

# VMware Backup and Disaster Recovery Solution

Ahsay VMware backup and disaster recovery solution promises quick, safe and easy protection for the entire VMware environment of your customers. With our VM Run Direct instant recovery and Granular Restore capabilities, as well as some third-party tools and your expertise in IT network management, MSPs are well positioned to offer a total Disaster Recovery as a Service (DRaaS) solutions to your end customers with Ahsay.

## Benefits to MSP and customers

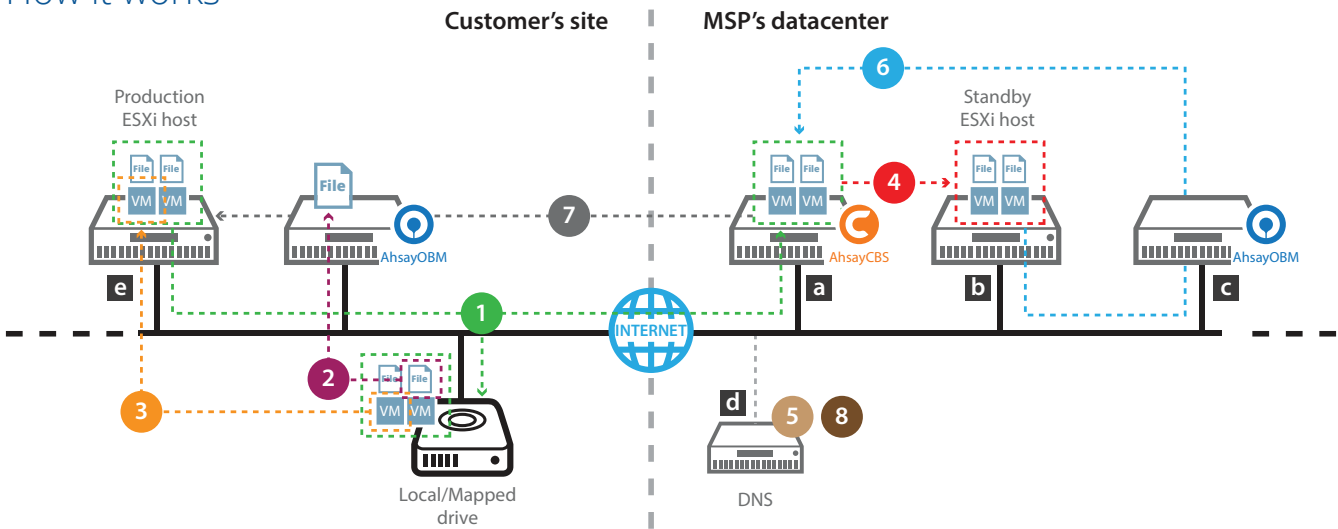
### MSP-side

- ✔ **Get started easily**  
by simply provisioning a VMware ESXi host for disaster recovery (DR host) in your datacenter along with your AhsayCBS backup server
- ✔ **Give a peace-of-mind to customer**  
by remotely monitoring the health of your customer's production host with free third-party's monitoring tool
- ✔ **Meet tight RPO**  
with our VM Continuous Backup feature
- ✔ **Meet tight RTO**  
by instantly spinning-up your customer's VMs on your DR host, and switching the traffic to the spun-up VMs on your DR host when customer's production host failed
- ✔ **Easy failback**  
by quickly switching back the traffic back to your customer's production host after on-premises environment is repaired
- ✔ **New recurring income opportunities**  
by converting the customer to use your hosted VM service after the disaster

### Customer-side

- ✔ **Ideal for small and medium-sized businesses**  
which do not have the necessary expertise to provision, configure and test an effective disaster recovery plan
- ✔ **Zero investment**  
in maintaining own off-site DR environment
- ✔ **Meet defined RPO and RTO**  
based on mutually agreed service level agreement
- ✔ **On-premises VM spin-up / granular restore**  
by the customer themselves from local backup if a particular VM fails, or they want to restore files from a backed up VM image without the need to spin-up the VM first

## How it works



### Preparation:

- a** Deploy AhsayCBS backup server in your datacenter. Since you are going to offer DRaaS to your customers, this AhsayCBS machine has to be very powerful for simultaneously spin-up multiple guest VMs.
- b** Provision a VMware ESXi host in your datacenter as a DR host.
- c** Prepare an AhsayOBM machine in your datacenter to backup the running VMs on the DR host.
- d** We also suggest you to manage the DNS settings for your customer's production VMs so that you can quickly change the settings during disaster recovery.
- e** In your customer's environment, use free remote monitoring tool like Zabbix to monitor the health of your customer's production host.

### Deployment:

- 1** For each guest VM, create a VMware backup set with AhsayOBM installed on the vCenter or a standalone machine that is on the same network as the production VMware ESXi host. Enable Granular Restore and VM Run Direct features in the backup set, and set to back up to two destinations, one to local / mapped drive, and the other to MSP's AhsayCBS backup server in datacenter.
- 2** When the customer needs to restore individual files within a backed up VM, your customer can use the Granular Restore feature to open and/or restore the desired files quickly, without the need to spin-up the whole backed up VM.
- 3** If a particular VM failed on the production VMware ESXi host, your customer can use the VM Run Direct feature to spin-up the backed up VM from the local backup destination to the production ESXi host, and at the same time migrate the VM back to the host with our Live Migration feature.
- 4** When a disaster strikes the whole production ESXi host, you can spin-up all the backed up VMs on the DR host through AhsayCBS' agentless restore feature within minutes, and at the same time migrate those VMs to the DR host with our Live Migration feature.
- 5** After all the backed up VMs are migrated to the DR host, you can edit the DNS records to fail over the traffic to the spun-up VMs on your DR host.
- 6** Create a new backup set on your AhsayOBM machine to back up the guest VMs running on the DR host.
- 7** After customer's site has been restored with all the original machines in place, customer can use your AhsayOBM account created in your datacenter to take the datacenter's guest VMs backup set, and restore the VMs to the original production ESXi host.
- 8** After all the guest VMs are restored from the datacenter's backup, you can change the DNS records to switch the traffic of the VMs from the DR host to the original production host.

## Testimonials

"We believe that Ahsay has three major characteristics: fully integrated and complete backup solution, best value for money product, fast and customer-focused support service."

*Apostolis Hatzigeorgiou  
Arebas*

"We have upgraded from Version 6 to AhsayCBS Version 7 because of the enhanced features, especially the VM Run Direct feature. Now we can offer our customers more VM backups instead of only file backups and we managed to generate much more revenue from our existing storage customers."

*Dang Ngoc Chien  
Terabox Technology Co., Ltd*

"It is really important to have a robust backup solution within Veber's product range. Ahsay covers so many different server and workstation solutions that it is a product we actually want to use."

*James Robinson  
Veber*

"We have been using Ahsay for 9 years, from Version 5 to now Version 7. We take backups everyday for about 5,000 computers and never lose a file throughout 9 years. "

*Olivier Tollet  
Connectis*

"The features I like most on Ahsay are: Recoverability, Data Compression Ratio and People (Technical Support)."

*Adriano Villeroy  
iCOM BACKUP*

"Your sales team have been very helpful and efficient. We strive to provide the best quality solutions to our clients and in order to achieve this it is important that we get good service from our suppliers."

*Dale Hurwitz  
B.Com (Information Systems) - UCT*

"The good thing is that you have a lot of good Documentation, and very good answers to questions."

*Geir Kristoffersen  
Backup Banken AS*

## Granular Restore of files from Guest VMs

Granular Restore enables you to access and restore any files from a single pass backup, without the need to restore an entire VM, boot up the VM, or perform a secondary redundant backup. This dramatically reduces the recovery time objective (RTO) and storage resources on a second file level backup.

## Spin-up VM instantly

If a backed up VM is failed or deleted accidentally, our VM Run Direct feature allows you to keep the downtime within minutes, as you can run the VM directly from its backup file on its original or standby host, without the need to restore the full backed up image file first.

## Live VM migration with or without vMotion

With the VM Run Direct feature, you can choose to migrate the running backup VM to its original or an alternate host machine with or without VMware vMotion license.

## Point in time VM restore

Our VM Run Direct or full VM restore allow you to run or restore a VM from any point in time that it was backed up. The VM booted up or restored will appear on the VMware ESXi host you selected for restore.

## Backup through vCenter or a standalone machine

Ahsay VMware backup solution can be deployed in VMware environment with or without a vCenter server, therefore highly flexible. Even you just got one or two ESXi host without vCenter, you can still properly backed up them.

## VMware VDDK / CBT supported

Our solution supports the latest VMware's native VDDK and CBT (changed block tracking) technologies that enable fast incremental backup and recovery of your Guest VMs.

## ESXi free version supported

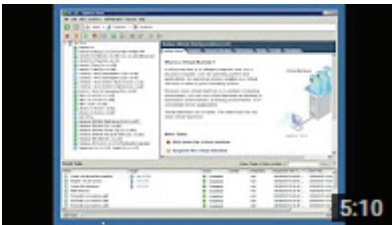
Unlike other backup solutions which only support ESXi paid version, Ahsay VMware backup solution extended our support to ESXi free version users. Although you can't use Granular Restore or fast VDDK mode with CBT for Run Direct, you can still make use of our non-VDDK mode to back up all your VMs.

## Video Demos



**How to run a VM (VMware ESXi) immediately from backup file**

[www.youtube.com/watch?v=bjgE\\_H3INK0](http://www.youtube.com/watch?v=bjgE_H3INK0)



**How to perform VMware Run Direct without Migration in AhsayOBM v7**

[www.youtube.com/watch?v=9FeLAOQhBiA](http://www.youtube.com/watch?v=9FeLAOQhBiA)



**How to create VM Run Direct backup set with AhsayOBM v7**

[www.youtube.com/watch?v=w6fg63ZRhQI](http://www.youtube.com/watch?v=w6fg63ZRhQI)



**How to run and migrate VM directly from backup with AhsayOBM v7**

[www.youtube.com/watch?v=75brP40pQxQ](http://www.youtube.com/watch?v=75brP40pQxQ)

## Multi-threading

The multi-threading implementation in Ahsay VMware backup solution will utilize the computing power of multiple CPU cores for creating multiple backup and restore threads to give you super-fast VM backup and restore performance.

## Multi-destination backup to local and cloud destinations

You can back up the VMware Guest VMs to multiple destinations to minimize the risk of data loss, including local drive (of the vCenter or standalone machine), network share, FTP/SFTP server, and public cloud storage sequentially or concurrently. Granular Restore supports all destinations, whereas Run Direct supports AhsayCBS and local storage destination.

## Flexible retention policy

Ahsay VMware backup solution allows you set flexible retention policies, including daily, weekly, monthly, yearly policies to suit your IT audit and compliance needs.

## Manage all backup users through a centralized web console

In case you have many VMware hosts managed by many system administrators, Ahsay VMware backup solution allows you to create multiple backup user accounts for these administrators in a centralized management software, and centrally monitor and manage their activities through a web console. Clear audit trail is available for compliance purpose.

## Fully rebrandable for MSPs

All graphics and wordings in the AhsayCBS centralized backup server and AhsayOBM client backup application are fully rebrandable and customizable for MSPs.

## Supported VMware Virtualization Platforms

VMware Player 6.x\*

VMware Player 7.x\*

VMware Workstation 10.x\*

VMware Workstation 11.x\*

VMware Workstation 12.x\*

VMware Fusion 6.x

VMware Fusion 7.x

VMware Fusion 8.x

VMware ESXi Server 5.x

VMware ESXi Server 6.0 update 1

VMware ESXi Server 6.0 update 2

VMware vCenter Server 5.x

VMware vCenter Server 6 update 1

*\* VMware Player 6.x or above, and Workstation 10.x or above is only support on Windows platforms.*



## About Ahsay

Established in 1999, Ahsay Systems Corporation Limited is now the world's leading backup software vendor trusted by over 7,000 worldwide customers and partners. Managed service providers and value-added resellers have been adopted our Rebrandable Option in offering branded backup services through public, private or hybrid deployments. We have been recognized as a Red Herring Asia Top 100 company, and awarded as the Best Business (Product) Certificate of Merit in HKICT Awards. Our best in class backup features, competitive pricing, and top notch customer support service enabled us to grow quickly in the past few years and get listed in the GEM Board of Hong Kong Stock Exchange (stock code 8290.HK) in 2015.

**Request a Live Demo at :  
[www.ahsay.com/contact-us](http://www.ahsay.com/contact-us)**