Have a question? Contact us



James Blake

jamesblake@synology.com



Les Chilton

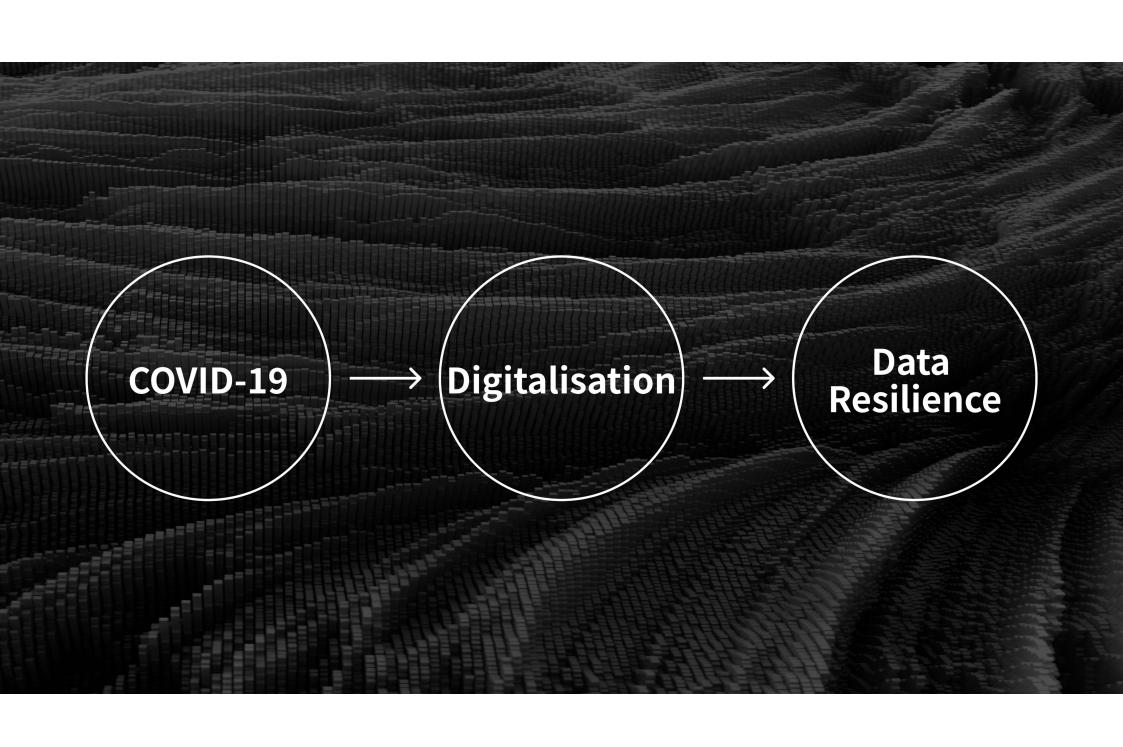
leschilton@synology.com



Sales Inquiries

uk_sales@synology.com

Synology® Solution Day 2023



1.25x

Nordic Total Market Growth

2x

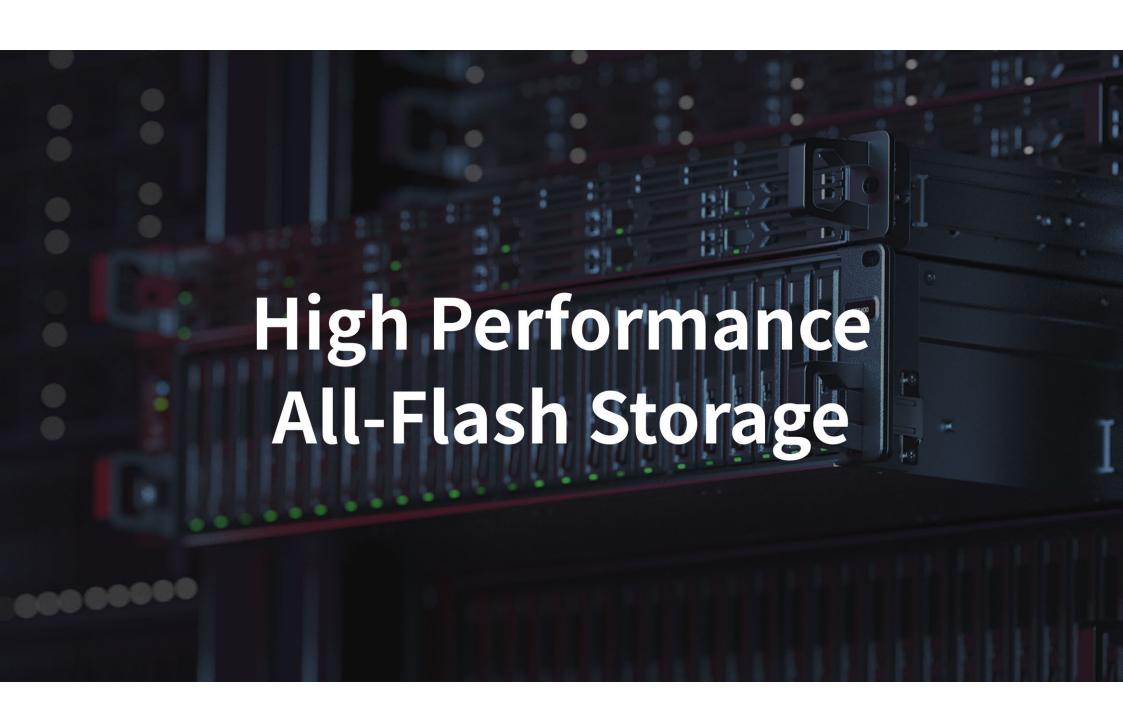
Nordic Business Market Growth



More than
50% of Fortune 500
deployed Synology
Solution

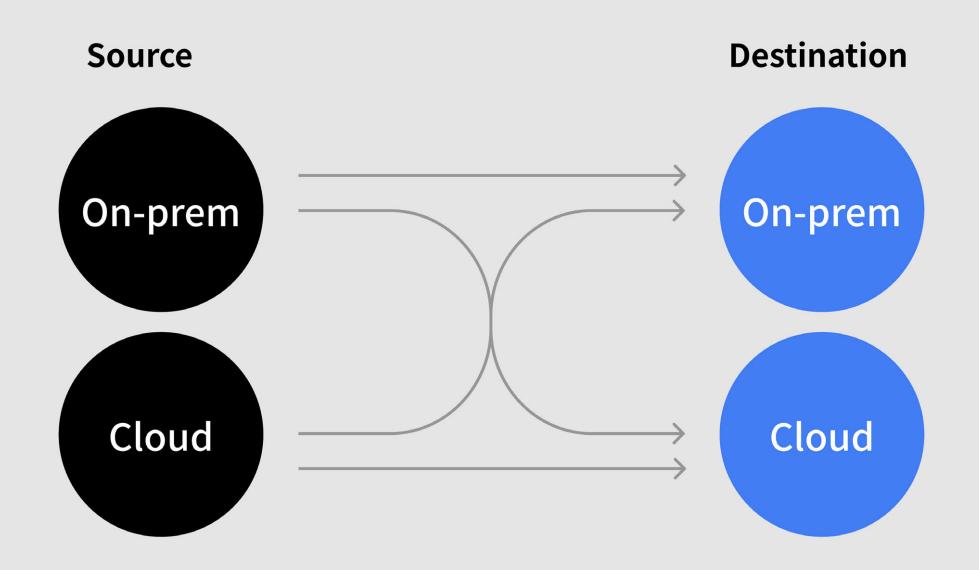








Cloud / Ground Dual Platform Integration



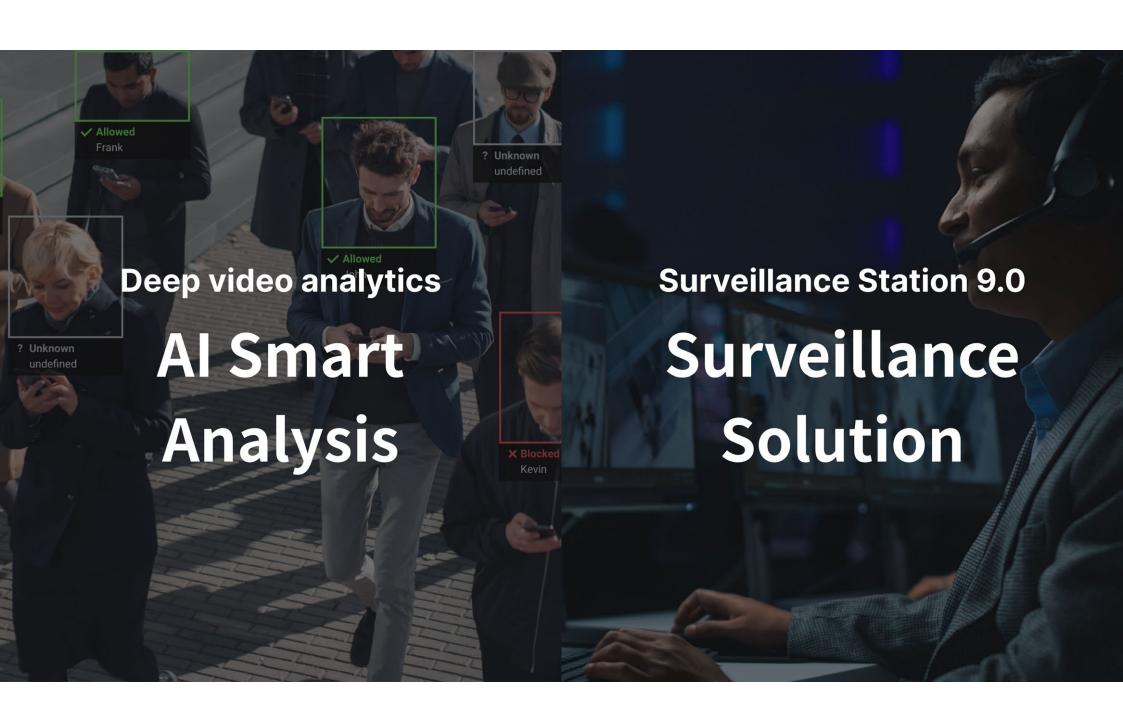
660K

1M+

6M+

Businesses use Synology backup PC, Server, VM and other endpoints

SaaS user accounts

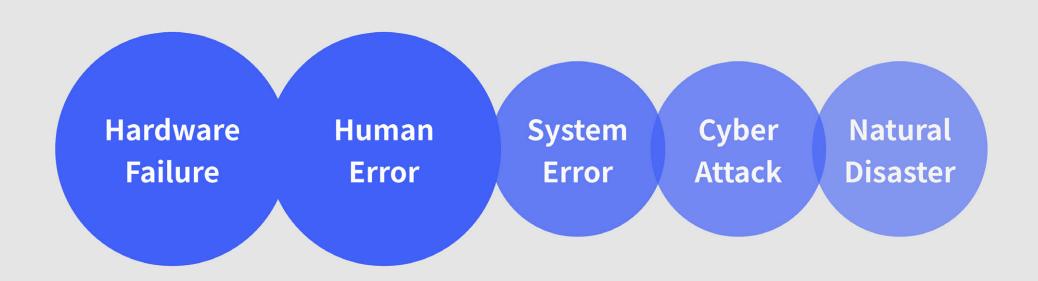


480K Sites 2.3 Million Cameras

Synology Ground-to-Cloud Hybrid Backup

Guide to complete data protection

76 % of businesses have experienced data loss



Designing an effective Disaster Recovery strategy

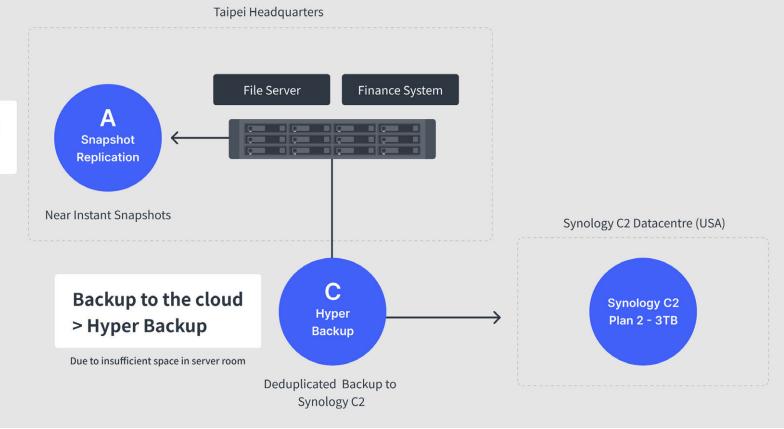
Interasia

Multi-layered data protection solution



How Interasia created multi-layered data protection with built Synology Backup Solutions?

Quickly restore old versions > Snapshot replication





e.g. financial data, legal documents, contracts

Past HR data, historical logs

- Ensure legal compliance
- Long-term data integrity
- Tamper-proof



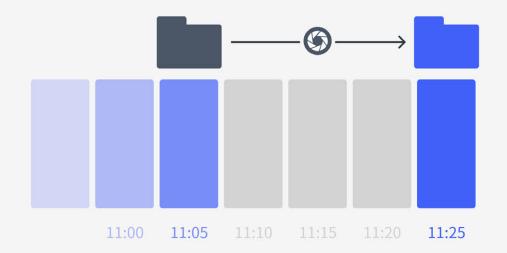
Point-in-time protection Snapshot Replication

Minimal data loss

· Snapshot every 5 minutes

Fast data recovery

· Quickly restore to any point in time



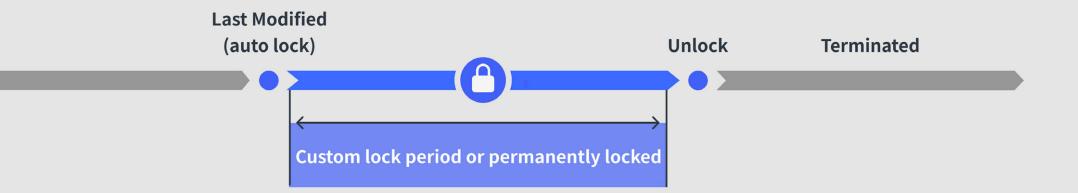
WORM share coming soon

Write-Once-Read-Many



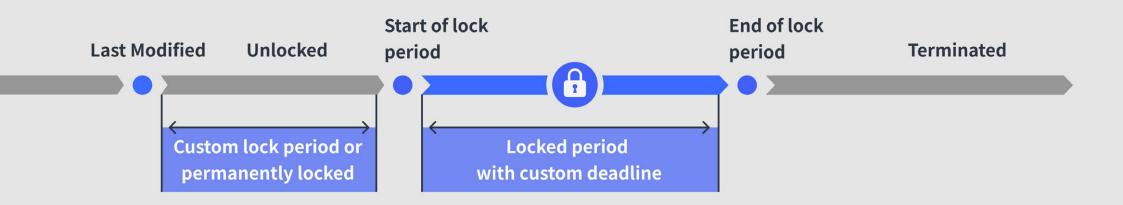
How WORM share ensure data is tamper-proof?

Write-Once-Read-Many



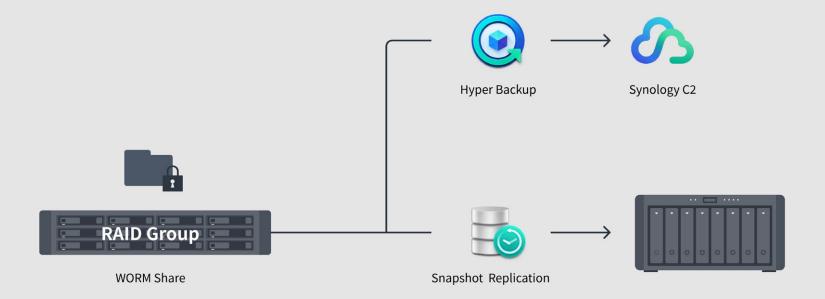
How WORM share ensure data is tamper-proof?

Write-Once-Read-Many



Storage Data Protection Architecture

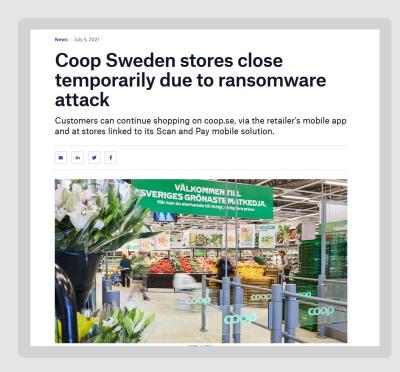
WORM share | Snapshot Replication | Hyper Backup

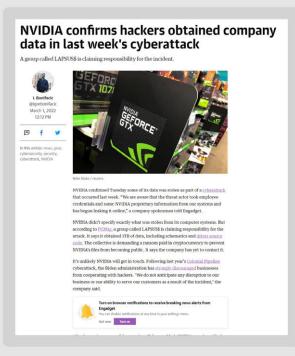


Information is often scattered...



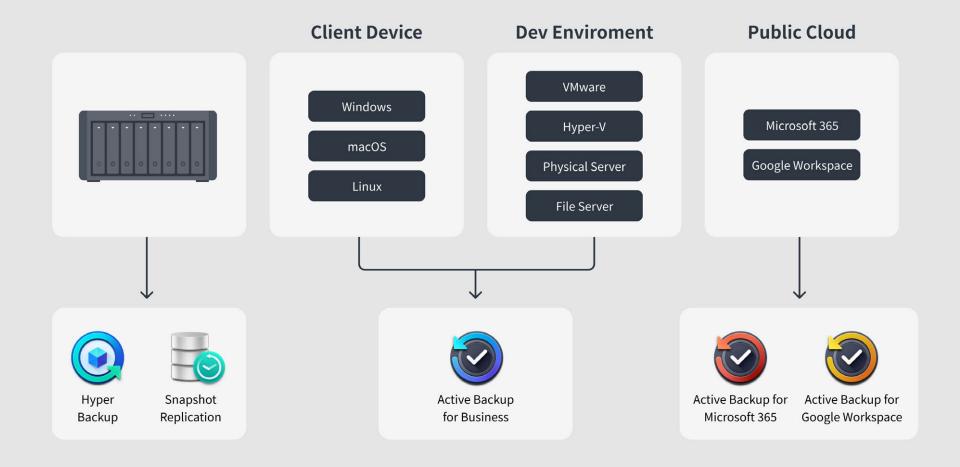
Can you keep up with ever-increasing security threats?







Comprehensive License-free backup of all your endpoints



3 Common Enterprise Backup Challenges

55%

56%

4+

Scattered Data

Difficult to centrally manage

Performance Impact

Network bandwidth usage impacting on Tier 1 services

Cost Analysis

Storage, software license, add-on applications, technical support...



All Key Platforms Protected



macOS









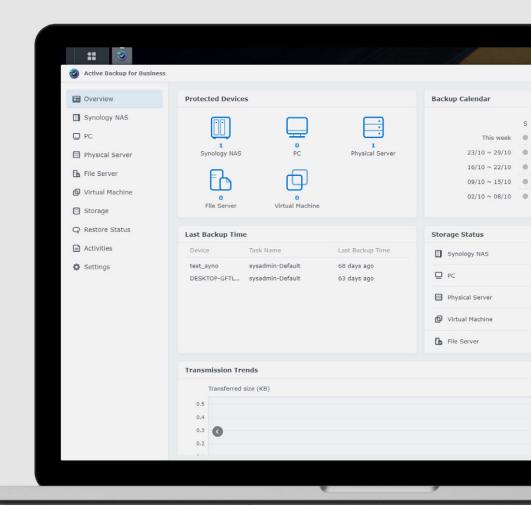




Google Workspace

Unified backup dashboard

- All protected devices
- Problematic backup tasks
- Deduplication rate



3 Common Enterprise Backup Challenges

55%

56%

4+

Scattered Data

Difficult to centrally manage

Performance Impact

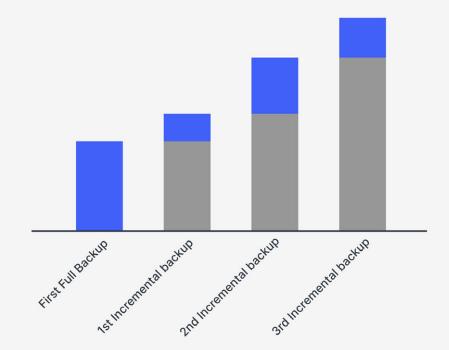
Network bandwidth usage impacting on Tier 1 services

Cost Analysis

Storage, software license, add-on applications, technical support...

Maximising Storage

- Incremental backup
 - Quickly detect and only backup changed data
 - Minimise backup time and storage usage



3 Common Enterprise Backup Challenges

55%

56%

4+

Scattered Data

Difficult to centrally manage

Performance Impact

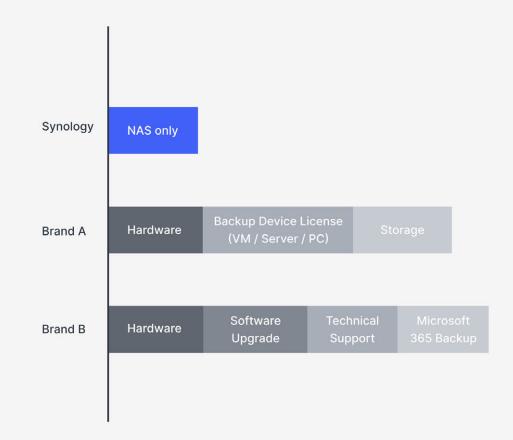
Network bandwidth usage impacting on Tier 1 services

Cost Analysis

Storage, software license, add-on applications, technical support...

Cost effective solution with free software updates

- License-free backup solution for software and hardware integration
 - No charge based on the number of clients
 - Unlimited backup until storage is full
- Save up to 95 % of storage
 - Global deduplication
 - Data compression



Cost effective solution with free software updates

- 19,000 seats Microsoft 365 Backup
- Active Backup for Microsoft 365
 - All hardware costs: ~€13,000
 - License cost: Free
- 3rd Party Solution
 - 36 month commitment
 - Total license cost: ~€820,000

Synology Solution







12x HAT5300-16T 2x SNV3500-800G

SA3600

Total Cost: ~€13,000

3rd Party Solution

€1.20 x 19,000 x 36 months

per month

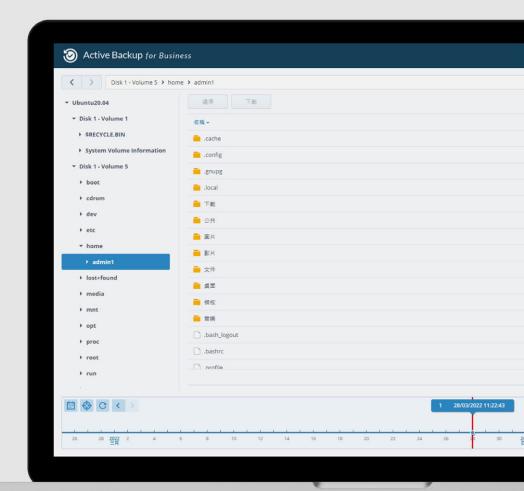
seats

commitment

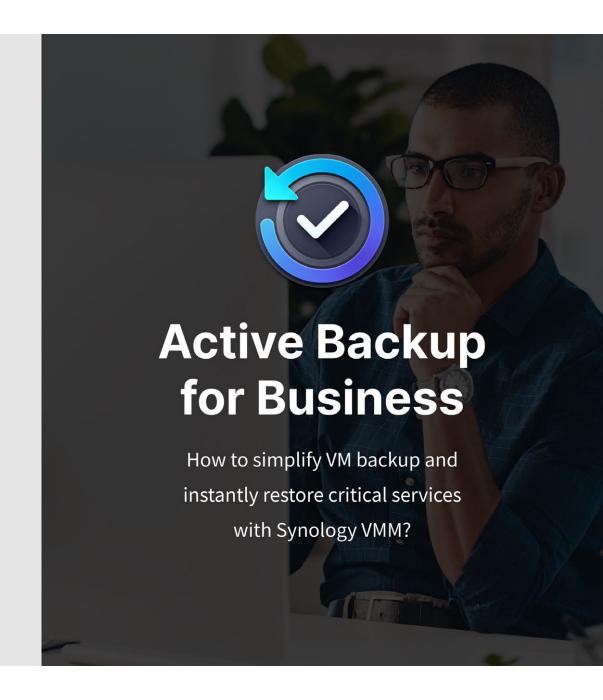
Total Cost: ~€820,000 for 3 Years

Multi-point self-service restoration

- File level restore
- System Bare Metal Restore
- VM restore across hypervisors
 - Instant restore to Synology Virtual Machine Manager
 (VMM) for minute-level service availability protection



Demo



In addition to endpoint backups, you also need...

Backup 3 2
Copies Mediums

Off Site

83%

Enterprise have backups

24%

Have 3 backups

83%

Enterprise have backups

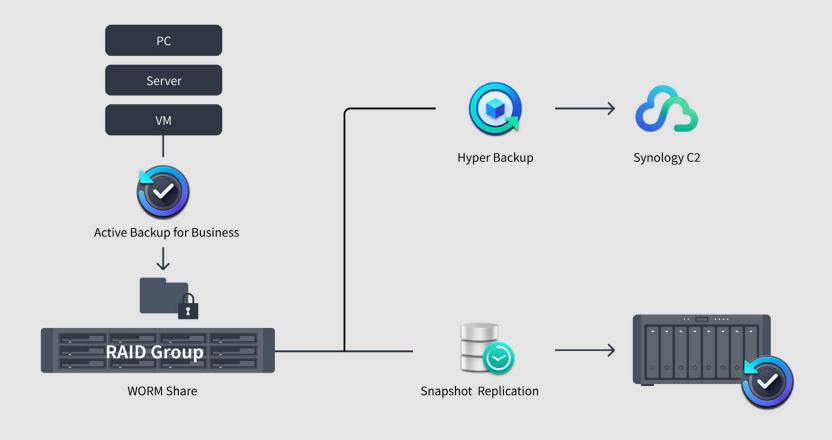
24%

Have 3 backups

76% have a huge problem

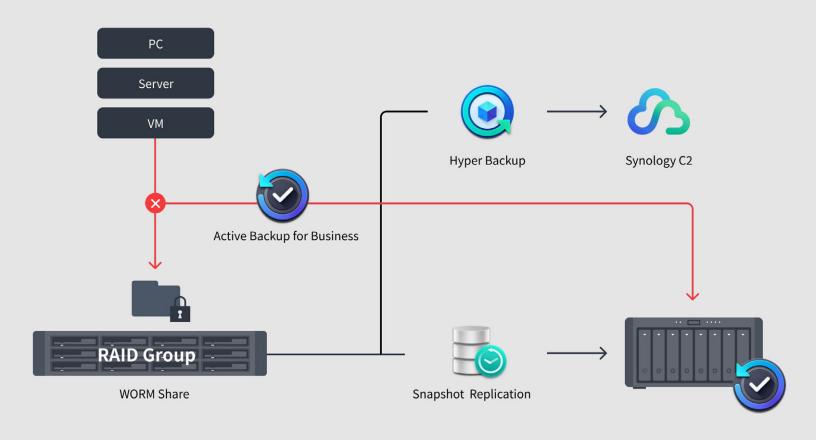
3-2-1 Backup

Active Backup + Snapshot Replication + Backup to Cloud

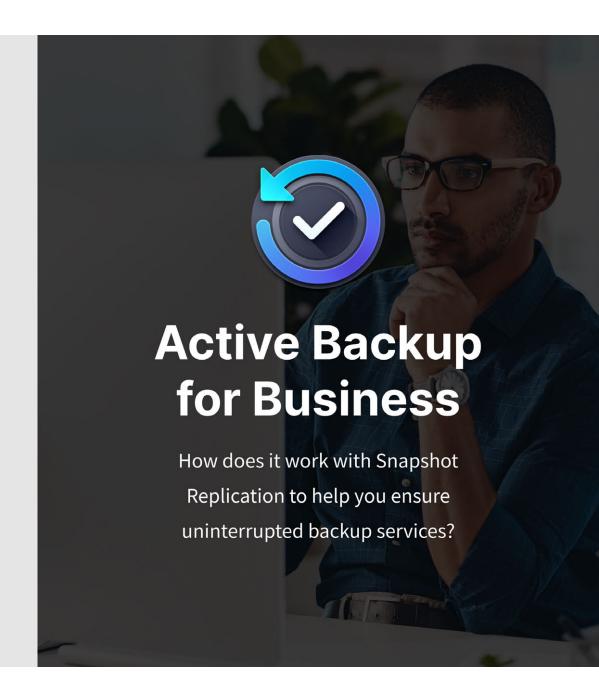


3-2-1 Backup

Active Backup + Snapshot Replication + Backup to Cloud



Demo

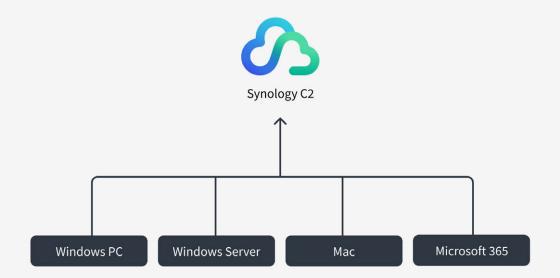


Synology's own cloud backup offering

Pure cloud data protection

Synology C2 Backup

- Charged based storage required
- Unlimited endpoints can be backed up





Polaris Pharmaceutical

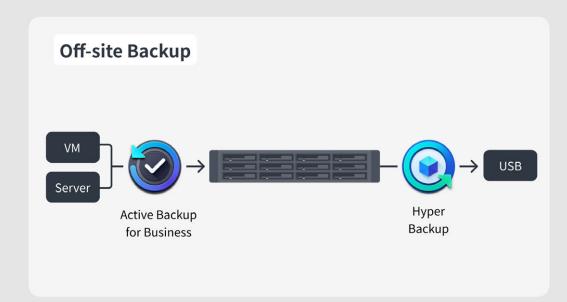
How Active Backup for Business with C2 Backup fully protects data from client to cloud?

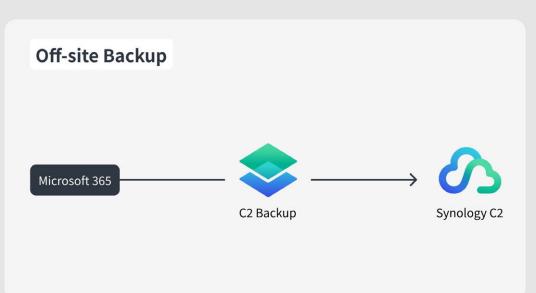
Challenge

- Poor backup performance
- Software does not provide updates
- Backup settings are complex
- · Offsite backup is not supported

Why choose Synology?

- Combines local NAS and cloud storage
- · Easy to manage and fully automated
- Cost-effective with no hidden costs





Synology License-Free Backup

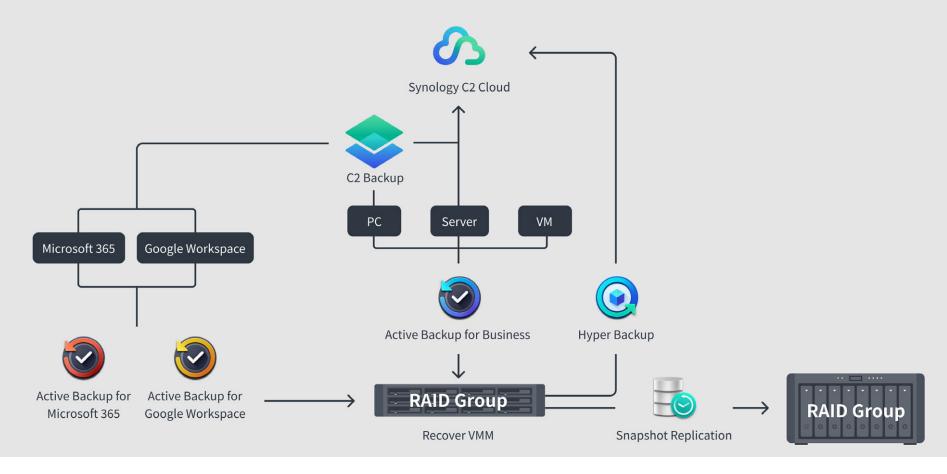
Resources-efficient data protection

Software & hardware integration

Rich product line with free updates One stop backup solution

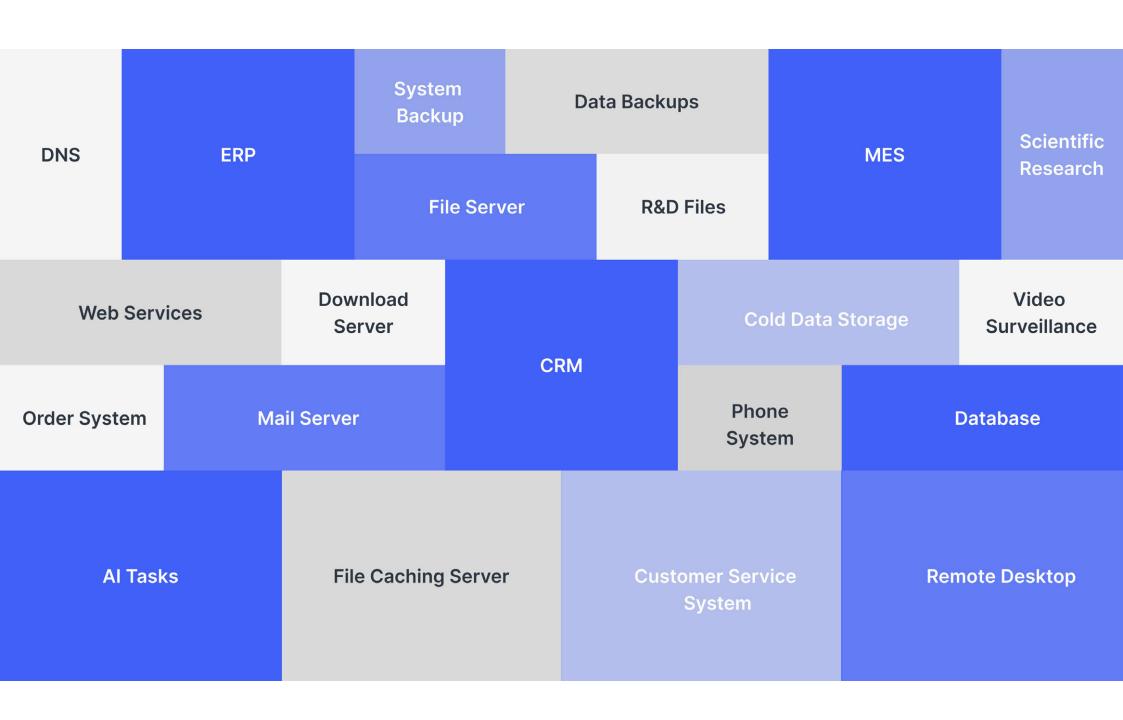
Comprehensive Data Protection

Multi-level backup with data security at the core



Synology Advanced Storage

Meet Enterprise performance and capacity expansion needs



Elements of a Scalable Storage Architecture





Synology all-flash storage product line

FS6400 Flagship Performance

257K 4K random write IOPS

High Speed

210K 4K random write IOPS

FS3600

FS3410

Cost-Effective

158K 4K random write IOPS

FS2500

Entry

97K 4K random write IOPS



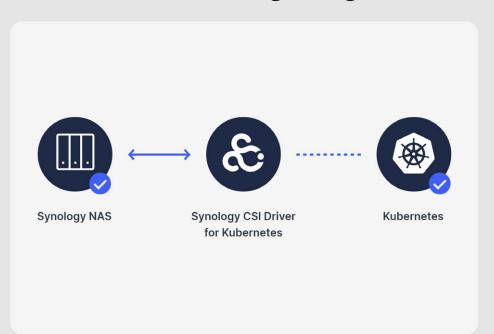






Designed to optimise your virtual applications

Cloud-native storage integration



Supports leading virtualisation platforms



Deduplication Technology

Tested on 10 VMs running 2 OS and enterprise applications

Save up to 65% storage space



Drakewell

Delivering fast and accurate shareable traffic data 24 hours a day, 7 days a week.



Drakewell



Intensive Workloads

Supporting 20+ VMs simultaneously



High I/O Performance

with low latency



Multipathing

through NFS 4.1

"Astonished to find the hypervisor in the US getting better speed and latency from the Synology across the Atlantic than from their existing enterprise storage in the local network"



How Synology helps Drakewell build a high security file server?



FS6400 Full-flash storage flagship model

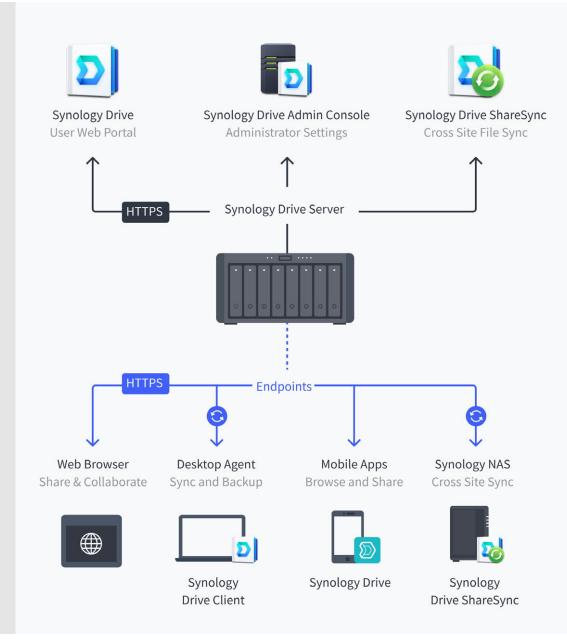
Supports up to 100 million hosted files

- Over 250K 4K random write IOPS
- RX1217sas Expansion Unit

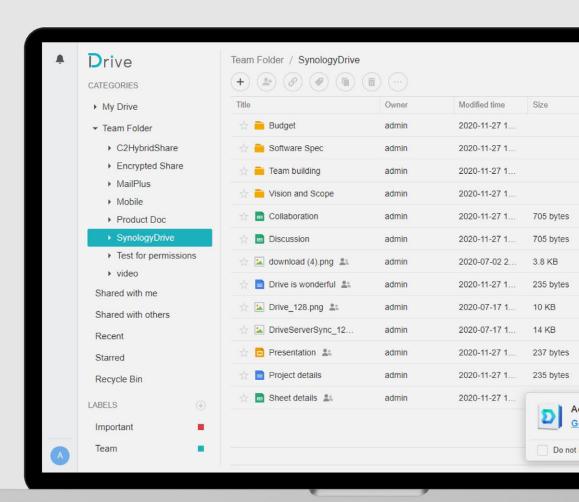
Synology Drive License-Free File Collaboration Platform

Integrate into various file access scenarios of modern team office

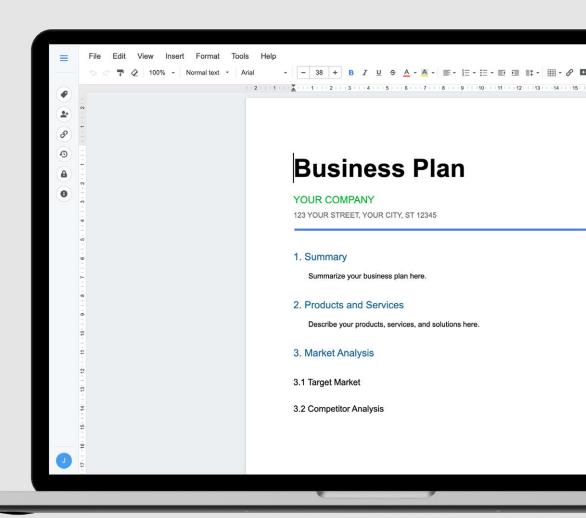
Multi-client access with high security



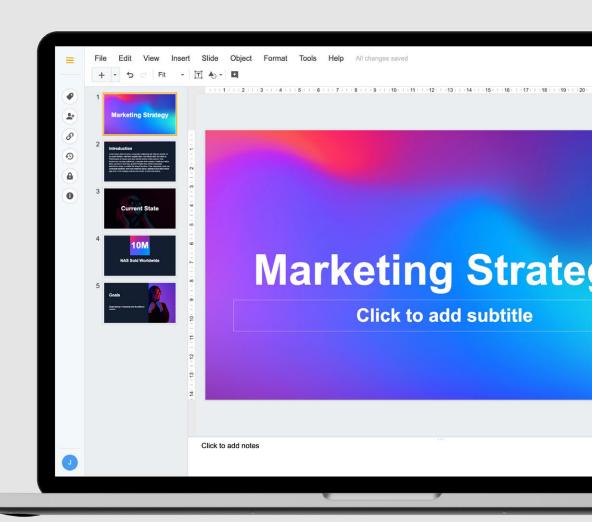
- Multi-client access with high security
- Feature rich productivity suite with Synology
 Office



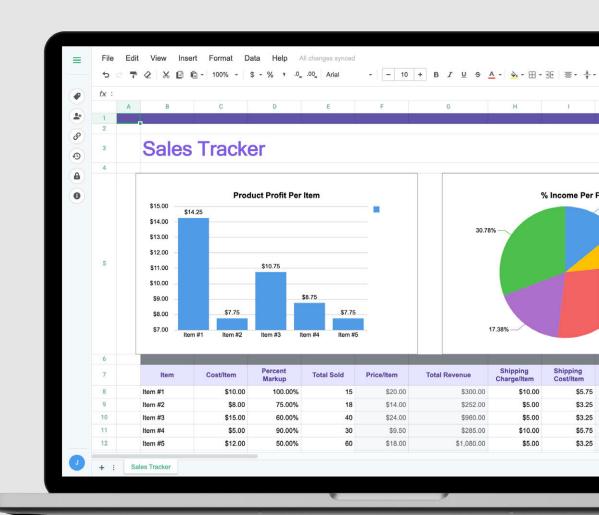
- Multi-client access with high security
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 Office



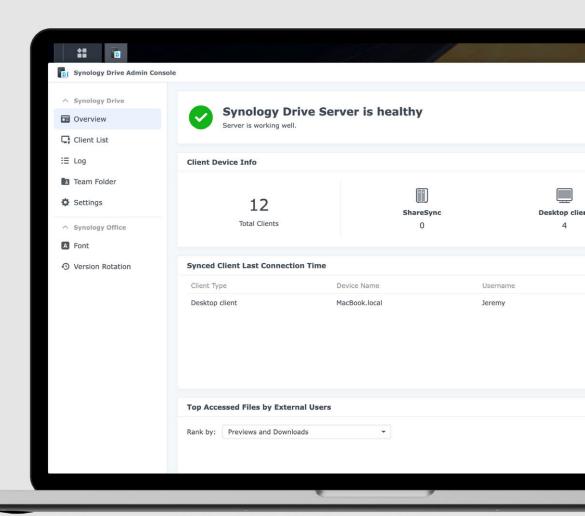
- Multi-client access with high security
- Feature rich productivity suite with Synology
 Office



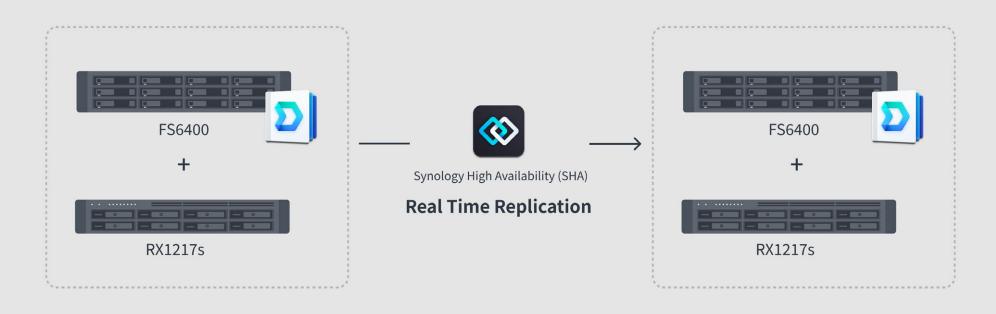
- Multi-client access with high security
- Feature rich productivity suite with Synology
 Office



- Multi-client access with high security
- Feature rich productivity suite with Synology
 Office
- Centralised real-time monitoring and management portal



How can the national R&D centre maximise uptime?

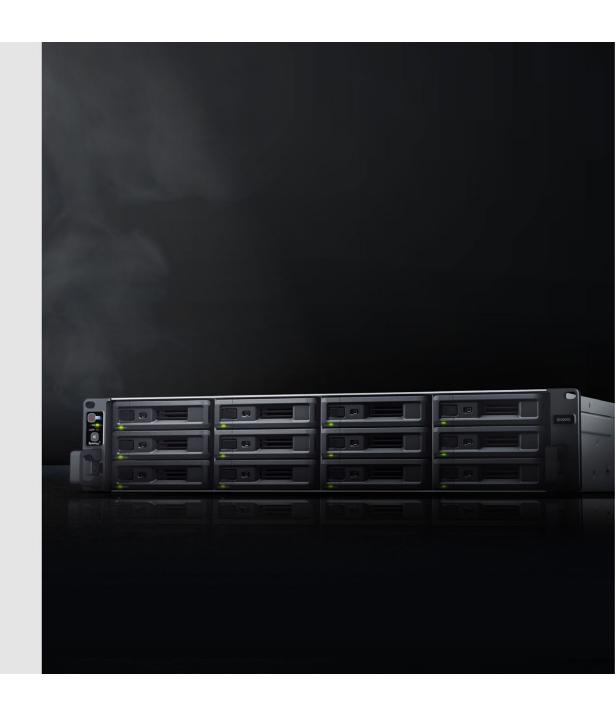


4000 User High Availability File Server

How Synology helps maximise uptime for critical services?

Dual-Control, High-Availability Server

- Standalone System Architecture -SATA DOM Hard Drive
- Non-Transparent Bridge (NTB)
- IP failover
- iSCSI Multipath I/O



How to choose Synology's high-availability servers?

UC3200 | 2U Dual Active SAN

- Support for iSCSI, FC
- Designed for virtualized storage
- 140K 4K random write IOPS
- Expandable to 36 HDDs up to 576 TB



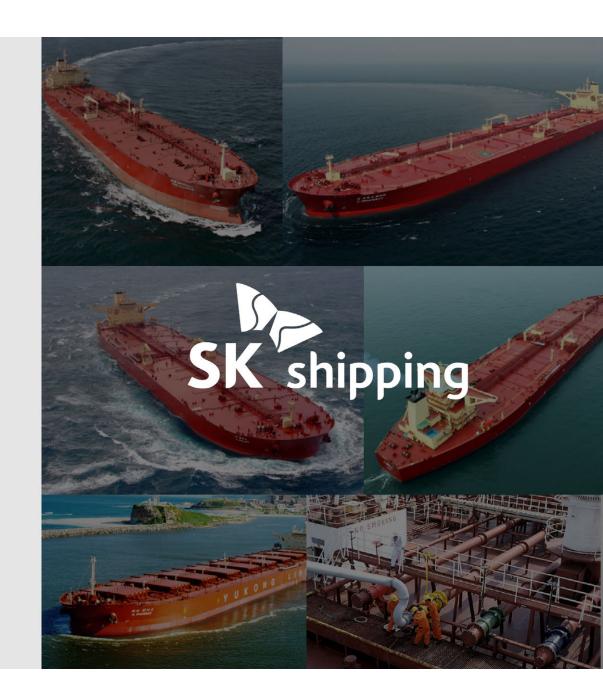
SA3200D | 2U Active Passive NAS

- Support for iSCSI, FC, NFS, CIFS/SMB
- Full Synology Package Center Service
- 97K 4K random write IOPS
- Expandable to 36 HDDs up to 576 TB



Top 10 crude oil transportation company in the world

Highly available file server

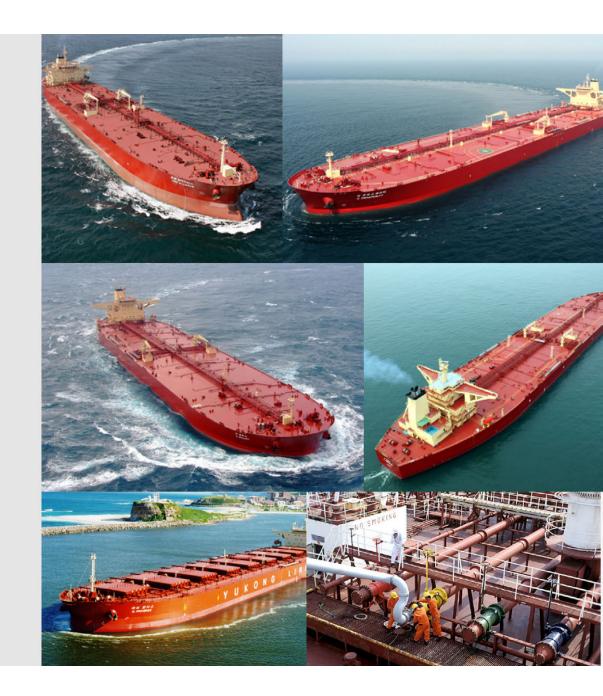




SK Shipping

Challenges

- Backing up x86 file server with sensitive data involved moving files to a SAN and then to tape.
- Maintenance cost was 7 million KRW (~€5,000) per year.
- Restoring archived data from tapes was difficult and takes up to 1 week

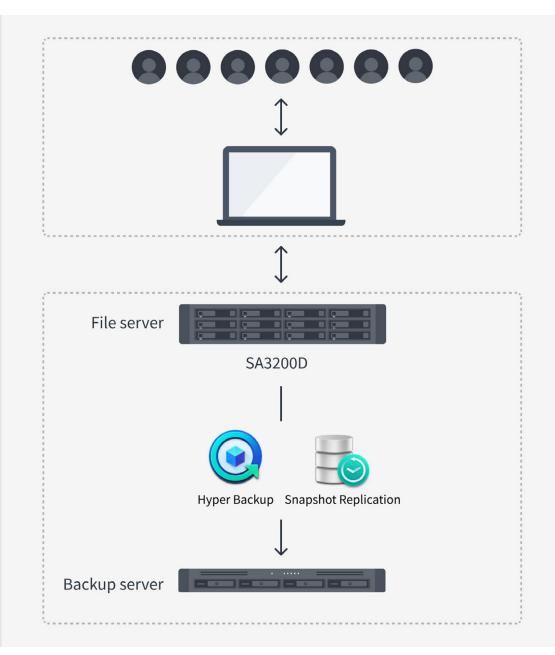




SK Shipping

SA3200D 2U Active-Passive NAS

- High-availability file server architecture: provide stable and reliable file access for more than 200 employees in multi-site
- Complete backup solution: Off-site backup throught Hyper Backup, 10x faster restore times with Synology Snapshot Replication.



"We have been using Synology NAS for the past three years and found the performance and stability to be excellent.

These devices help reduce human resources and maintenance costs, while simplifying management, backup and data recovery operations"



Elements of a Scalable Storage Architecture



What is the largest storage capacity in TB you can achieve with a Synology system?

Mass storage servers designed for petabyte-scale needs

HD6500

4U High Density Storage Server

- 2 x Intel[®] Xeon[®] Silver 10-core processors
- 60 drive bays, expandable to 300 hard drives,
 up to 4.8 PB
- Supports up to 512 GB of memory



SA6400

2U Scalable & Flexible Storage Server

- 1 x AMD EPYC[™] 7272 12-core processor
- 12 drive bays, expandable to 108 hard drives, up to 1.9 PB
- Supports up to 1024 GB memory



How to choose a Synology mass storage model?

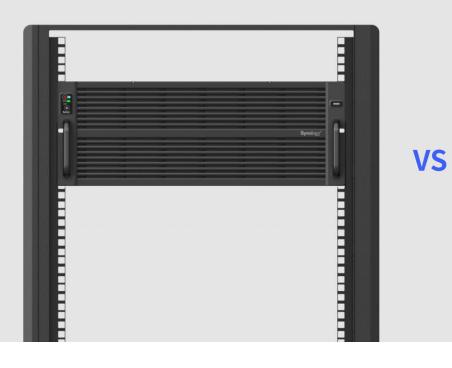
for 60 drive bays

HD6500

4U*1 unit

SA6400

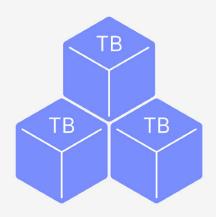
2U*5 unit





Peta volume

Before: TB Scale



- Multiple ingress points, hard to manage/search
- Frequent data transfer and movement
- Additional data orgnaisation

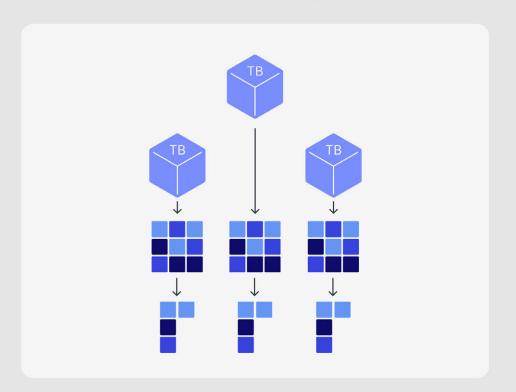
After: PB scale

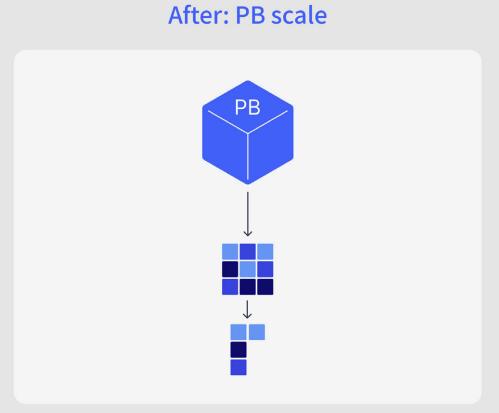


- Single file ingress point
- Significantly reduce frequency of data transfer
- Reduces regular data organisation costs

Backup Deduplication

Before: TB Scale





Imperial War Museums

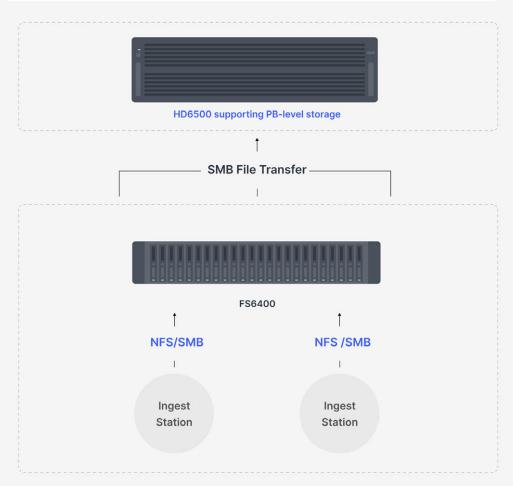
Centralised storage of nearly 1.7 PB of historical video footage



Massive storage that fits in compact server rooms

4U rack creates PB-level highdensity storage architecture

Near-instant access to archive footage directly through their website

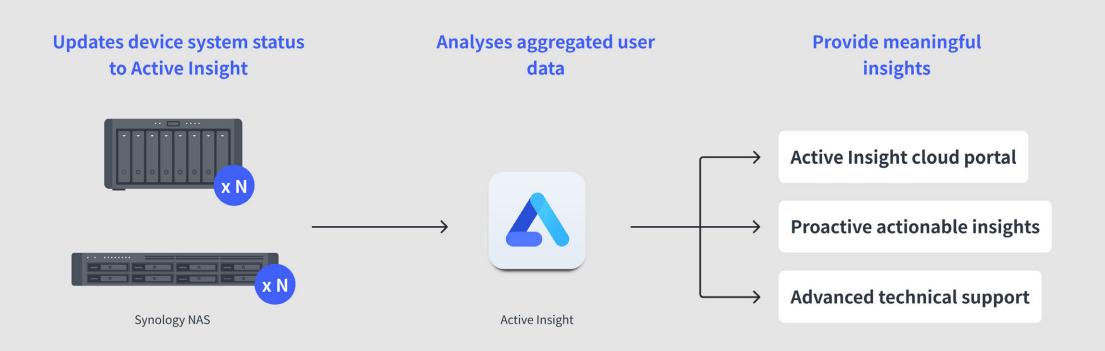


Elements of a Scalable Storage Architecture



How Synology Helps Simplify Multi-site IT management?

Active Insight Smart Cloud Management Platform

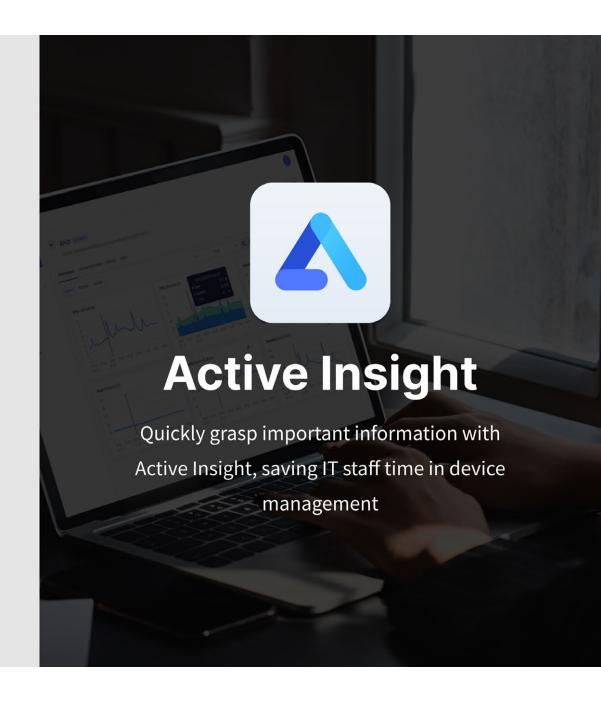


1.5 M

Synology NAS protected after official launch of DSM 7.0



Demo



Active Insight Cloud Smart Management Platform



Centralised monitoring

 Centralised monitoring of up to 800 multi-site NAS



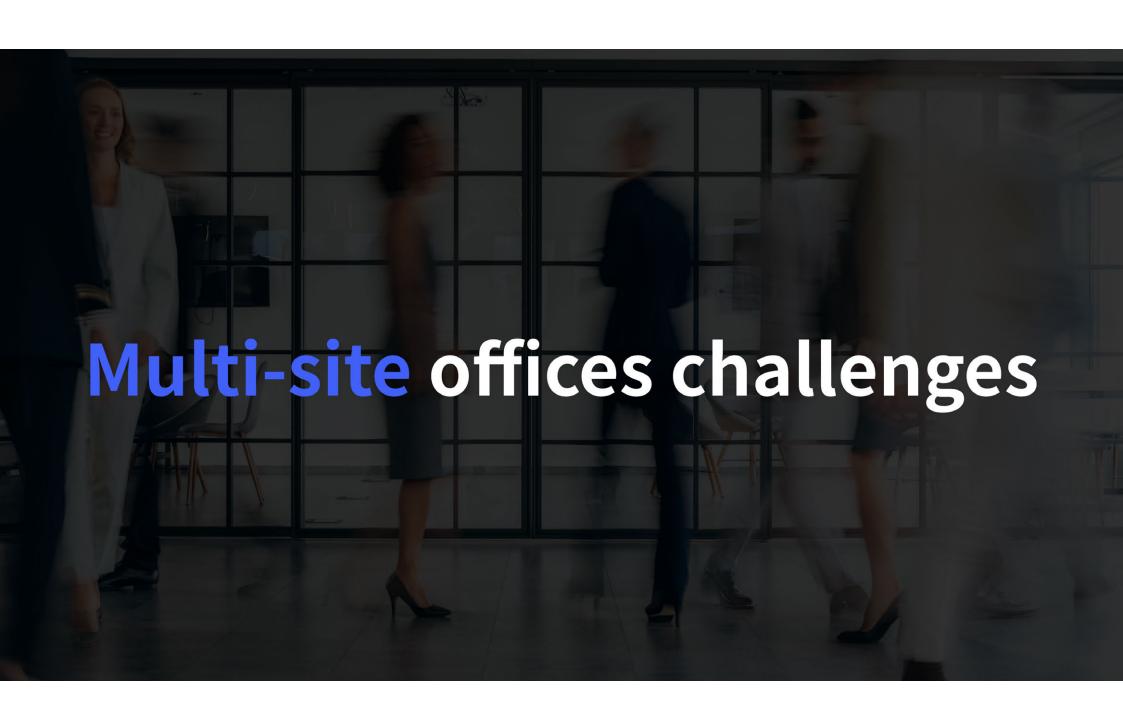
Overview of Security Status

- Overview of server operation
- Ensure latest security patch
- Monitor backup tasks
- Quickly view abnormal logins



Automated reporting

 Schedule automatic report generation in PDF or CSV format



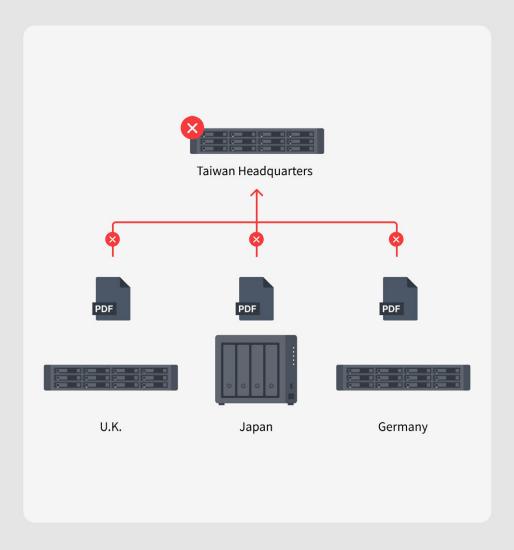


C2 Storage

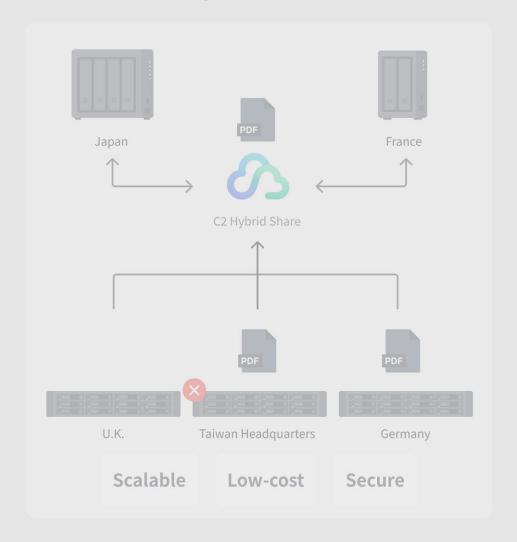
Hybrid Share

Specially designed for multi-site office collaboration — Efficient file synchronisation solution

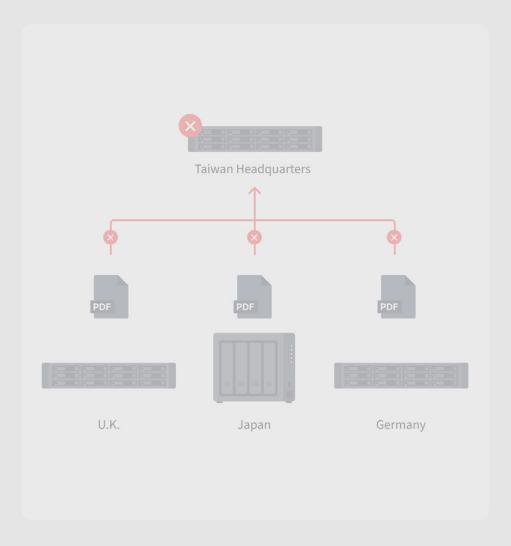
On-Premise



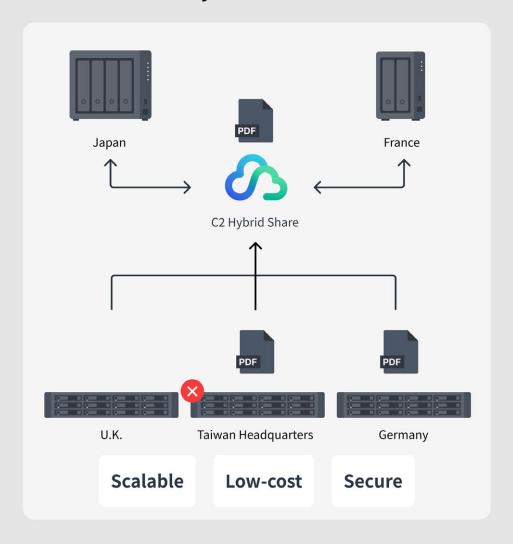
Hybrid Share



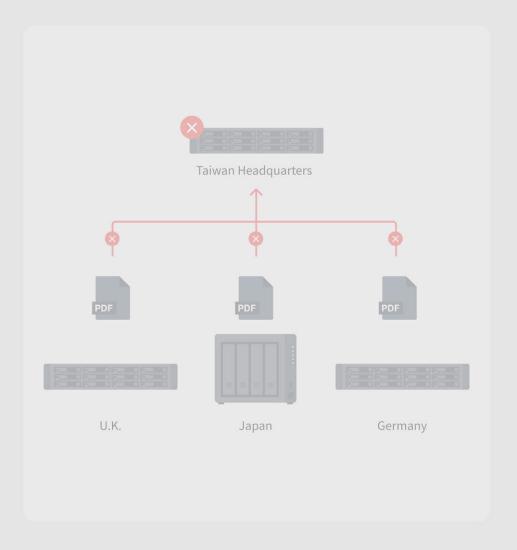
On-Premise



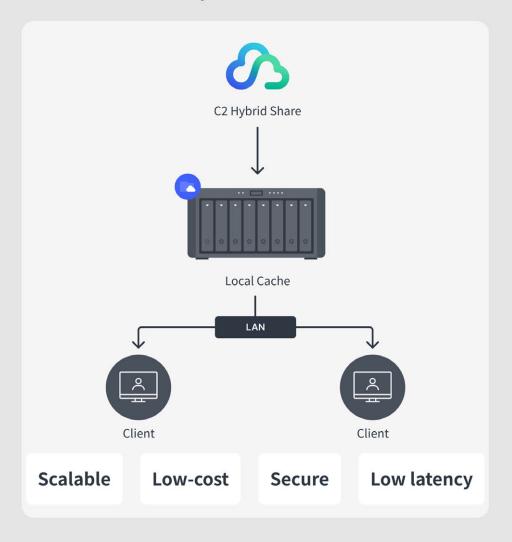
Hybrid Share



On-Premise



Hybrid Share



Demo



Synology C2 Storage - Hybrid Share

Efficient file sync solution designed for multi-site collaboration



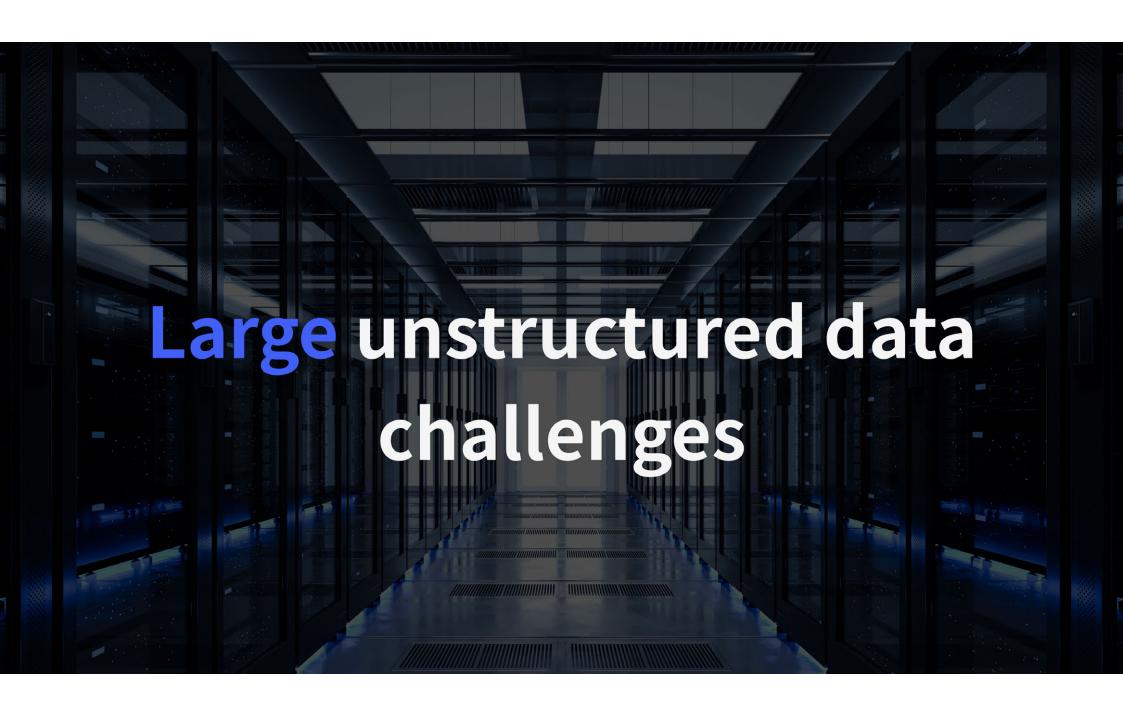
Flexible and fast deployment



Optimise local bandwidth



LAN high-speed access





C2 Object Storage

Manage large-scale unstructured data——Scalable Cloud Object Storage

Synology C2 Object Storage

Advanced object storage for Large-scale unstructured data

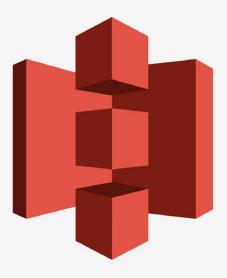
 Monthly pricing for storage space only, data transfers free of charge



Synology C2 Object Storage

Advanced object storage for Large-scale unstructured data

- Monthly pricing for storage space only, data transfers free of charge
- Built natively with S3 API for seamless migration
- Integrates with Cloud Sync to easily export data







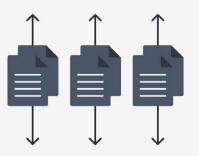
Synology C2 Object Storage

Advanced object storage for Large-scale unstructured data

- Monthly pricing for storage space only, data transfers free of charge
- Built natively with S3 API for seamless migration
- Integrates with Cloud Sync to easily export data



C2 Object Storage





Cloud Sync



Highly adaptable Hybrid Cloud

Synology C2 - secure data cloud service

Synology C2 data centre availability

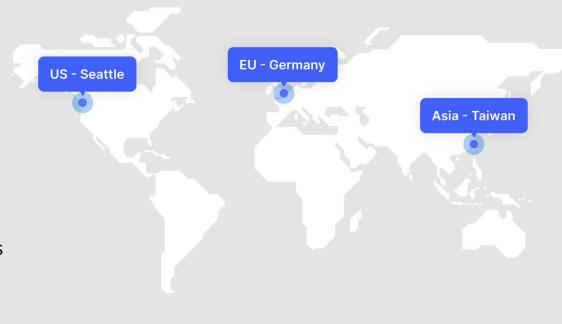
99.99999999%

Stable and reliable service to ensure data always available

How is Synology C2 provides a reliable storage environment?

Purpose-built for trust and security

- Military grade encryption to ensure secure data
- Stable and reliable service to ensure data always available
- Data centres in Europe, USA and Taiwan



Flexible & Scalable Storage for Enterprise



Surveillance Station

One-stop smart surveillance monitoring and management



Surveillance Station

83 free updates since 2012





























Top 3 Business Surveillance Challenges



Lack of centralised management structure



Inflexible capacity allocation



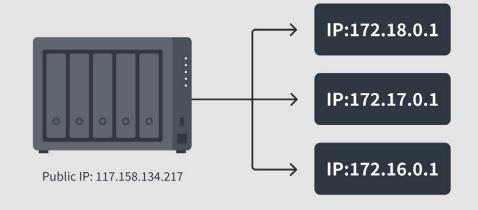
Security concerns

What is the Ideal **Enviroment for Suveillance?**



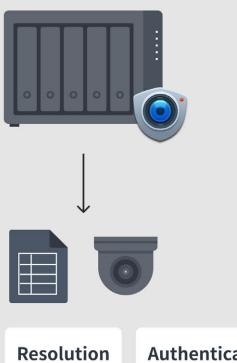
Quick Setup

Automatic camera search
IP range search
Import cameras in batches



Quick Setup

Automatic camera search IP range search **Import cameras in batches**



IP address

Authentication

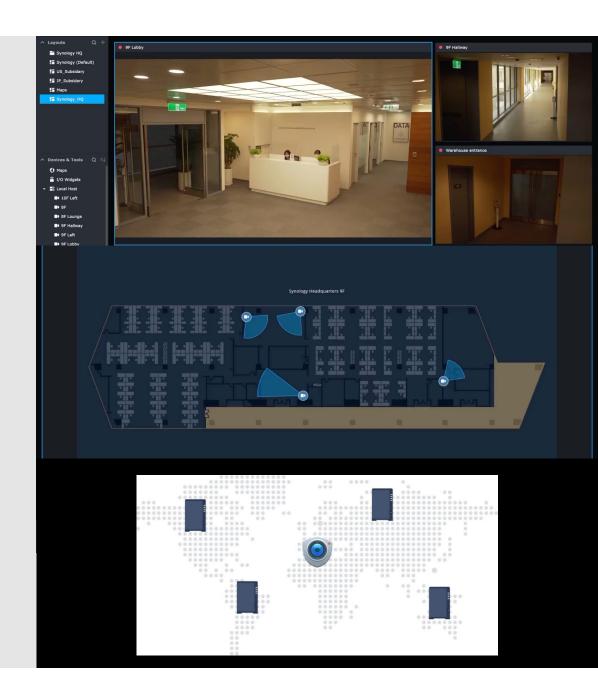
Stream Settings

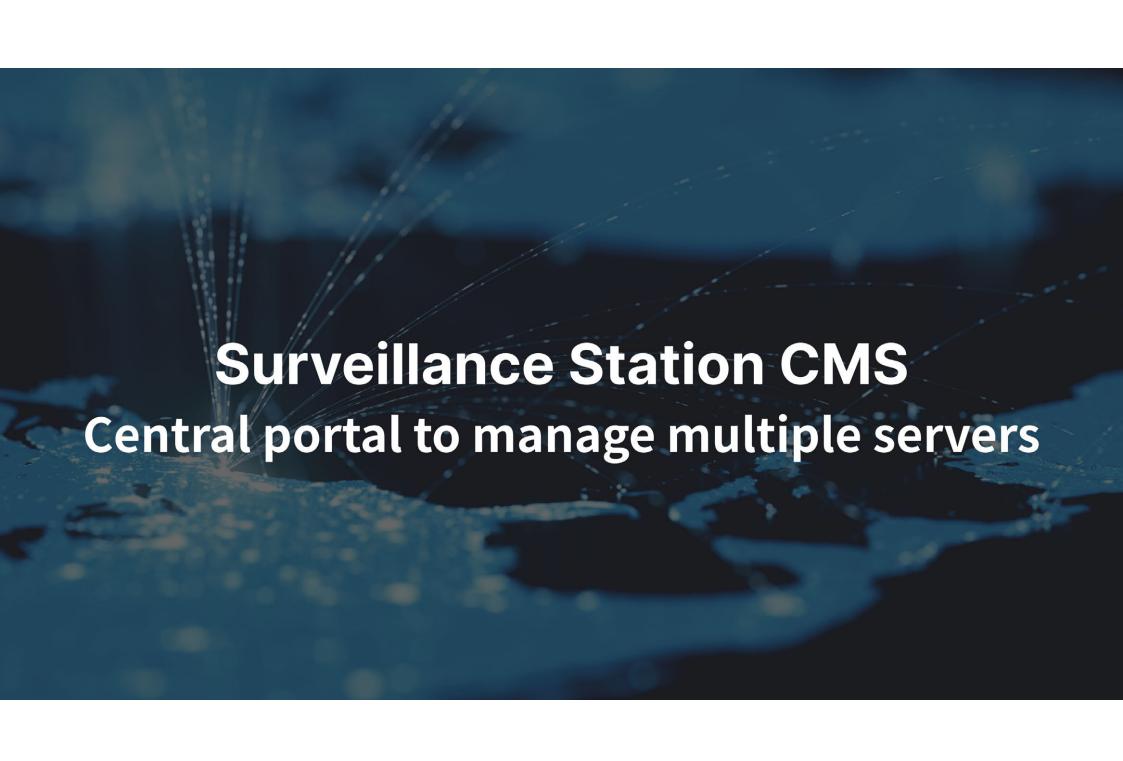
Video Format

Recording Rules

Intuitive

Customised monitoring layout Multi-point monitoring Instant access to recordings





Synology CMS simplifies multi-site surveillance

Centrally manage

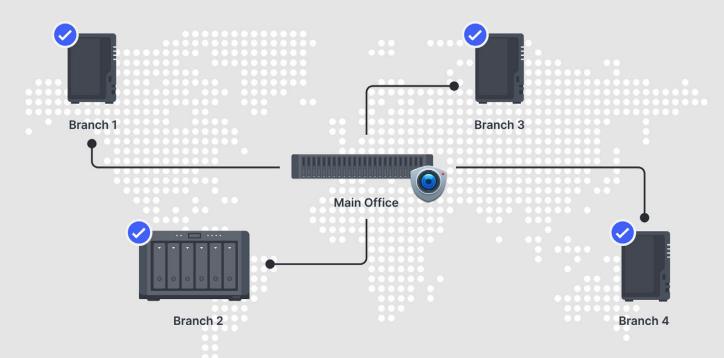
1,000
devices

Simultaneously view

10K

camera feeds

Synology CMS simplifies multi-site surveillance

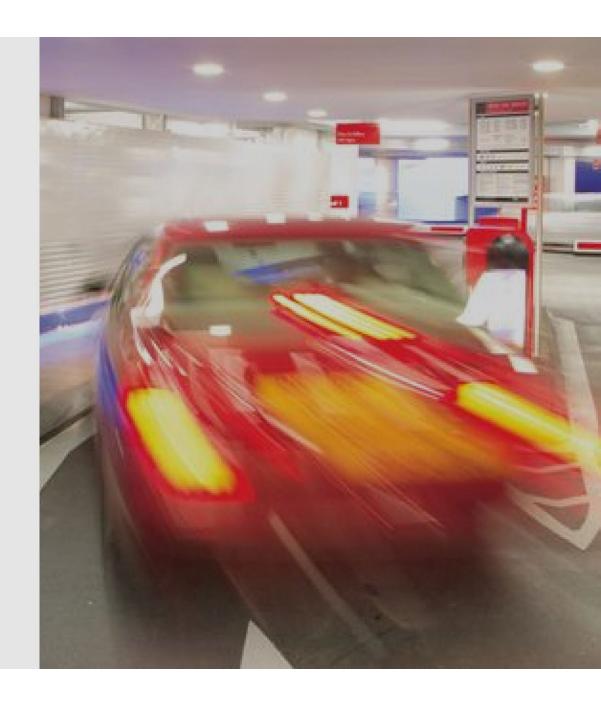




Leading parking provider

RS1619xs+ & RS820RP+

- 70 sites across Europe
- Customers trust Q-Park for
 - Quality
 - Cleanliness
 - Security





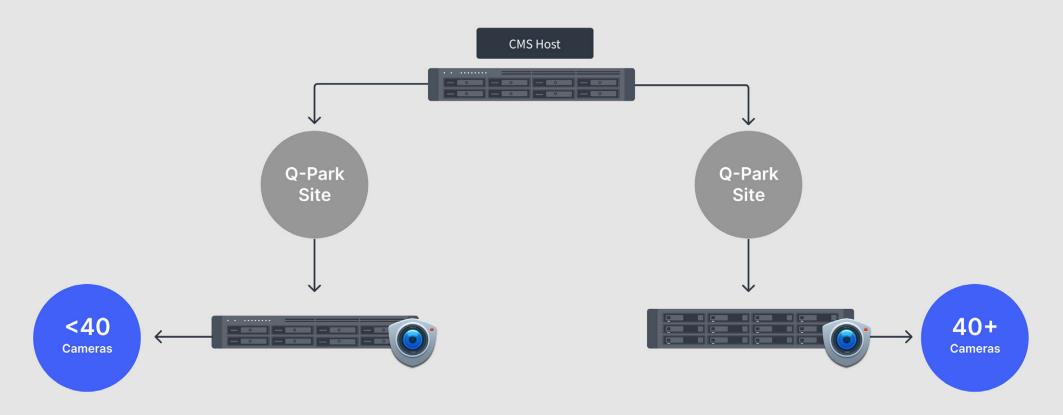
Leading parking provider

Challenges

- Previous NVR:
 - Lacked HDD, PSU redundancy
 - Ran Win 7, insecure Java
- Needs to work with legacy cameras
 - HikVision
 - Analogue cameras



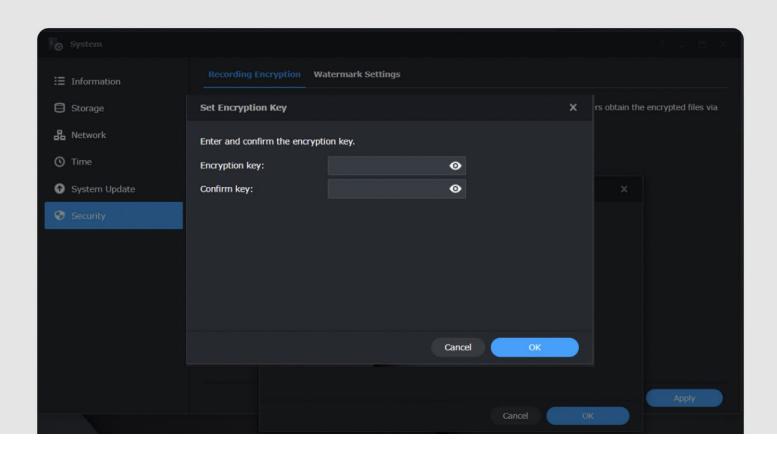
Q-Park can receive push notifications via email/SMS, allowing them to monitor out-of-the-ordinary situations remotely





How Synology strengthens your surveillance connection

Encryption key support for recordings

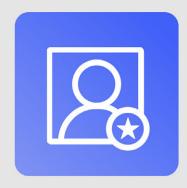


Let Synology empower data control



System Logs

Easily audit all operations



User Permissions

Configure access control

Let Synology empower data control

		IT Manager Manager	IT admin, Execs Maintainer	Security Guard User
System Management	Manage Monitoring	~	×	×
	Set notifications	~	×	×
	Change monitor layout	~	×	×
	Edit dashboard	~	~	×
Device Management	Add/delete device	~	×	×
	Edit device	~	~	×
Video Surveillance	Live view	~	~	~
	Playback recordings	~	~	~
	Delete recordings	~	~	×
	Take snapshot	~	~	~
Access Times	Time	00:00-23:59	08:00-21:00	Morning/Evening Shifts

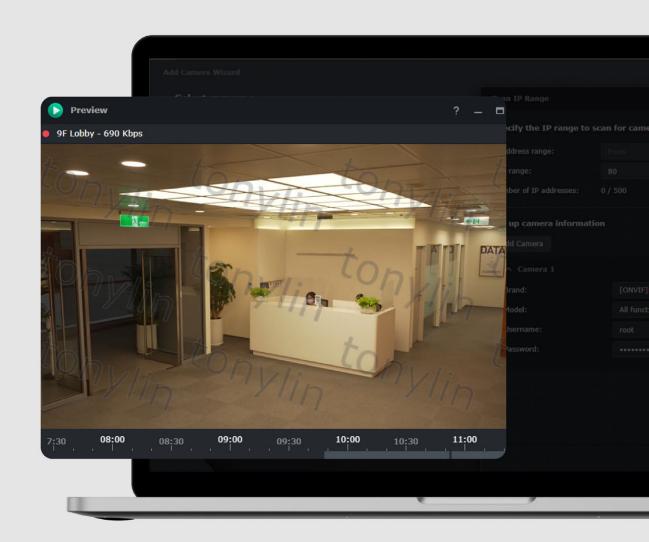
Is the control of internal services data sufficient?





Privacy Watermark

Screen overlay with username



Flexible Layouts

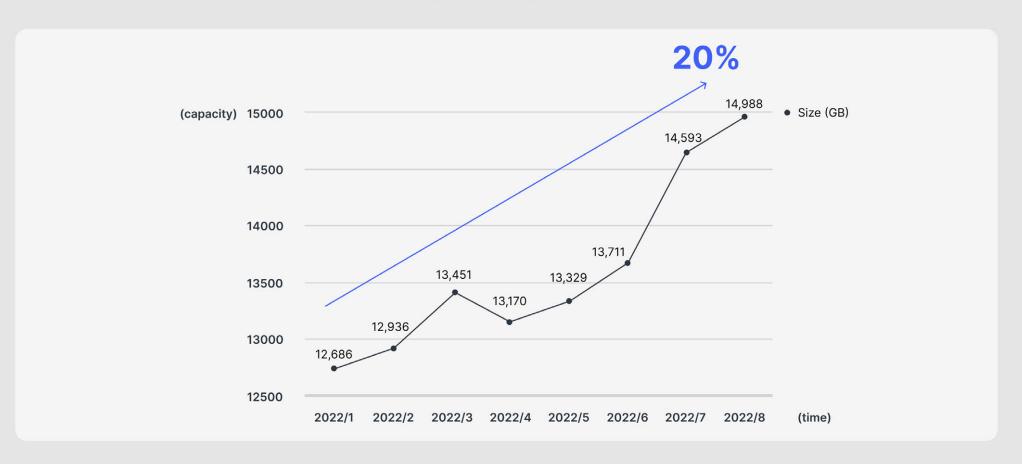
Easily create your monitoring dashboard







Storage usage trends



Flexible options based on scale, capacity and budget



Large capacity

Store 6.5 million hours of recordings

A variety of monitoring image extended storage solutions



Upload to cloud

Flexible storage expansion with convenient access



Store on-prem

For critical recordings to ensure data integrity



C2 Surveillance

Real-time cloud recording integrated with Synology C2

Local recording to C2 Surveillance in seconds



Continuous Video Recording

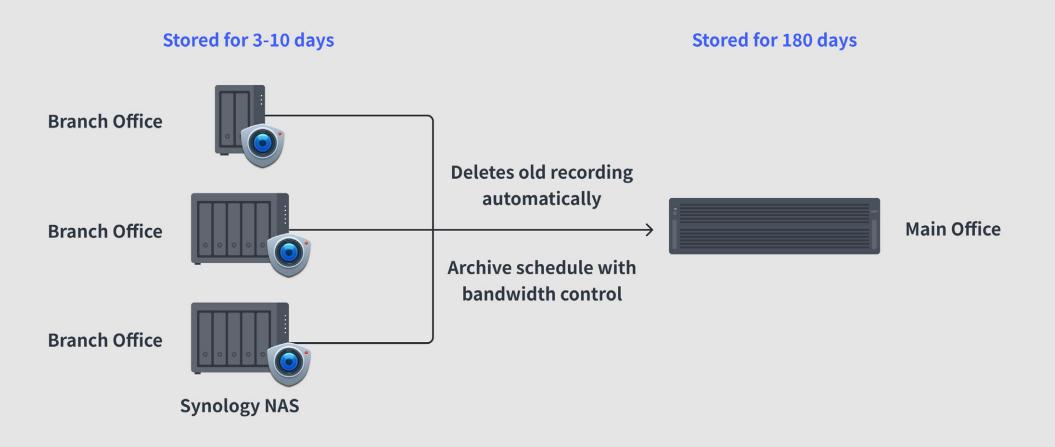
Supports 5 MP stored up to 180 days

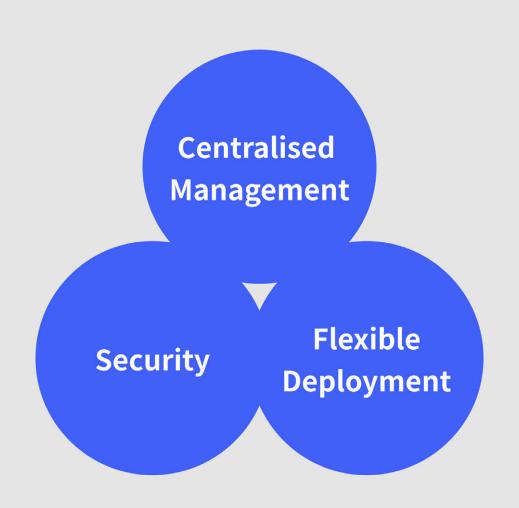


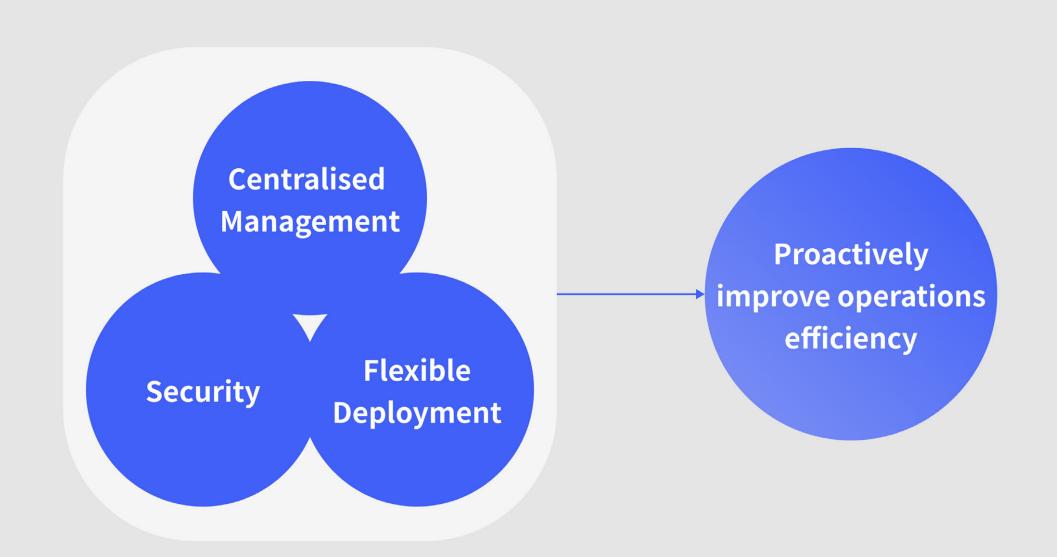
Archive Vault

Pure on-prem storage

Archive Vault on-prem storage







Dedicated AI Deep Learning Surveillance



DVA1622

Includes 8 device licenses



DVA3221

Up to 12 Al analytic tasks

Three benefits of Synology DVA AI Surveillance



Edge analysis to avoids privacy concerns



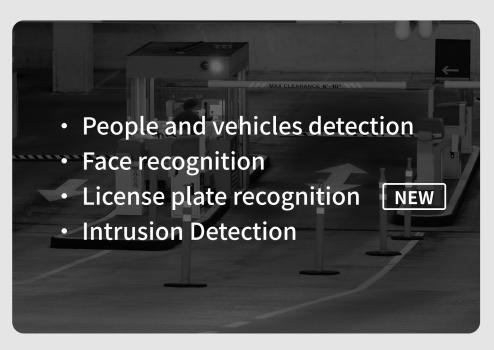
No hidden fees for Al Analytics



Feature updates ensure cutting edge monitoring

Perfect a variety of scenarios

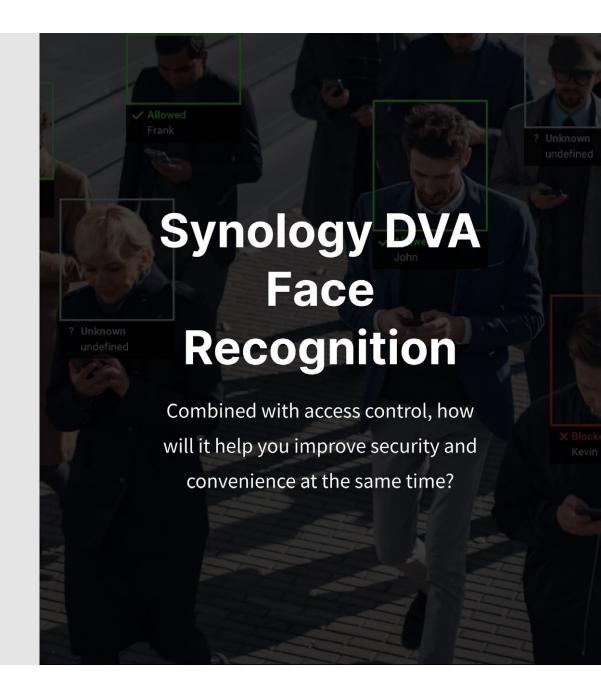
Perimeter Security



Building Management



Demo



World-class facial recognition accuracy

National Institute of Standards and Technology (NIST)
Face Recognition Vendor Test (FRVT)

97.04% Synology

97.24%

World No. One

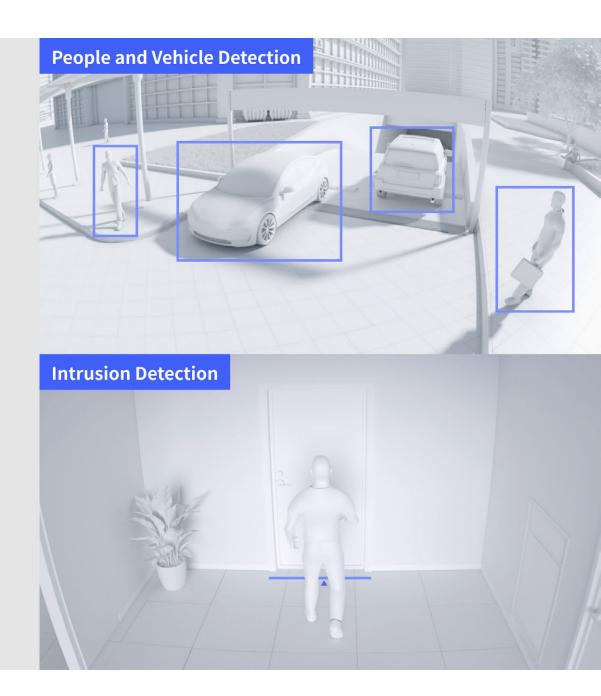
Easy management of one-stop video surveillance

Smart surveillance cameras for security management



Integrated Al capabilities

People, Vehicle, and Intrusion Detection



Waterproof

IP67 Certified

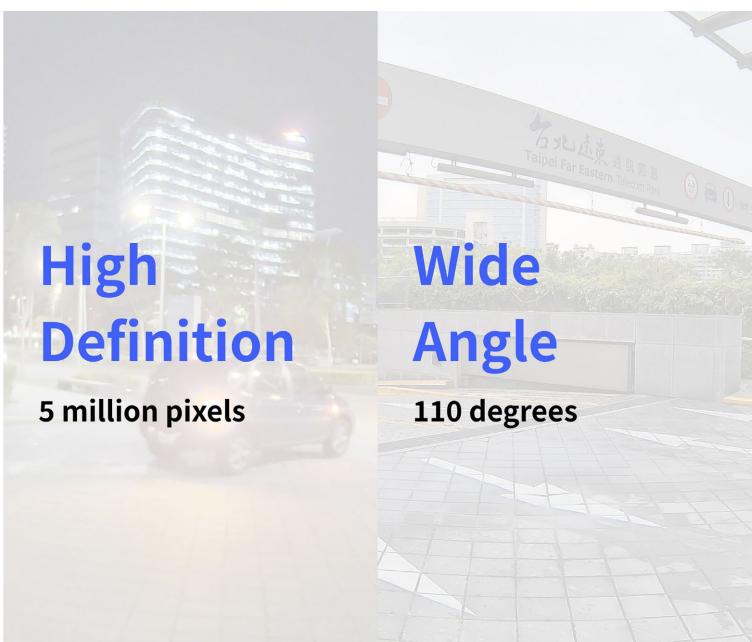


Edge Recording

microSD card support

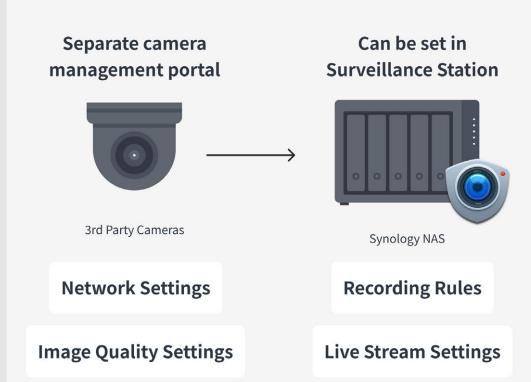






Firmware limitation of 3rd Party Cameras

Different features need to be adjusted on the camera or in Surveillance Station



All settings can be adjusted in Surveillance Station

- Network settings
- Image quality
- Recording rules
- Live stream settings





Enterprise-level security and privacy

Basic

- Encrypted connection
- Connection management
- Auto block
- Privacy mask

Advanced

- IP address allow list
- CVE vulnerability scan
- Continuous firmware updates

Synology software and hardware integrated camera

- One-stop management
- Fast search capabilities



From Satisfaction, Realisation to Reality







