

Synology 2020



Sales Manager

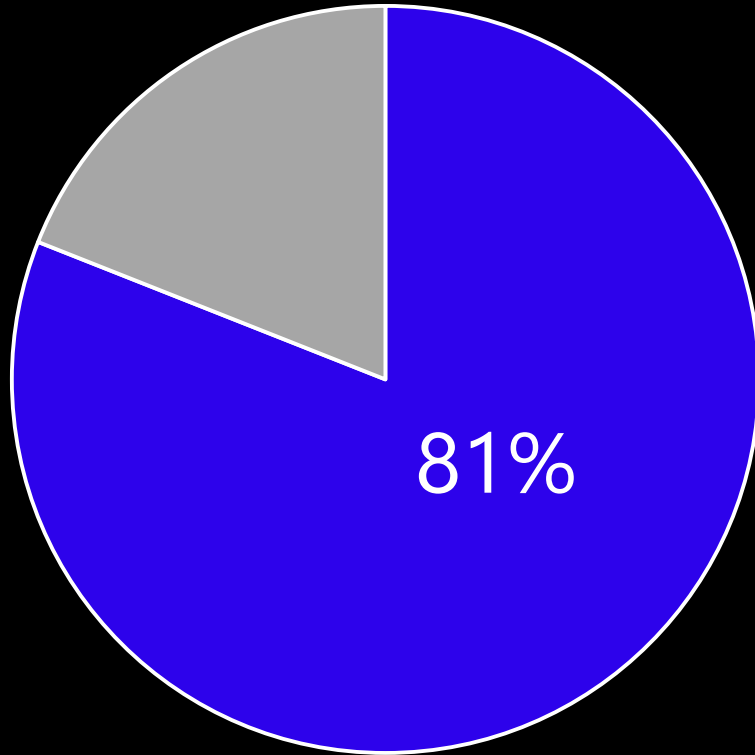
Devin Santamaria

The background features a dark, textured landscape. The top and bottom edges are defined by a network of golden-yellow lines connecting various points, creating a mesh-like structure. Within this network, there are vertical columns of binary code (0s and 1s) in a golden-yellow color, giving the impression of data or code being processed or transmitted. The overall aesthetic is futuristic and technological.

Hybrid Cloud & Beyond

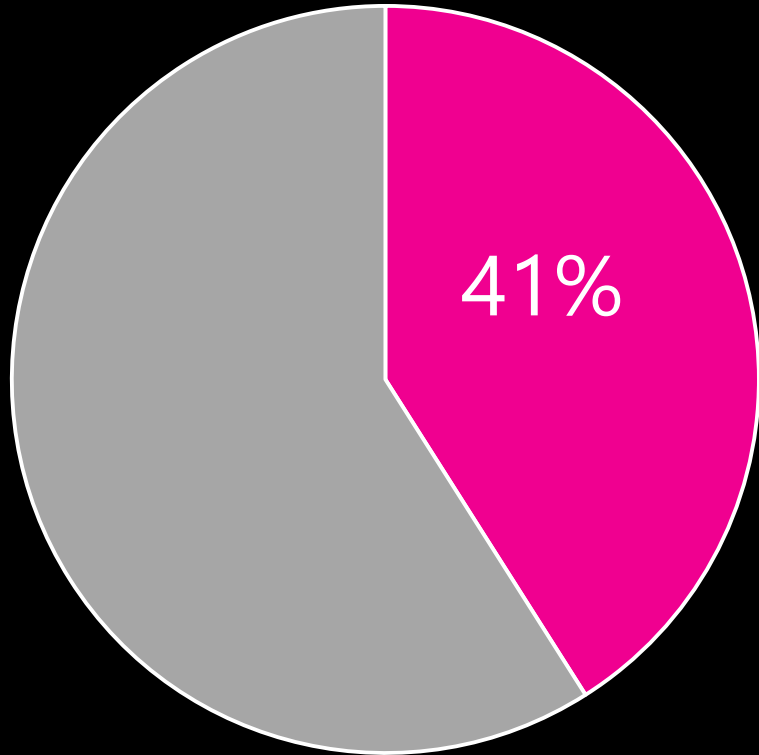


The private vs. public cloud
debate is over



81%

IT organizations use public cloud



41%

Have brought at least one workload
back to on premises



Let's Go Hybrid

Hybrid Cloud



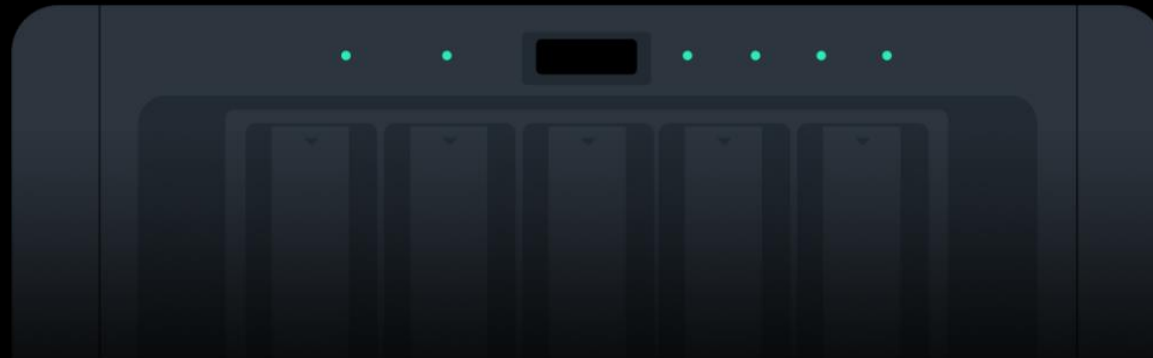
Backup SaaS



Cloud Sync



NAS Backup





Active Backup for SaaS

Take back control of your cloud data



Active Backup
for G Suite



Active Backup
for Office 365

Active Backup for Office 365

Mail, contacts, and calendar
OneDrive & SharePoint

Continuous backup

Single instancing & dedup

Smart restore options



Synology®

S Y N O L O G Y
2 0 2 0

Hybrid Cloud



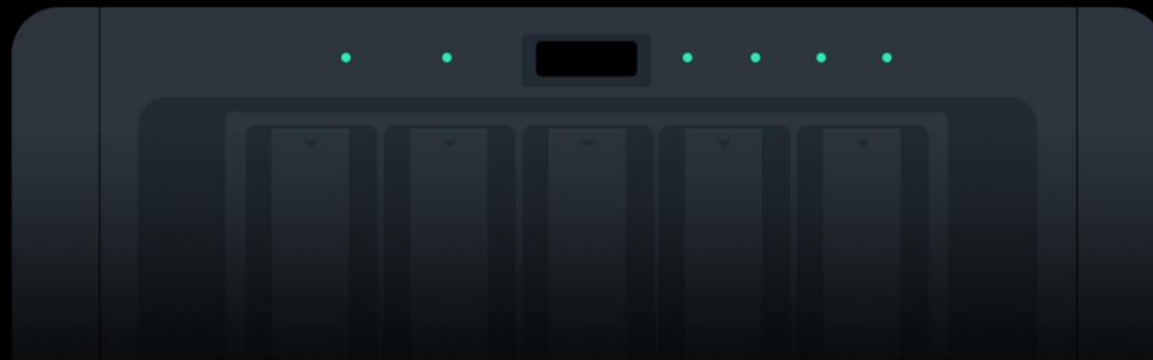
Backup SaaS



Cloud Sync



NAS Backup





Cloud Sync

Seamless synchronization between private and public clouds



- One way or two way sync
- Securely store with encryption
- Reduce traffic and storage by compression
- Selective sync and traffic control
- Leverage public cloud to share files



amazondrive

amazon
webservices™

BACKBLAZE

Dropbox

Microsoft Azure

openstack®

Google Cloud Storage

...and more

 Google Cloud Storage



 Microsoft Azure

Hybrid Cloud



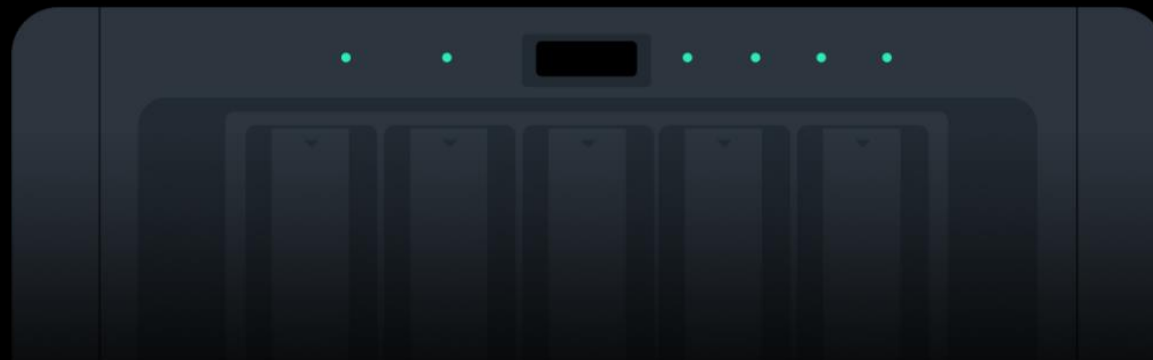
Backup SaaS



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Hyper Backup

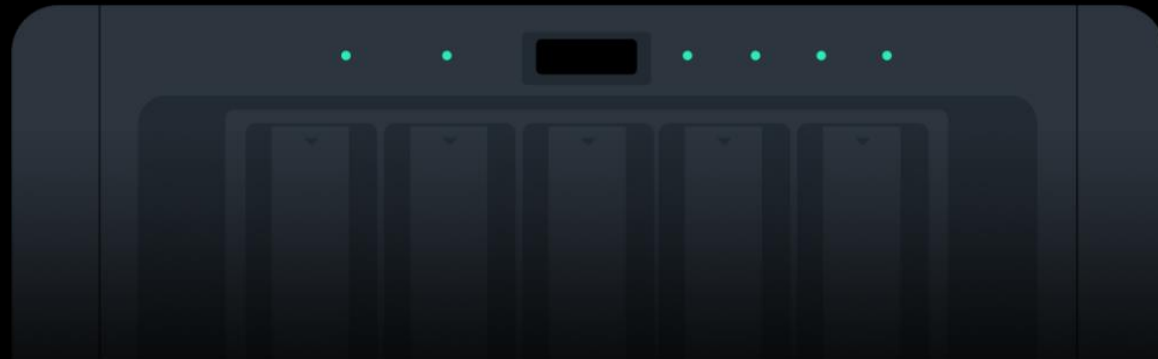
Comprehensive NAS backup solution



- Backup to USB, NAS, rsync, or cloud
- Cross version deduplication
- Data encryption and compression
- Backup packages and configuration



Synology C2





Synology Cloud²

Small step, big protection

Over 25,000 business and personal users

Synology C2 for Hyper Backup



- Time consistent backup and versioning
- Deduplication and compression
- Client-side encryption
- Web portal restore, without NAS
- Flexible size plan – 100GB+
- No hidden, upload or download costs

Synology®

S Y N O L O G Y
2 0 2 0

Synology C2 Price Plan

Plan I			Plan II
<ul style="list-style-type: none">• Daily backup• Free file versioning			<ul style="list-style-type: none">• Up to hourly backup• Client-side version control• Data deduplication
100 GB	300 GB	1 TB	1 TB+
€9.99 / year	€24.99 / year	€59.99 / year €5.99 / month	€69.99 / TB / year €6.99 / TB / month

C2 in Europe

- Data center in Germany
- Strict privacy regulation
- Good Internet bandwidth
- US datacenter coming





Synology C2 Partner Portal

For MSPs to manage thousands of customers from one interface

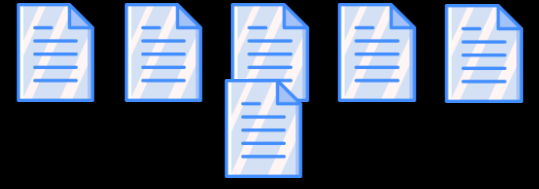
Synology C2 Partner Portal



- Centralized management
- Consolidate payments
- Manage subscription for customers
- Special partner pricing



Challenges of Business Storage



Synology Hybrid Share

Integrated hybrid cloud of Synology NAS and Synology C2

Hybrid Share

Created Shared Folder on C2



Data size: 60TB

Local hot cache



Local data: 2TB

Multi-site Share

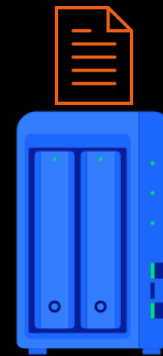
Hybrid Share



Data size: 60TB



US Office



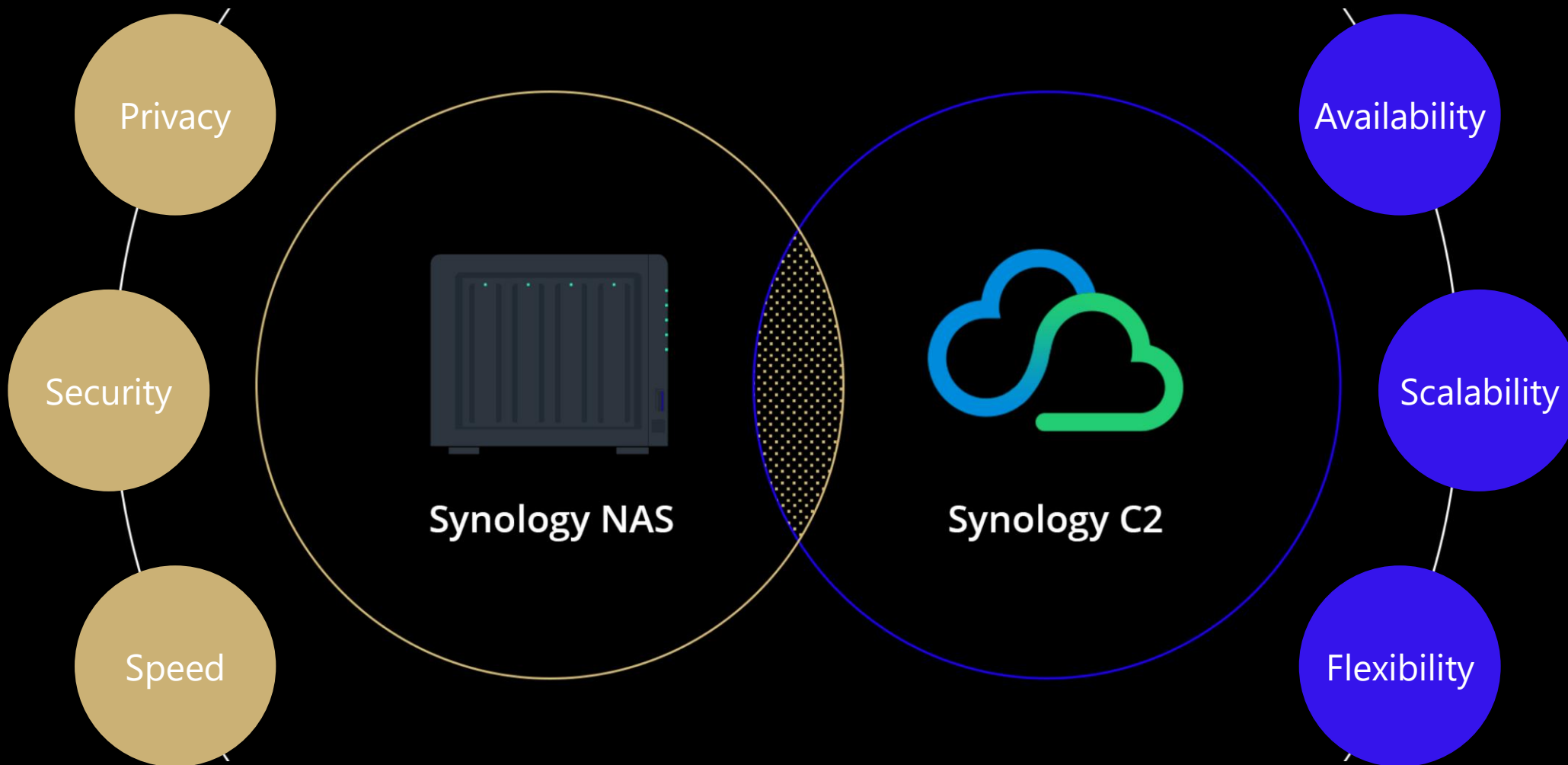
German Office



UK Office

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2 0 2 0





Hybrid Share
Coming in 2020

Hybrid Cloud



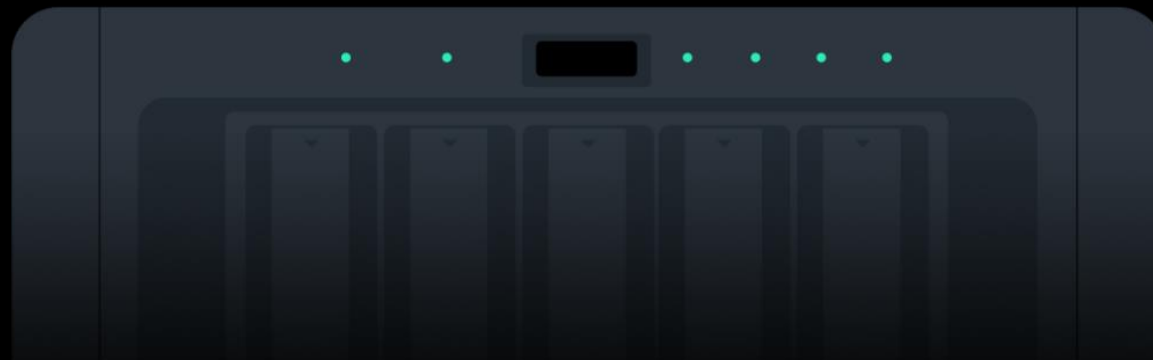
SaaS Backup



Cloud Sync



Synology Cloud



No one knows Synology better than Synology

A black and white photograph of a man with a beard and long hair, wearing a dark polo shirt, sitting in a server room. He is leaning forward, working on a laptop. The room is filled with server racks, and the lighting is dramatic, with strong highlights and deep shadows. The text "20 Years Supporting Customers" is overlaid in white, centered on the image.

20 Years Supporting Customers



Powerful Vendor Alliances



Synology Active Insight

Predict, Prevent, Notify, Resolve

Actively update
performance and
status

Synology®

Actively notify
when problem
identified



Synology®

S Y N O L O G Y
2 0 2 0

Synology Active Insight



Predict

Prevent

Solve



Active Insight
Coming in 2020

Synology®

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2 0 2 0

Synology 2020



New York