



Symantec Backup Exec™ 12

What is it?

Symantec Backup Exec™ 12 for Windows Servers is the gold standard in Microsoft® Windows® data protection, with disk-to-disk-to-tape backup and granular recovery to help ensure critical business data is always available.

Symantec Backup Exec 12 for Windows Servers supports Microsoft Windows Server® 2008. This creates revenue opportunities for selling upgrades to the current customer base and up-selling additional agents and options for Microsoft applications. Partners can also add Backup Exec 12 System Recovery Option, as well as remote agents to protect heterogeneous platforms, including Linux®, UNIX®, Sun™, Solaris™, Novell® NetWare® and Macintosh®.

What's new?

Windows Server 2008 Support — Microsoft-certified media server support: reliable protection for Windows-centric environments.

Agent for Enterprise Vault — Backup and recovery of Symantec Enterprise Vault archives keep business-critical data available.

Symantec Endpoint Protection Integration — Automated backups run when the threat levels increase.

Enhanced Granular Recovery for Exchange, SharePoint and Active Directory — Recover individual Exchange emails, SharePoint documents and Active Directory user attributes with no need to reboot.

Enhanced Platform Protection — Extend Backup Exec protection to more storage devices and non-Windows operating systems.

What do I ask my customer?

1. How long do your Exchange mailbox backups take?

Eliminate mailbox backups with Granular Recovery Technology for Exchange. Eliminate daily mailbox backup windows — and keep Exchange protected all the time — with Continuous Protection for Exchange.

2. Can you recover individual email messages, Microsoft SharePoint® documents and Microsoft Active Directory® user attributes?

Backup Exec 12 includes patent-pending Granular Recovery Technology with support for Exchange, SharePoint and Active Directory. Recover just the information you need in seconds — an individual email in Exchange, a document in SharePoint or even a single user attribute in Active Directory — with no need to reboot or spend hours restoring everything.

3. Are you concerned about the security of off-site backup tapes?

Backup Exec 12 now includes 128-bit and 256-bit AES encryption for backups stored off-site or sent over public networks.

4. Are you using either Symantec Endpoint Protection or Enterprise Vault?

Backup Exec 12 now integrates with Symantec Endpoint Protection (SEP) and Enterprise Vault (EV), and triggers automatic backups in response to increased threat levels.

BE also includes an Agent for EV that facilitates backups of EV archives, with full directory databases and partitions, or store vaults and indexes.

BE 12 has been fully tested and endorsed by Dell's product group in Austin. BE 12 is now available as a Dell OEM product. Sell the No. 1 Windows backup application — check out the availability and pricing on your ordering systems now.

Features and Benefits

Reduce Backup Windows — Highly efficient and continuous protection eliminates backup windows for Exchange and file servers.

Recover Application Data Quickly — Recover individual Exchange, SharePoint and Active Directory items in seconds.

Simplify Backups — Automation integrates backups into your current environment and lets users recover their own email.

Meet Recovery Objectives — Continuous data protection and fast, granular recovery help meet the most demanding requirements.

Protect Heterogeneous Server Environments — Protect UNIX, Linux, SAP®, Oracle®, Mac® and more using high-performance agents.

Deploy Threat-Sensitive Backups — Automatic backups respond to changes in the threat landscape.

Integrated Efficiency Saves Time — Improved integration of product consoles saves time and improves visibility.

NEW Features in BE 12

- Certified Support of Microsoft Windows Server 2008 from day one
- Optimized support for complete Windows data protection
- Volume Shadow Copy Service (VSS) snapshots integration for faster backup performance
- Scalable backup and recovery for Windows Server 2008 environments
- New Integrated Data Protection for Enterprise Vault Archive Database
- Restores individual index directories and individual files from partitions quickly and easily
- Backup Exec tracks ThreatCon status via Symantec Endpoint Protection (SEP) Integration

Competition

CommVault Galaxy:

- Doubles the time and media cost needed to restore files or complete systems vs. a single-pass backup.
- Needs up to four agents per protected system vs. a single agent for Backup Exec 12.

MS Data Protection Manager 2007:

- With granular recovery, tape backup and end-user recovery, Backup Exec 12 pays for itself — and keeps on paying.
- Mailbox recovery for Exchange vs. item-level recovery for Exchange, SharePoint and Active Directory.
- Uses a dedicated server, two disks and one-by-one management vs. centrally managed, scalable protection.
- Protects only Windows vs. protection for Linux, UNIX, NetWare and Mac OS environments.

Computer Associates BrightStor ARCserve:

- Limited Exchange support vs. full support with single-email recovery and Enterprise Vault integration.
- Complex management interface vs. simple, centralized management integrated with security and archiving.

Cross-selling opportunities

Symantec Backup Exec System Recovery Option —

Data recovery is only part of a complete solution. Add Backup Exec System Recovery Option to protect and recover critical systems quickly — even to dissimilar hardware.

Symantec Endpoint Protection — Guard data against hackers, spies and thieves at network endpoints with a single-agent, centrally managed solution that keeps it backed up and secure.

Symantec Enterprise Vault — Protects and recovers critical Enterprise Vault archives quickly using Backup Exec 12.

Symantec Online Storage — Easily manage and secure critical data off-site through new integrated Symantec Online Storage.

Contacts

Please contact your local Symantec Account Manager

If you are not sure who your Account Manager is, send an email to Tim_Lewis@symantec.com or Natalie_Martinez@symantec.com

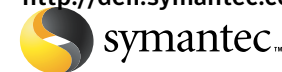
Additional resources

Full product details:
www.backupexec.com

SKUs, licenses and ordering details:
partnernetwork.symantec.com

Trialware:
go.symantec.com/trybe

FOR MORE INFORMATION:
<http://dell.symantec.com> or <http://dell.altiris.com>



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