



# Consider this a ghost story.

About Data Security.

Paweł Mączka, CEO – Storware | IT Press Tour 2026



# Three ghosts. One story.

I

## The Ghost of Past



2013–2023

*What we saw. What we built.  
While no one was watching.*

II

## The Ghost of Present



2024–2025

*The world we predicted.  
Now running on your invoice.*

III

## The Ghost of Future



2026→

*What's coming next.  
Another prophecy?*



# The Ghost of Past

2013 → 2023 · What we saw. What we built. While no one was watching.



# 2013.

*The market said:  
"VMware is the answer."*

***We asked:  
"What about everyone else?"***

KVM. XEN. Open-source environments flying without enterprise-grade data protection. We built the net.

2013

Founded in Warsaw.  
Built for open-source from day one.

2015

First to deliver endpoint backup at global enterprise scale.

2018

Early pioneer in Microsoft 365 data protection. First movers, deep learners.

2019

IBM Global Resell Agreement and Development Contribution in Microsoft 365. They evaluated everything. They chose us.

2020

Dell Technologies OEM.

2022

OpenText OEM. Three verdicts. Same answer.

# When IBM, Dell and OpenText evaluate everything — and choose you.

That's not a partnership.  
That's a technical verdict.

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2019

## IBM

*Enterprise backup infrastructure for one of the world's most demanding IT organizations.*

2020

## Dell Technologies

*Co-engineered appliance solutions. Their hardware. Our software. Tested together.*

2022

## OpenText

*Data protection layer for enterprise content management at global scale.*

2026



*One more verdict coming. We'll announce when the time is right.*

## C O M M U N I T Y

### OpenVirtualization.pro

A vendor-neutral knowledge hub we built for architects, admins, and engineers working with open virtualization platforms.

Deep-dive technical guides on KVM, OpenStack, Proxmox, XCP-ng

Community of practitioners  
— not a marketing vehicle

eBooks, playbooks based  
on real customer projects

## R E C O G N I T I O N

### OpenInfra Foundation Data Migration Guide

OpenInfra Foundation invited us to co-author the official:  
*A VMware-to-OpenStack Migration Guide.*

The only data protection company asked to do this.

Because when you protect more OpenStack environments than anyone else, eventually the foundation that builds OpenStack notices.

# The Ghost of Present

2024 → 2026 · The world we predicted. Now running on your invoice.



# The world we predicted arrived.

Right on schedule.

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## VMware: The Price Shock

Up to 1,000% licensing increases post-Broadcom.  
300,000 enterprise customers rethinking everything.



## NIS2 & GDPR: Now Mandatory

European compliance mandates land hard.  
Boards want proof, not promises.



## Ransomware: Still At It

\$4.88M average breach cost. Backups targeted first.  
Immutability stops being optional.



## Vendors: Buzzword Bonanza

Every backup vendor discovered 'AI-powered intelligent resilience' somehow.

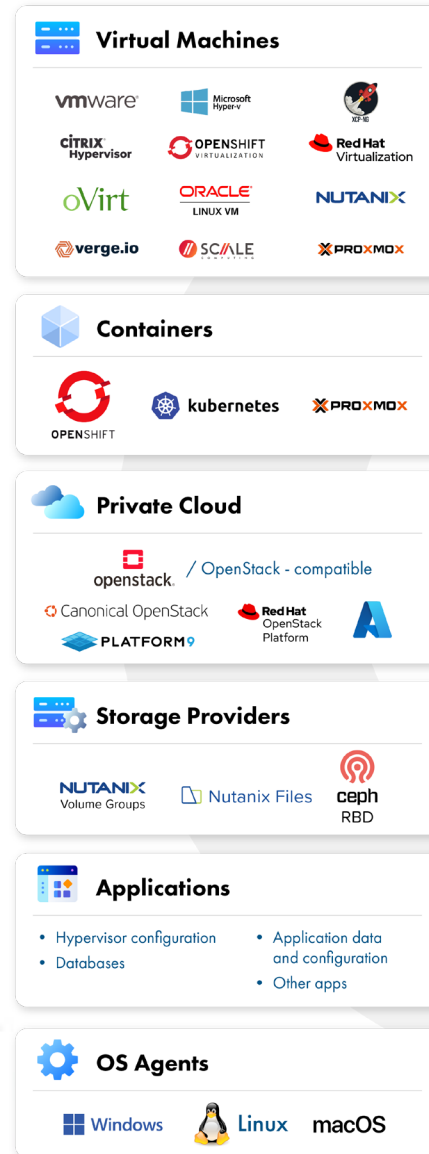


# Modern workloads. 1 license. 0 excuses.

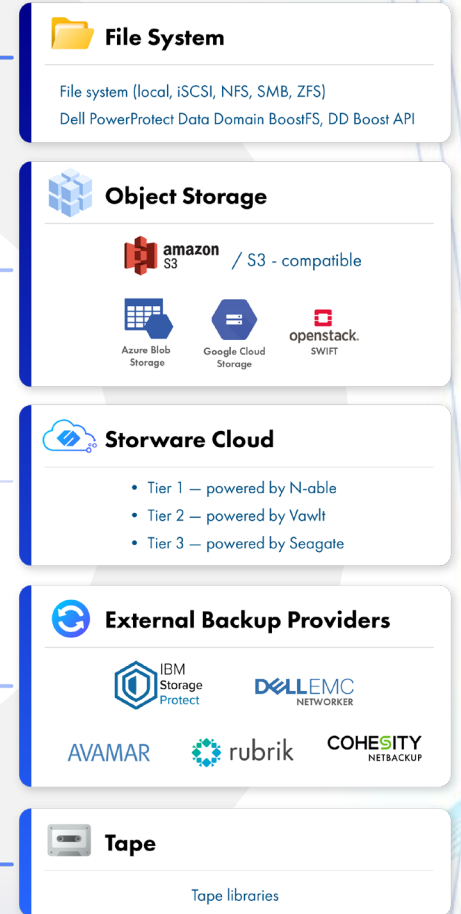
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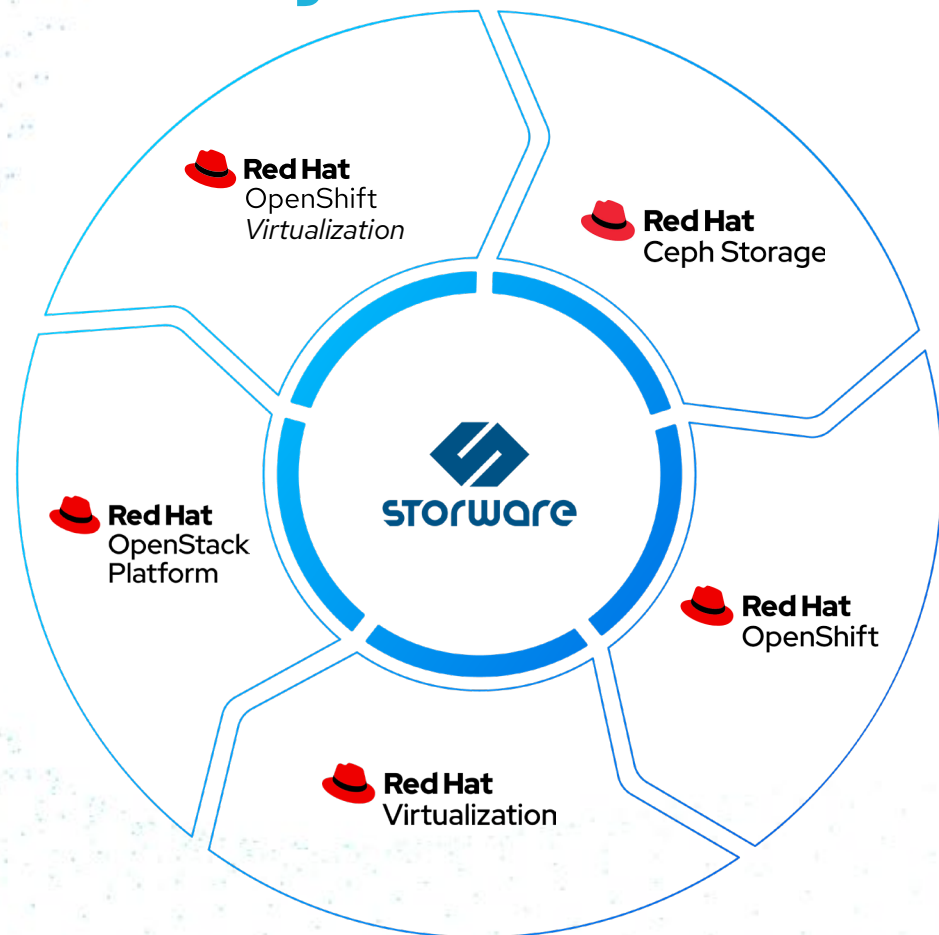
## SOURCES



## BACKUP DESTINATIONS



# The entire Red Hat family. Since 2017



## RED HAT PRODUCT FAMILY — FULLY COVERED



### RHEL + KVM — agentless VM backup

Physical and virtual workloads on Red Hat Enterprise Linux, including KVM hypervisors.



### OpenShift Virtualization — VM-level backup

KubeVirt-based VMs on OCP — application-consistent, not just PV snapshots.



### OpenShift Containers — PV & workload protection

Persistent Volume backup for containerised workloads running on OpenShift clusters.



### Red Hat Ecosystem partnership

Certified, tested, validated across the Red Hat product line. Not a compatibility note — an alliance.



# VMware alternative #1 — coverage: day one.

AHV is where VMware refugees land. We were already there — since 2018.

**NUTANIX AHV NATIVE  
SINCE 2018**

## WHY STORWARE FOR NUTANIX AHV



### Native Nutanix APIs — no agent overhead

Agentless backup via Nutanix native APIs.  
Disk attachment mode for high-performance exports.



### Full & incremental VM backup at scale

CBT-equivalent for AHV — only changed data transferred.  
Efficient at any environment size.



### VMware → Nutanix migration supported

Storware protects both ends of the migration.  
Same platform, same license — before and after.



### Single pane for mixed VMware + AHV environments

Most migration projects run both in parallel.  
Storware manages them together, consistently.



# The backup nobody else built for OLVM.

Enterprise Oracle workloads run here. Most backup vendors don't. We do — since 2019.

ORACLE LINUX KVM  
NATIVE · SINCE 2019

## WHY ORACLE LINUX KVM MATTERS



### Native KVM integration on Oracle Linux

Direct libvirt API integration — agentless backup for VMs running on Oracle Linux KVM hosts.



### Enterprise Oracle workloads — full coverage

Organisations running Oracle databases on Oracle Linux KVM get consistent, app-aware backup.



### VMware → Oracle Linux KVM migration path

A growing exit route for VMware customers already invested in Oracle infrastructure.



### Part of our KVM-first architecture

Built on the same libvirt foundation as OpenStack KVM. No bolted-on support — native architecture.



# The #1 backup platform for OpenStack.

Supported since 2019. One backup platform. Every OpenStack flavour.

Vanilla OpenStack · Red Hat OpenStack Platform · Canonical OpenStack · Virtuozzo · OpenMetal · Platform9 · Sardina FishOS

**OPENINFRA FOUNDATION  
MEMBER · SINCE 2023**

## WHY STORWARE IS #1 FOR OPENSTACK



### Co-authored the OpenStack Data Migration Guide

The only data protection company invited by OpenInfra Foundation. Deep credibility, not marketing.



### Native Ceph RBD with CBT + Cinder disk attachment

Changed Block Tracking on Ceph RBD — incremental backups without full data transfers. Disk attachment with CBT since v3.9.



### MSPs build Backup as a Service on Storware

Multi-tenancy, per-VM licensing, REST API, OpenStack Horizon & Skyline plugins — the complete BaaS stack for service providers.



### V2V Migration — VMware → OpenStack

Storware infrastructure becomes the migration engine. Backup data carries your workloads. Coming soon.

# OpenShift VMs are not containers.

Most vendors miss this.  
We don't.  
Supported since 2023.

RED HAT CERTIFIED  
SINCE 2019

## WHY THIS DISTINCTION MATTERS



### KubeVirt VM backup — not container backup

OpenShift Virtualization runs VMs via KubeVirt. Backing up PVs ≠ protecting the VM. We do both correctly.



### Helper Pod deployment per backup task

Automatically deployed helper pod mounts PVs and handles data transfer to the Storware Node.



### Application-consistent VM snapshots

Quiescing guest OS inside KubeVirt VMs for crash-consistent and app-consistent backup.



### Part of the Red Hat Ecosystem partnership

Certified integration — not a workaround. Tested, validated, supported on RHEL infrastructure.



# The first backup vendor VergeOS called.

Technology alliance  
— not a logo arrangement.  
Added in v7.1, 2025.

**VERGEOS FIRST-CHOICE  
BACKUP**



## WHY STORWARE + VERGEOS



### Technology alliance — co-validated integration

VergeOS and Storware built the integration together.  
Tested on production VergeOS deployments.



### Agentless backup for VergeOS VMs

Native API integration — no agents required inside VMs.  
Full and incremental snapshot-based backup.



### VMware → VergeOS migration path supported

Storware as the migration bridge — protect your current VMware,  
land safely on VergeOS.



### Recommended in VergeOS partner ecosystem

When VergeOS customers ask about backup,  
Storware is the answer their vendor gives them.

# Ubuntu powers the world's OpenStack. We protect it.



The most widely deployed open-source cloud stack runs on Ubuntu. We protect it natively - since 2024 as Technology Alliance Partners.

**CANONICAL  
TECHNOLOGY ALLIANCE  
SINCE 2024**

## CANONICAL ECOSYSTEM — WHY IT MATTERS



### Canonical OpenStack — the #1 Ubuntu cloud

Ubuntu is the dominant OS for OpenStack deployments globally. Canonical OpenStack is the fully-supported, enterprise-grade distribution. Storware is the backup layer.



### Native Ceph RBD + Cinder integration

Canonical OpenStack runs on Ceph. Storware's native Ceph RBD support with CBT means efficient, incremental backup at any scale.



### Ubuntu infrastructure — no compatibility workarounds

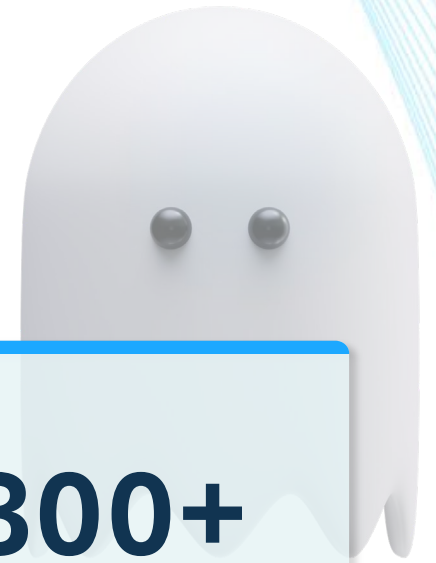
Storware server and nodes run natively on Ubuntu. Tested and validated.



### Canonical Technology Alliance — co-validated

Co-validated integration. When Canonical customers ask about enterprise backup — Storware.

# The numbers don't ghost you.



**10+**

**Years**  
on global market

**4,000+**

**Customers**  
on global market

**150+**

**Countries**  
on global market

**300+**

**Partners**  
on global market

Trusted by:

**Disney**

**Cisco**

**Lenovo**

**Garmin**

**mBank**

**Cloudfire**

# Security without the buzzwords



## IsoLayer Air-Gap

Backup copies isolated from the production network and ransomware vectors



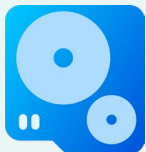
## Immutable Backups

Write-once storage: once written, it cannot be altered or deleted



## Encryption + MFA

Data at rest and in transit, with multi-factor auth and RBAC



## Tape & Linux Hardened

Air-gapped tape targets and hardened Linux backup repositories



## Keycloak SSO

Enterprise identity integration for access management



## Audit & Reporting

Full audit trail and compliance-ready reporting for NIS2 / GDPR

# Three ways to deploy. One coherent platform.

SOFTWARE



## Storware Backup and Recovery

The core platform. Deploy on your own infrastructure. Supports all major hypervisors, open-source platforms, and cloud destinations.

*The 'choose your own adventure' option.*

HARDWARE + SOFTWARE



## Storware Backup Appliance

Pre-integrated NVMe appliance. 10TB to 100TB raw capacity. Up to 5:1 deduplication. Rack and run.

*For teams who prefer 'plug in and protect'.*

SAAS / MANAGED



## Storware Cloud

Managed cloud backup destination. Three storage tiers via N-able, Vawlt, and Seagate. No infrastructure to manage.

*The 'we handle the storage' option.*

# The Ghost of Future

2026 → ... What's coming next. Another prophecy?



# Where we're going next.



## DATA GRAVITY

Your data has mass. The more of it you accumulate, the harder it is to move — unless your backup platform is built to move it with you.

NOW...



**VMware**  
→ **OpenStack**

Your existing Storware infrastructure becomes the migration engine. Backup data carries your workloads.

NOW...



**Citrix / XCP-ng**  
→ **OpenStack**

Same capability for Citrix and XCP-ng environments. We protect current state. We carry future state.

COMING SOON



**OpenStack**  
**Replication DR**

Near-real-time sync between OpenStack environments. RPO measured in seconds, not hours.

COMING SOON



**NextGen**  
**Backup Appliance**

More compute. Denser NVMe. Built natively for replication and migration — not retrofitted for them.

# Built with partners. Not just alongside them.



## TECHNOLOGY ALLIANCES

Canonical

Red Hat

OpenInfra Foundation

Nutanix

VergelO

and many more!

## WHO USES STORWARE

### MSP/CSP

Flexible licensing maps directly onto managed service pricing. One platform, entire multi-tenant fleet.

### COMPLEMENT

IBM, Dell Technologies and more shops whose primary tool doesn't cover OpenStack, OpenShift or Proxmox. We fill the gap.

### ENTERPRISE

Multi-hypervisor organizations. Disney, Cisco, Lenovo — 4,000+ like them globally.

FOR THE ROOM

# If you're writing a story about us — here are the angles.



## 01 The Post-Broadcom Opportunity

Who built the alternative before the crisis — not after it.

## 02 The Open-Source Expertise Gap

10 years of production-grade KVM/XEN integration vs vendors who added it last quarter.

## 03 European Data Sovereignty

GDPR & NIS2 native. Warsaw-built. Increasingly strategic.

## 04 The Honest Licensing Model

The antidote to VMware-style pricing shocks.

# The story nobody else can tell.

The #1 backup platform for  
OpenStack and every commercial  
distribution built on it.

**SUPPORTING OPENSTACK  
SINCE 2019**

*Vanilla OpenStack · Red Hat OpenStack Platform ·  
Canonical OpenStack  
Virtuozzo · OpenMetal · Platform9 · Sardina FishOS*

*One backup platform. Every OpenStack flavour.*

## RH CERTIFIED

### Red Hat OpenStack Platform

The enterprise OpenStack. Full Red Hat ecosystem coverage  
— RHOSP, RHEL, OpenShift + Virtualization, RHV Certified integration,  
not a compatibility note.

## CANONICAL ALLIANCE

### Canonical OpenStack

Ubuntu-based OpenStack — the most widely deployed open-source cloud  
stack. Native integration since v7.1. Technology Alliance partner.

## OPENSTACK COMPATIBLE

### Virtuozzo / OpenMetal / Platform9

Commercial OpenStack-based platforms used by ISPs, MSPs,  
and cloud builders. Storware's architecture works across all of them  
— same APIs, same backup engine.



FOR THE ROOM

# Company Claim

Storware Backup and Recovery is a proven, enterprise-ready platform that enables data continuity across multi-vendor environments, protects workloads at every stage - at rest, in transit, and at scale - and empowers businesses with the freedom of flexible licensing.

FOR THE ROOM

# Testimonials



We recommend Storware solutions for their robust performance, ease of use, and excellent customer support.

Stefano Moglioni  
Partner & Head of Operations

LANPARTNERS®  
IT CONCIERGE

Region: Europe



Very good and intuitive GUI, simple management and ability to backup and restore virtual environments with a couple of clicks.

Marco Fais  
Core Networks - Architecture and Planning Manager



Region: Europe



CloudFire successfully overcame the challenges of their backup and recovery processes, resulting in improved efficiency, enhanced security, and overall operational excellence within their OpenStack environment. CloudFire's endorsement of Storware highlights their commitment to innovative and efficient protection for complex cloud environments.

Roberto Bondavalli  
CTO & Founder CloudFire



Region: Europe



# You don't have to wait for Christmas morning.

The future is already running.



**Book a Demo:**

[storware.eu/book-meeting/](https://storware.eu/book-meeting/)



**Contact:**

[info@storware.eu](mailto:info@storware.eu)



**Documentation:**

[docs.storware.eu](https://docs.storware.eu)





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