21 Reasons Why NAKIVO is Better
than Legacy Backup

Legacy VM backup solutions do not offer the features and functionality that organizations need in today's hybrid cloud environments. In addition to the lack of features, the administrative overhead that legacy VM backup solutions add to the mix with outdated technologies prevent organizations from operating a backup infrastructure effectively and efficiently. Modern native backup solutions, such as NAKIVO Backup & Replication, provide the feature set that allows organizations to be agile, automated, and cloud-ready.

What are legacy backup solutions?

Legacy backup solutions are essentially the same backup solutions that have been used on physical machines for years and then moved over to virtual machines. The same technology, tools, and methodologies are used with virtual machines as with physical machines, with minor enhancements. Typically, a legacy VM backup solution requires installing a "backup agent" inside the guest operating system for the backup solution to be able to back up virtual machines. If the legacy solution is able to use (even in a crude way) the native data protection APIs, they generally still need some sort of agent to be able to perform application-aware backups or granular restores.

Native VM Backup

Native VM backup solutions integrate seamlessly with a virtual infrastructure, are agentless, and take advantage of the powerful built-in API driven interaction provided by today's virtual infrastructure in addition to many other benefits. In view of challenges with legacy VM backup solutions mentioned above, let's take a look at some of the features of NAKIVO Backup & Replication as an example of a native VM backup solution and find out, how the product excels legacy VM backup solutions in key areas.

Top Reasons to Switch

- Reduce maintenance costs by 50% or more
- Eliminate agents and issues that come with them
- Reduce backup administration time
- Ensure guaranteed recovery with automated backup testing
- Perform VM backup and replication with a single solution
- Instantly recover VMs, files, and application objects
- Stay up to date with industry releases
- Extend data protection to the cloud
- Reduce backup solution footprint

The Reasons to Switch from Legacy Backup

1. 50% the Cost

Legacy backup solutions are expensive to purchase and maintain. Not so with NAKIVO Backup & Replication. With trade-in pricing starting from $149/socket, NAKIVO Backup & Replication, can reduce your maintenance costs by 50% or more, while *improving* VM data protection and recovery.

2. Better VM Backup

Built for virtualization, NAKIVO Backup & Replication is a fast and reliable VM backup solution for protecting VMware, Hyper-V, and AWS EC2 environments. NAKIVO Backup & Replication offers advanced features that increase backup performance, improve reliability, reduce administration time, speed up recovery, and, as a result, help save time and money.

3. 97.3% Support Satisfaction

At NAKIVO, we regularly survey customers to identify what new features should be added to the product, what issues should be fixed, and how we perform in various areas, including technical support. Survey after survey, customers report their satisfaction with NAKIVO technical support, which reaches 97.3%.

4. NAS-based Backup Appliance

NAKIVO Backup & Replication can be installed on Windows and Linux OS, or deployed as a pre-configured VMware VA, and AWS AMI. In addition, you can install NAKIVO Backup & Replication on an ASUSTOR, QNAP, Synology, or Western Digital NAS to create a reliable and cost-effective VM backup appliance, which combines backup hardware, storage, software, and data deduplication in a single device. By installing on a NAS, you can offload your VMware or Hyper-V infrastructure from backup workloads, separate data protection from the virtualized environment, and boost VM backup performance by up to 2X. This is because the performance of backup software installed in a VM is constraint by the overhead of network protocols such as NFS and CIFS and available bandwidth between backup software and backup storage. By installing on a NAS, you can eliminate the network overhead and boost VM backup performance. In addition, the price of such a setup can be at least 5X lower than the price of dedicated backup appliances.

5. Easy to Manage

Legacy backup solutions were developed at times when "functionality first, usability ~~never~~ maybe later" was mainstream, and this approach is in the very DNA of such tools. As a result, legacy backup products are overly complex, have User Guides 1,000+ pages long, and require regular maintenance or even professional services to run. At NAKIVO, usability gets the same level of attention as functionality. This is why NAKIVO Backup & Replication is praised by customers for simplicity and ease of use. *"NAKIVO Backup & Replication is an outstanding product that offers*

great features and does not break the budget. The product saved management time by 35% …"
Stivan Chou, China Airlines Representative.

6. Agentless VM Backup

Legacy backup solutions require installing agents in VMs in order to perform application aware backup, file recovery, as well as recovery of application objects. Some legacy backup tools even require that you reboot VMs after deploying agents on them.

There are several reasons why agents are bad. More elements involved in creating a backup increase the probability that something will go wrong with a VM backup process. Higher chance of failure means more time spent on troubleshooting. Most administrators who have managed guest OS agents, can attest to headache that results. The administrative overhead that is presented with maintaining agents, installations, upgrades, etc., can be a nightmare. Moreover, agents put a higher load on the guest OS, which can lead to resource congestion at the time of backup and affect the performance of VMs.

NAKIVO Backup & Replication does not require installing agents within the operating system. NAKIVO Backup & Replication integrates seamlessly with your virtual infrastructure and interacts with it without having additional software installed within the guest operating system. Even without agents, NAKIVO Backup & Replication is able to do all the important tasks that one would expect with a modern backup solution including application-aware backups with log truncation, instant recovery, backup verification, etc.

7. Recovery Verification

Legacy backup solutions do not provide backup verification, leaving you vulnerable to potential data corruption and restore failures. NAKIVO Backup & Replication provides an automated way to near-instantly verify VM backups. After a VM backup is completed, the product can instantly recover the VMs, wait until the OS has booted, make a screenshot of the OS, discard the test-recovered VM, and send you a report with the screenshot via email. This way you have proof that backups are good and VMs can be recovered.

8. Backup Copy

VM backups can be damaged, accidentally deleted, or become unavailable. To safeguard your valuable data, NAKIVO Backup & Replication provides Backup Copy jobs, which offer a simple and powerful way to create and maintain copies of your VM backups. You can configure backup copy jobs to suit your needs: run Backup Copy jobs on their own schedule, send backup copies offsite and to Azure/AWS clouds, maintain a mirrored copy of a backup repository or fine tune what, when, and how backups get copied. Legacy backup solutions do not provide such features.

9. Cloud-aware Solution

Legacy VM backup solutions were engineered before cloud integration became an important business consideration. In contrast, NAKIVO Backup & Replication is fully cloud-aware and allows

for seamless integration between on premise and public cloud backup infrastructure resources allowing organizations to take advantage of today's hybrid cloud capabilities. You can back up VMs directly to AWS and Azure clouds, or set up scheduled backup copy jobs that would send local VM backups to AWS or Azure clouds. Moreover, NAKIVO Backup & Replication can be launched in AWS as a pre-configured AMI and provide backup and replication for AWS EC2 instances.

10. Full Synthetic Data Storage

Most legacy backup solutions must perform periodic full backups, transferring the whole data set to the target datastore over and over again. This results in slow backups, and an extra load on the environment. Even though some legacy backup solutions can create a synthetic backup out of available increments, they still require transforming recovery points in the backup repository into "synthetic full backups", which does not resolve the issue, but simply shifts the load from the source to the target storage.

NAKIVO Backup & Replication uses the full synthetic data storage mode, which eliminates the need for backup transformation. In this mode, each recovery point "knows" which data blocks are required to reconstruct a VM as of a particular point in time, thus eliminating the need for data transformation or creation of increment chains.

11. VM Replication

With many of the legacy VM backup products, the only thing you get is a backup. You either have to provide your own replication solution, or pay extra for additional licensing that is required to unlock replication features. With native VM backup solutions, such as NAKIVO Backup & Replication, the replication features work out of the box for VMware, AWS EC2, and Hyper-V.

VM replication creates and maintains identical copies of source VMs on target hosts. If a disaster strikes, you can power on the VM replicas for near-instant disaster recovery. On top of that, you can save up to 30 recovery points for each replica and roll back to a good recovery point at any time.

12. Network Acceleration

Because WAN and LAN links are often slow or have limited bandwidth, NAKIVO Backup & Replication can use compression and traffic reduction techniques to speed up data transfer. On average, this results in a network load reduction of 50% and a data transfer acceleration of 2X for VM backup, replication, and recovery. This feature is outside of the realm of legacy backup solutions.

13. LAN-free Data Transfer

NAKIVO Backup & Replication automatically uses LAN-free data transfer modes, Hot Add and Direct SAN Access, to bypass LAN, offload production networks, and significantly increase backup and recovery speeds.

14. Instant Recovery

NAKIVO Backup & Replication provides the ability to instantly boot VMs directly from compressed and deduplicated VM backups. This way, you can recover your VMs in seconds, without waiting for full restore from backup files. Once a VM is running, you can migrate it to production for permanent recovery.

NAKIVO Backup & Replication also enables you to browse, search, and recover files, Microsoft Exchange objects, Microsoft SQL objects, and Microsoft Active Directory objects directly from compressed and deduplicated VM backups, without using agents or restoring the entire VM first.

15. Backup Automation

API integration is all the rage in today's world of automated operations. Being able to control, automate, and orchestrate VM backup, replication, and recovery tasks is a key component of automating daily IT operations. The APIs allow NAKIVO Backup and Replication to integrate with monitoring, automation, and orchestration solutions, which effectively reduces data protection costs. The ability to utilize API integration with a legacy VM backup solution is simply out of the question and further emphasizes the disparity between legacy and native VM backup solutions.

16. Advanced BaaS and DRaaS

NAKIVO Backup and Replication enables delivering Backup-as-a-Service and Disaster-Recovery-as-a-Service. Multi-tenancy enables creating multiple isolated groups, departments, or tenants within a single product deployment and managing them from a single pane of glass. This way, you can introduce backup-as-a-service to your service consumers more easily and cost-effectively. In the Multi-Tenant mode, tenants can access the self-service portal to offload backup, replication, and recovery tasks from the service provider.

17. Up to Date on Time

Legacy backup vendors are like old turtles – they're slow. It can take them months to provide support for a new OS or hypervisor release, blocking infrastructure updates. And when the support is finally available, it may not fully cover all features.

NAKIVO Backup & Replication is built using modern technologies, does not have to support a codebase from a century ago, and thus can provide much faster releases. NAKIVO stays up to date with the industry and has provided timely updates, including support for VMware vSphere v6.5, Microsoft Hyper-V 2016, AWS Cold HDD EBS volumes, Microsoft Windows 10, and Windows Server 2016.

18. Frequent Feature Releases

Legacy backup vendors usually leverage old R&D management approaches and thus have very long release cycles. As a result, it may take years for a legacy backup solution to add a feature that you needed yesterday. NAKIVO is fast and agile, and has delivered new features for customers every quarter.

19. Simple Licensing

The licensing model of legacy backup solutions is often complex, and requires that you license agents, features, sockets, and capacity. The licensing of NAKIVO Backup & Replication is simple and straightforward: you just need to license sockets on the source hosts for VM backup and replication. There is no need to license agents (because there are none), capacity (as it's not restricted), or targets for replication and recovery.

20. Small Footprint

NAKIVO Backup & Replication requires just 2 CPUs and 4GB RAM for the entire solution and all its components for protecting small and mid-sized environments. Deploying a legacy backup solution can be like letting a herd of hungry behemoth in your environment.

21. Easy to Deploy and Scale

Legacy backup solutions are overly complex and often require weeks of professional services to be deployed. In contrast, NAKIVO Backup & Replication can be deployed in under 1 minute on Windows, Linux, and NAS, imported as a VMware VA or launched as an AWS AMI. Once deployed, the product can be easily scaled out to support large and distributed environments.

NAKIVO Backup & Replication at a Glance

NAKIVO Backup & Replication is a fast, reliable, and affordable VM backup solution for protecting VMware, Hyper-V, and AWS EC2 environments. NAKIVO Backup & Replication offers advanced features that increase backup performance, improve reliability, speed up recovery, and, as a result, help save time and money.

✓ **Deploy in under 1 minute**
Pre-configured VMware VA and AWS AMI; ASUSTOR, QNAP, Synology, and WD NAS packages; 1-click Windows installer, 1-command Linux installer

✓ **Protect VMs**
Native, agentless, image-based, application-aware backup and replication for VMware, Hyper-V, and AWS VMs

✓ **Increase backup speed**
Forever-incremental backups with CBT/RCT, LAN-free data transfer, network acceleration, up to 2X performance when installed on NAS

✓ **Reduce backup size**
Exclusion of SWAP files and partitions, global backup deduplication, adjustable backup compression

✓ **Ensure recoverability**
Instant backup verification with screenshots of test-recovered VMs, backup copy offsite/to the cloud

✓ **Decrease recovery time**
Instant recovery of VMs, files, Exchange objects, SQL objects, Active Directory objects, DR with VM replicas

About NAKIVO

Founded in 2012, NAKIVO is a US corporation, which develops a fast, reliable, and affordable data protection solution for VMware, Hyper-V, and cloud environments. With 20 consecutive quarters of double-digit growth, 5-star online community reviews, 97.3% of customers happy with support, and more than 10,000 deployments worldwide including Honda, Coca-Cola, China Airlines, Microsemi and many, many others, NAKIVO is one of the fastest-growing data protection software vendors in the industry. NAKIVO has a global presence with over 2,000 channel partners in 124 countries worldwide. Visit www.nakivo.com to learn more.

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