



Symantec Backup Exec System Recovery 8

What is it?

Symantec Backup Exec™ System Recovery 8 restores complete Microsoft® Windows® systems for your customers in minutes — not hours or days — even to dissimilar hardware, virtual environments or remote or unattended locations.

It's an easy sell when customers are looking for painless, single-step disaster recovery for their Microsoft Windows systems — and a natural cross-sell with every Microsoft Windows Server® 2008 license.

Increase your revenue from every deal with the new Granular Restore Option add-on for Backup Exec System Recovery, offering recovery of individual Microsoft Exchange messages, Microsoft SharePoint® documents, and files or folders from a single backup instance.

What's new?

Offsite Backup Copies — Automatically copies recovery points (backups) to remote FTP servers, external hard drives, or network shares for enhanced disaster recovery capabilities.

ThreatCon Integration — Triggers backups from Symantec global ThreatCon levels for added protection when security risk rises.

Granular Restore Option — Quickly recovers individual Exchange messages, SharePoint documents, files and folders from a single multi-tab interface. Now supports Exchange 2007.

Windows Server 2008 Support — Restores even Microsoft's latest operating system to dissimilar hardware, or from physical to virtual.

Large-Scale Recovery Points — Protects your largest systems, creating recovery points for volumes of up to 16 terabytes.

USB Drive Identification — Provides unique intelligent communication with USB drives so that backup jobs still run even if the drive letter changes.

What do I ask my customer?

1. How long does it take you to recover a Windows system?

Backup Exec System Recovery 8 recovers a full Windows system in minutes — even when recovering or migrating it to dissimilar hardware or a virtual environment. Now you can take back those weekends you spend rebuilding servers after a failure.

2. Can you recover a system to dissimilar hardware?

Backup Exec System Recovery 8 lets you recover your server to a completely different hardware configuration. And Backup Exec System Recovery 8 works seamlessly across physical and virtual environments, so you can even recover to a VMWare or Microsoft virtual machine until replacement hardware arrives.

3. Can you recover a complete system?

Backup Exec System Recovery 8 captures the entire live Windows system with operating system, applications, files and settings in a single file, without disrupting users or applications — and can restore it when needed.

4. Are your systems automatically backed up when threat levels change?

Backup Exec System Recovery 8 now provides integration benefits with Symantec™ ThreatCon — you can configure Backup Exec System Recovery to run a backup automatically when the ThreatCon level reaches or exceeds the level you specify.

5. How much does downtime cost your organization?

An enterprise loses between \$84,000 and \$108,000 every hour its IT systems are down.* Your losses may be less — or much more. Why face the risk? Backup Exec System Recovery 8 can restore your systems in minutes to minimize the impact of system failure and save you time and money.

*Source: Average loss estimates from leading IT industry analysts Gartner, IDC, Forrester, and Yankee Group.

BESR 8 has been fully tested and endorsed by Dell's product group in Austin. BESR 8 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

Business Continuity — Backup Exec System Recovery 8 brings customer-facing resources back online fast, for customer confidence and loyalty.

Faster Recoveries — Backup Exec System Recovery 8 is automated and fast. Every recovery saves hours to days of user productivity.

Flexibility — Recover or migrate single email messages or files, even to dissimilar hardware or virtual environments, using a single tool.

Maximum Staff Utilization — Backup Exec System Recovery 8 protects your largest and most important IT investment: staff time and productivity.

Broad Disaster Protection — Off-site backups, security integration and granular recovery address multiple disaster scenarios.

Operational Efficiency — Single-interface protection across Windows environments helps keep organizations efficient.

NEW Features in BESR 8

- Microsoft Windows Server 2008 support
- Flexible off-site protection including FTP support
- Powerful Granular Restore Option
- Integration with Symantec ThreatCon
- Intelligent removable media support
- Integration with Altiris management framework

Competition

vs. Acronis True Image Echo Enterprise Server:

- Restoration to dissimilar hardware requires separate add-ons and licenses. Backup Exec System Recovery 8 includes it with the core offering.
- No granular recovery of Exchange or SharePoint.
- No customizable recovery CD or security integration.

vs. Microsoft Windows Server Backup:

- No rapid, reliable recovery to dissimilar hardware, or to VMware and Microsoft virtual environments.
- No central management, off-site backup copy or security integration capabilities.

vs. CommVault 1-Touch System Recovery:

- No simple conversion to VMware and Microsoft virtual environments.
- No off-site backup copy or security integration.
- No granular recovery of Exchange or SharePoint.

Cross-selling opportunities

Symantec Backup Exec 12 — System recovery is only part of a complete solution. Add Backup Exec 12 for continuous data protection for Windows file servers, Microsoft SQL Server™ and Exchange.

Symantec Endpoint Protection — Protect against hackers, spies and thieves at every network endpoint with a single-agent, centrally managed solution.

Symantec Backup Exec System Recovery Desktop Edition — Give client systems the same protection as critical servers with a backup solution that won't interrupt their work.

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.symantec.com/besr

SKUs, licenses and ordering details:

partnernet.symantec.com

Trialware:

go.symantec.com/trybesr

FOR MORE INFORMATION:

<http://www.symantec.com/besr>



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