

veeam

Veeam - Data Protection in the Era of Smart Hospital

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Thank you for supporting
the clinicians who
are caring for all of us.



Digital Transformation (DX) in Healthcare

- Acc. To Frost & Sullivan' DX survey, 99% businesses are engaged in some stage of DX*.
- In the era of digitalization, all devices: smartphones, PCs, health imaging scanner, diagnostic systems, and many others are connected through internet. Hence it is predicted that data will grow and spike in humongous amount.
- In 2020, it is expected that there will be around 200B devices connected to internet.
- Total data generated globally will reach 175 Zetabytes in 2025 (1 Zetabyte = 1B Terabytes)
- Top challenge for business in DX is Ransomware. Healthcare is likely the most common targeted industry*
- Since internet users will keep on growing and data generated from it will grow parallelly, business must pay attention to protect your company' data with back up & replication.



**Frost & Sullivan's 2020 CIO CDM Report*

Data Enables Digital Life

According to The Economist,
data is more valuable than oil;

It is the lifeblood of the modern age,
the digital economy.

Its importance means that every
organization on the planet needs
to protect, manage and mine its data
to remain relevant....



Disasters happen all the time



Earthquakes



Storms and floods



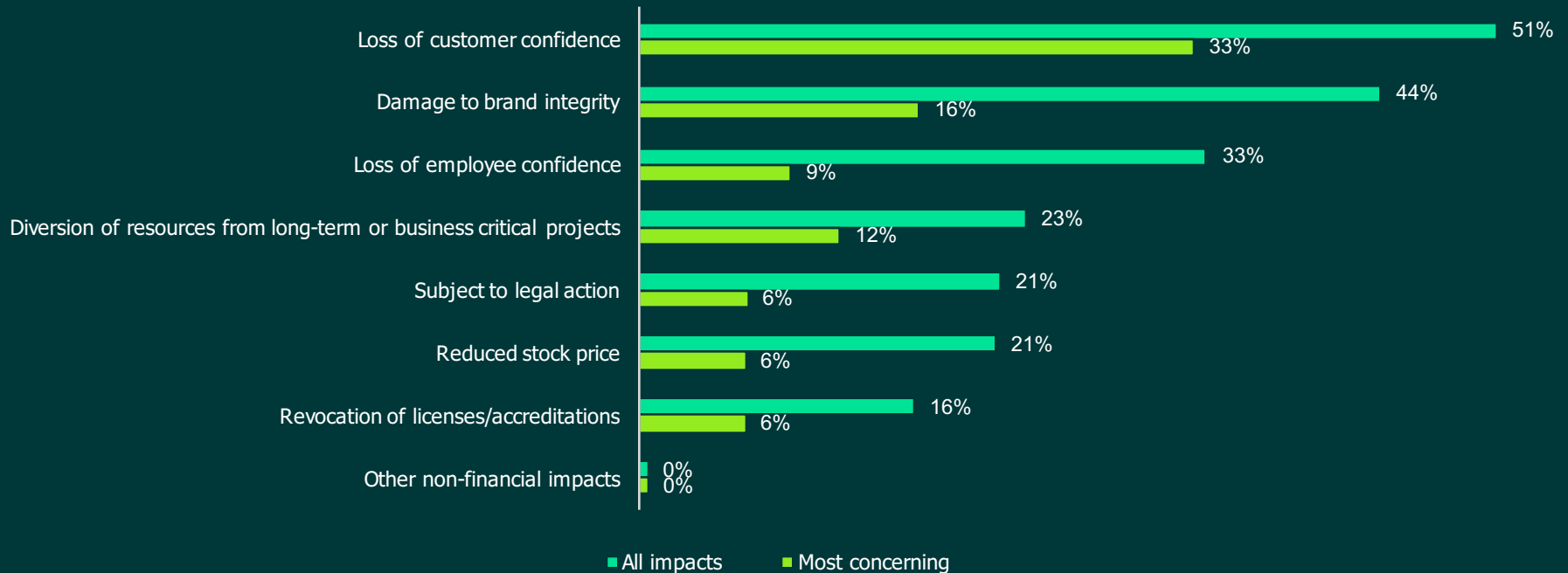
Accidental Fire



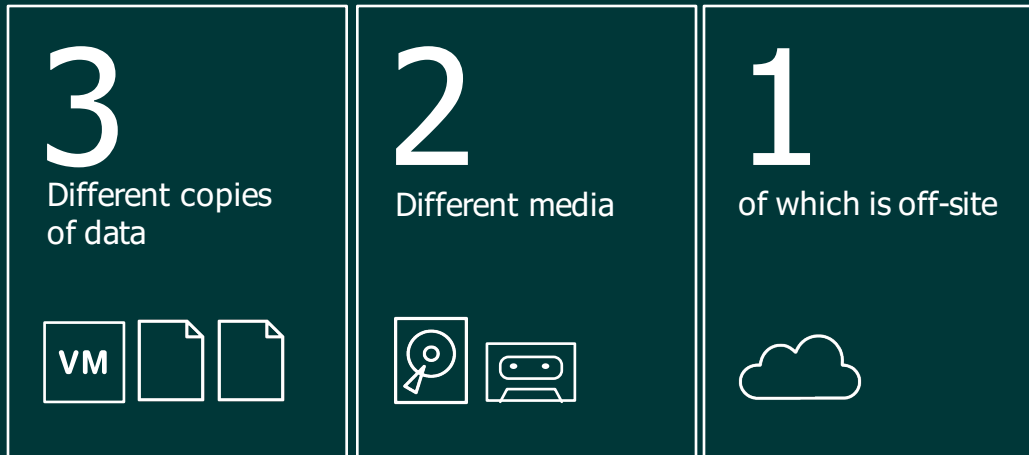
Malicious attacks

Impacts of downtime (beyond \$\$\$)

What impacts could your organization experience from application downtime?
Which is the most concerning potential impact?



Backup Concept: 3-2-1



The background is a solid teal color. Overlaid on this is a large, abstract shape composed of many small, light-teal dots. The dots are arranged in a way that creates a sense of depth and movement, forming a shape that resembles a stylized letter 'V' or a similar organic form. The dots are more densely packed in some areas and more sparse in others, creating a gradient effect.

Why Veeam?

Veeam Leads Global Data Protection



82%
of Global 2000 and F500
are Veeam customers



160
countries and has
4,500 employees globally



20K+
global healthcare customers



375K+
and has achieved 12
consecutive years of growth

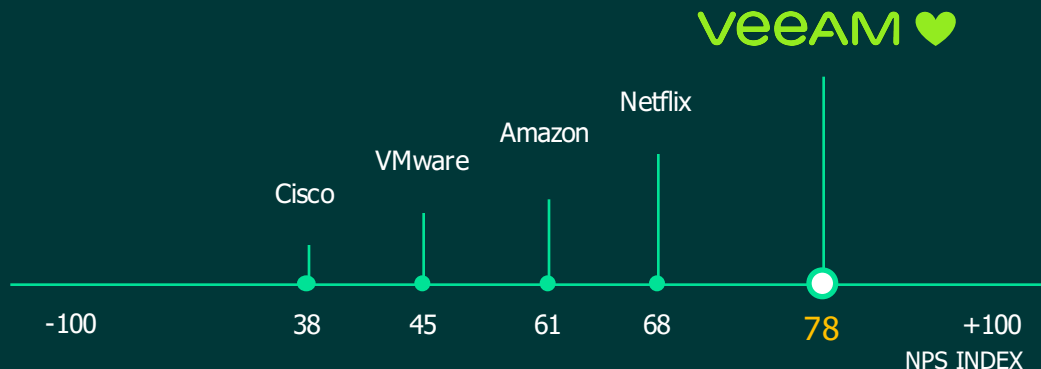


>\$1 billion
in revenue



250K+
clinical applications
protected by Veeam

3.5 X Industry Average for Customer Satisfaction



Veeam Healthcare Footprints in Indonesia

Hospitals



Health-care Related



Veeam positioned **highest for Ability to Execute**, in the Leaders Quadrant

Figure 1. Magic Quadrant for Data Center Backup and Recovery Solutions



Gartner named Veeam a **Leader** for the **fourth time**, positioning Veeam this time as the **highest for the ability to execute**

Veeam is a Leader in Data Center Backup & Recovery Solutions!

82%

of Fortune 500
companies in the
client pool

375K+

Customers
worldwide and
counting

75

Net Promoter
Score is 3 times
above average

DISCLAIMER

This graphic was published by Gartner, Inc. as part of a larger research document and should be evaluated in the context of the entire document. The Gartner document is available upon request from Veeam. <https://www.veeam.com/2020-gartner-magic-quadrant.html>

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Veeam Differentiators



Simple



Flexible



Reliable

Healthcare Cloud Data Management

Backup & Recovery

Intuitive Backup that
"Just works!"
Fully software-defined



Private
Cloud



veeam



Your Data



Public
Cloud



Governance & Compliance

Ransomware protection
Data security and
compliance assessment



Orchestration & Automation

Intelligent recovery orchestration
Data Re-Use for DevOps
and app development

Cloud Mobility

Cloud-native backup,
restore and DR
Automated data retention



Monitoring & Analytics

AI-driven
monitoring / diagnostics
Automated issue remediation

SaaS: Availability vs Recovery






 Office 365

 workday.

 servicenow.

Office 365: 86% of Hospitals to use by 2021



-  No, we do not use Office 365 but plan to within one year
-  No, we do not have a plan for Office 365 but are interested
-  No interest in Office 365
-  Yes, we use Office 365 for email, OneDrive and SharePoint
-  Yes, we use Office 365 for email only

Source: Veeam 2020 Cloud Survey



Office

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Templates

Support

Contact sales ▾

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Welcome | Built-in Security | Privacy by design | Continuous compliance | Transparent operations | From Inside the Cloud security videos

Move your business ahead with the latest security and compliance features within Office 365 Enterprise E5. [Learn more](#) ↻

Office 365

Office 365 Trust Center

Welcome to the place where we share our commitments and information about security, privacy, and compliance.

[Watch all security-related videos From Inside the Cloud](#) ↻



With Office 365, it's your data. You own it. You control it. And it is yours to take with you if you decide to leave the service. The core tenets of our approach to earning and maintaining your trust are:

[Built-in security](#)

- Service-level security through defense-in-depth

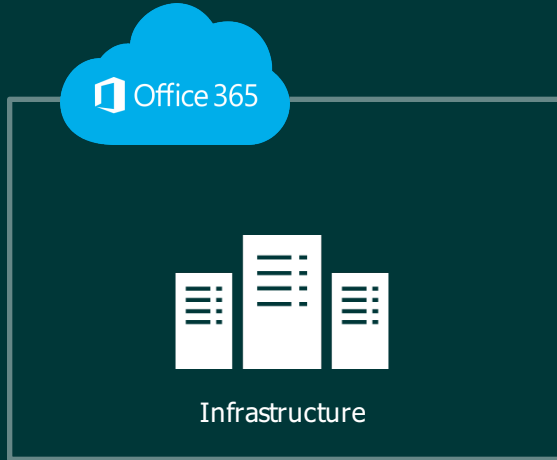
[Privacy by design](#)

- Your data is not used for advertising

Perception VS Reality: Why do I need a backup?

Customer perception

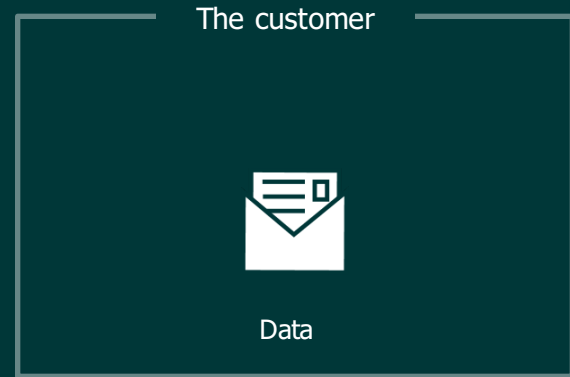
Microsoft takes care of everything



Uptime of Office 365

Customer reality

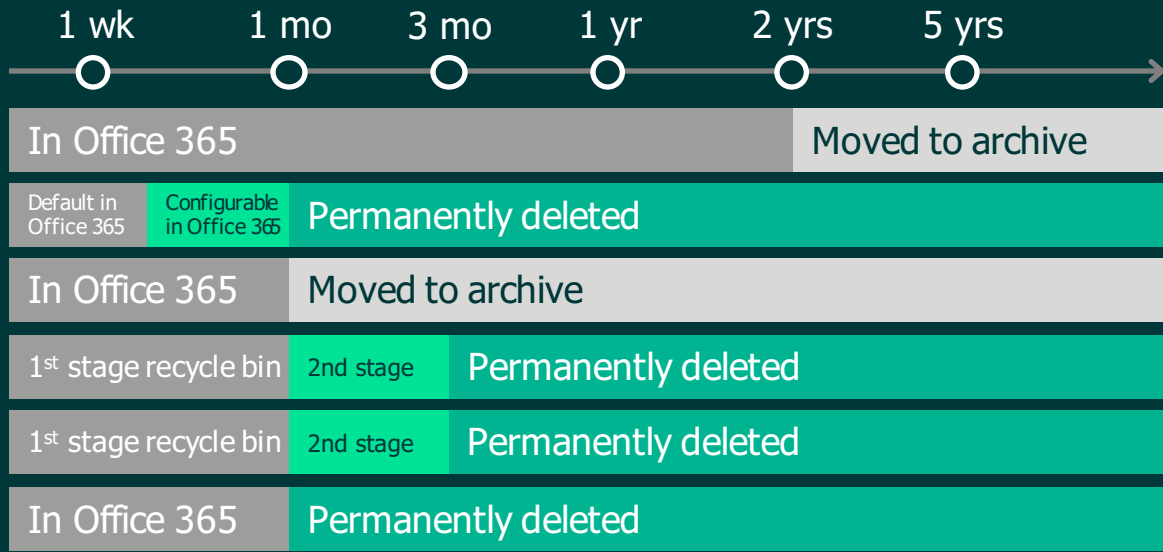
Microsoft takes care of the infrastructure, but the data remains the customer's responsibility.



Protection and long-term retention of Office 365 data

Retention policies:

What exactly does Microsoft back up?



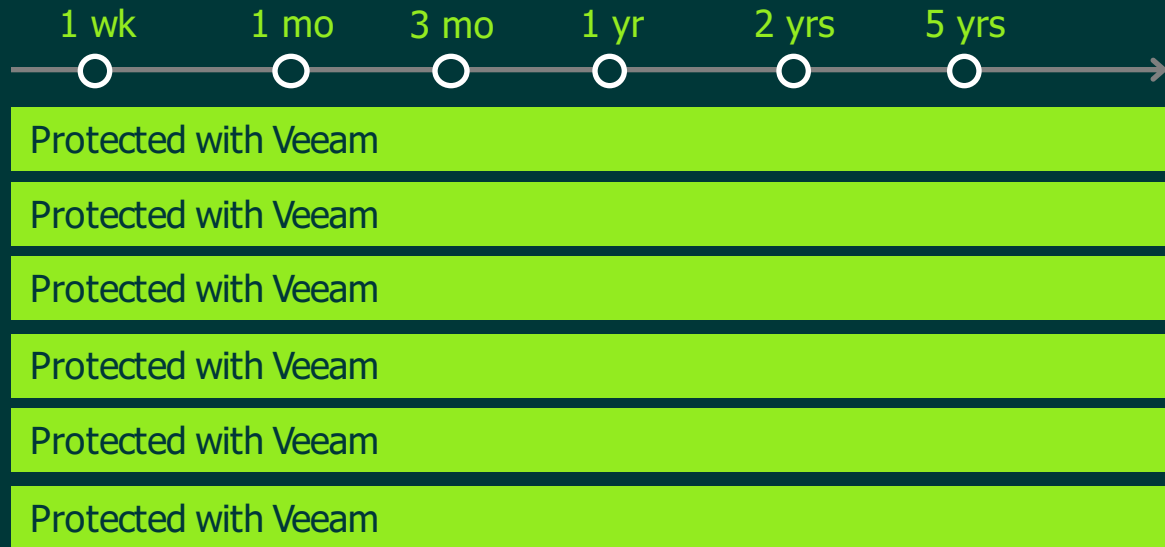
Office 365 backup and retention policies can **only protect you from data loss in a limited way** and are not intended to be a complete backup solution.

Retention policies are always evolving and tend to be **very complicated to manage and monitor**. Commonly, Admins believe they are covered, only to find that in fact certain items are gone.

Sources: Exchange Online information above is based on Microsoft's [default MRM Policy](#), SharePoint Online information above is based on Microsoft's [support article](#). OneDrive for Business information is based on Microsoft's [support article](#). In some cases, these defaults can be customized by the IT Admin, but often require certain licenses and/or additional fees, and also carry the risk which allows Microsoft to automatically delete data ahead of retention policy dates if the recycle bin is full.

Retention policies:

What exactly does Veeam back up?



Veeam Backup for Microsoft Office 365 is more than simply filling gaps.

It's about providing access and control to ALL

Exchange Online, SharePoint Online and OneDrive for Business data and **storing it in one location, making recovery fast, easy and reliable.**



Ransomware defense: Best practices - Veeam solutions



Ransomware protection and recovery

Infection


3-2-1 Backup
SureBackup®
Cloud Tier

Veeam ONE™

- Ransomware activity detection
- Unusual disk activity
 - Unusual **network activity**

Exploit

Enhanced NAS Recovery
Secure Restore
Staged Restore
DataLabs™ forensics



Backup: Retention, compliance and cost

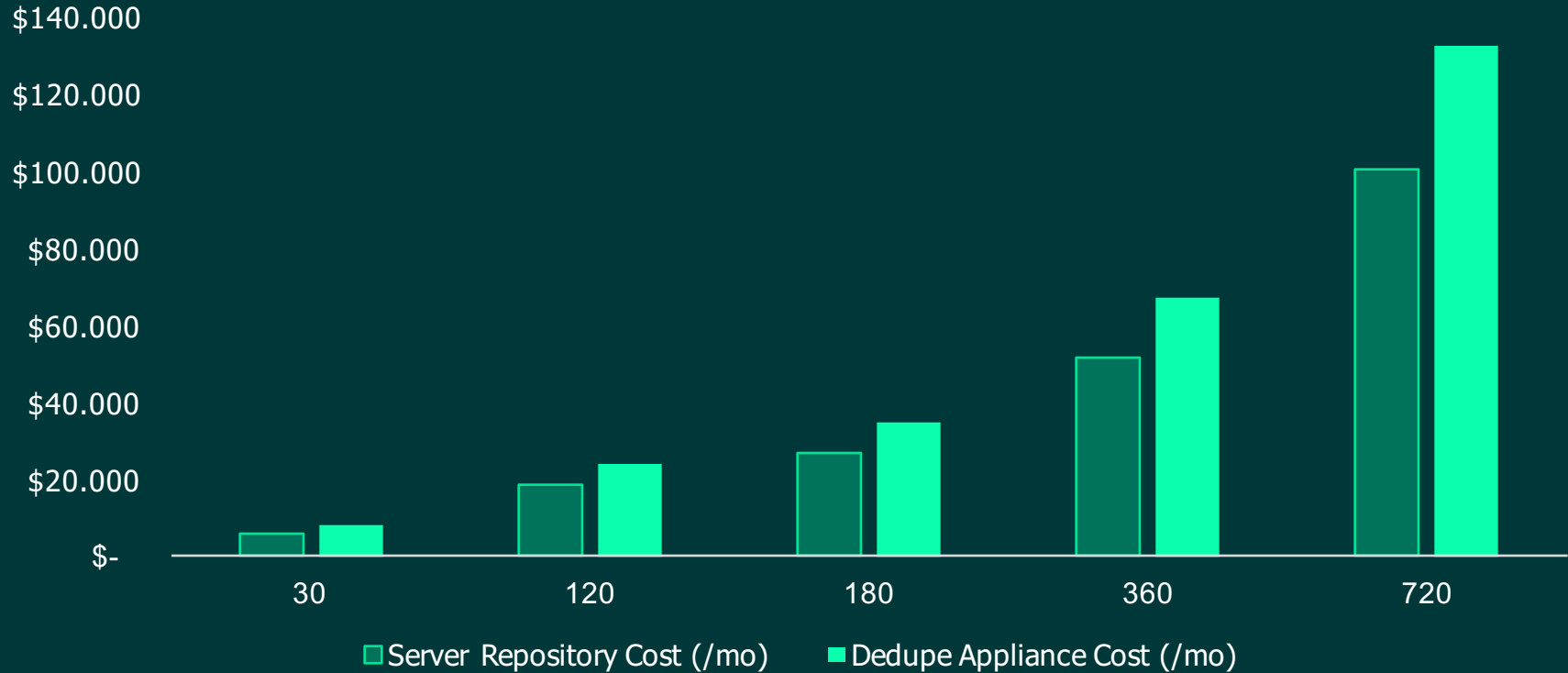
Healthcare retention regulations

Permenkes No. 269/Menkes/Per/III/2008

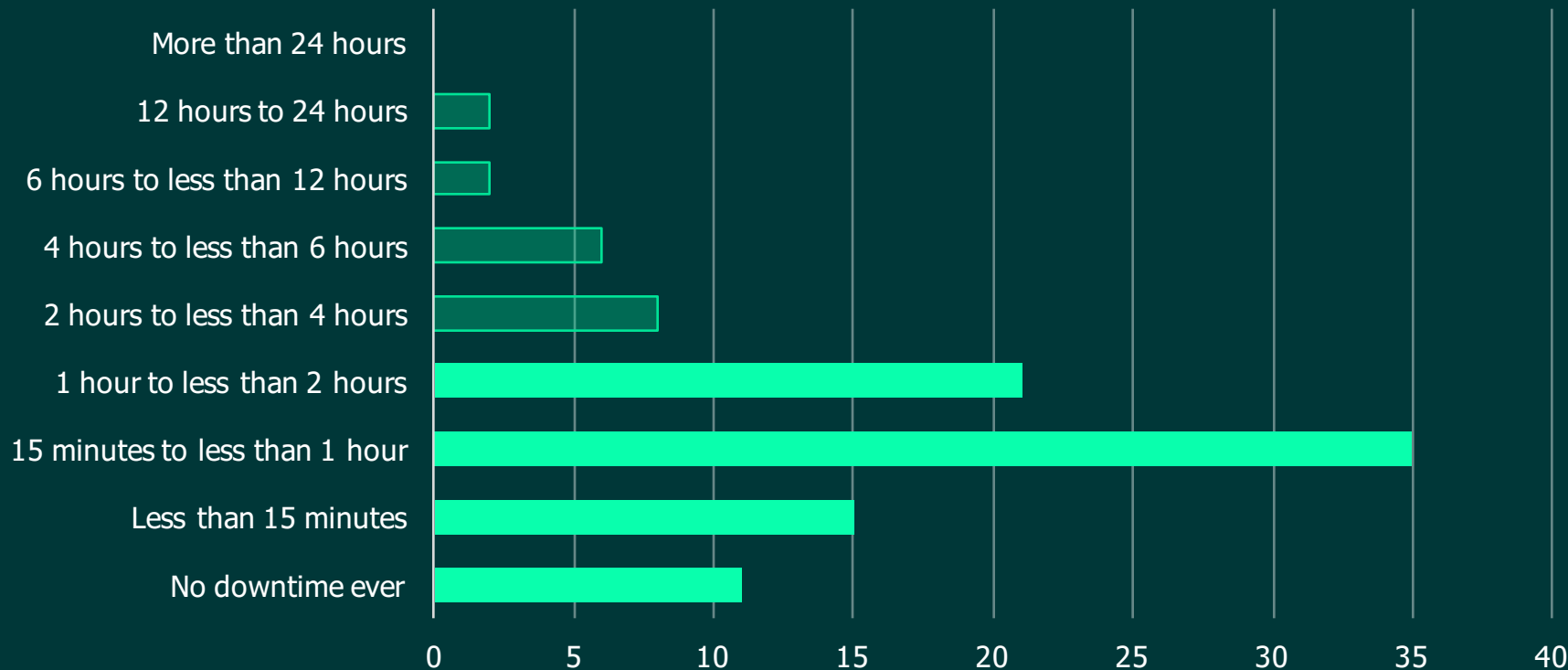
- Rekam medis pasien rawat inap di rumah sakit wajib disimpan sekurang-kurangnya untuk jangka waktu 5 (lima) tahun dihitung dari tanggal terakhir pasien berobat atau dipulangkan
- Setelah batas waktu 5 (lima) tahun dilampaui, rekam medis dapat dimusnahkan, kecuali ringkasan pulang dan persetujuan tindakan medik.
- Ringkasan pulang dan persetujuan tindakan medis harus disimpan dalam jangka waktu 10 (sepuluh) tahun dihitung dari tanggal dibuatnya ringkasan tersebut

Website: <http://pelayanan.jakarta.go.id/download/regulasi/peraturan-meneteri-kesehatan-nomor-269-tentang-rekam-medis.pdf>

Backup Storage Cost per Month by Backup Retention in Days



82% of Hospitals desire downtime <2 hours



Source: Veeam 2020 Cloud Survey



Rapid Recovery and Business Continuity

RTO is Key for Healthcare

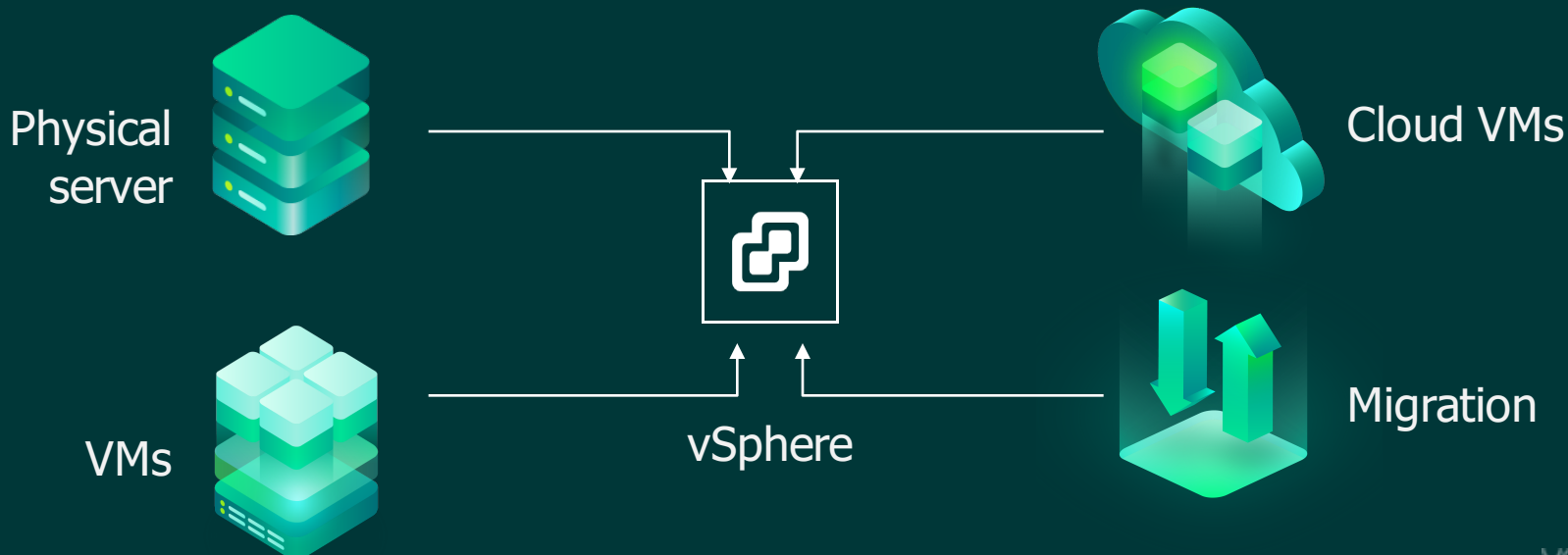
Recovery Point Objective (RPO)

Point in time to which system's data must be recovered after an outage

Recovery Time Objective (RTO)

The amount within which a system must be recovered after an outage

Enhanced! Instant VM Recovery®



Improve your hospital's protection and readiness



Educate your organization re Office 365



Leverage best practices for data protection infrastructure



Review backup policies with Legal and Finance



Improve application recovery speeds



Ask Veeam for help

Thank You

VEEAM