrive for Business, SharePoint
	G Suite	Drive, shared drives, Gmail, Contacts, Calendar

## How to recommend Synology NAS?

Total storage required can be estimated based on current data, daily change rate, retention policy and deduplication rate. Below is a quick reference based on common user scenarios:

Number of PC/VM clients	Synology NAS
<25	DS218+
<100	DS1019+, DS918+, DS718+
<150	DS1517+, RS1219+, RS820(RP)+
<200	DS2419+, DS1819+, RS1619xs+
<500	DS3617xs, RS3618xs, RS3617RPxs
More than 800 <sup>2</sup>	SA3400, RS4017xs+, RS3617xs+