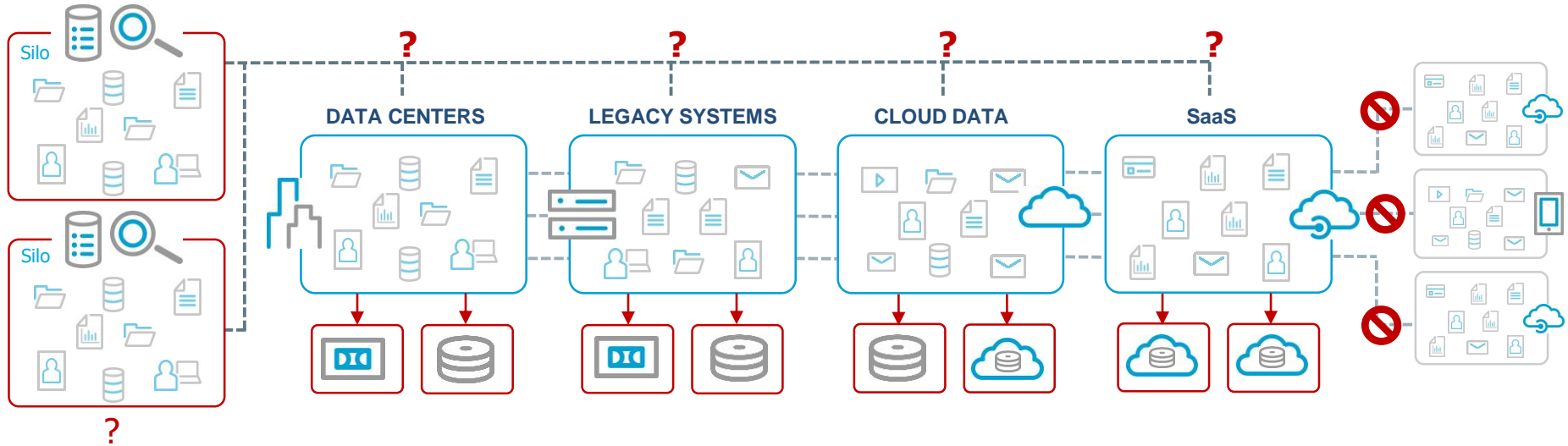# The Three Data Challenges

Mark Bentkower, CISSP, Director Solutions Marketing, APAC | 12 October 2017

"You can have data without information, but you cannot have information without data."

- Daniel Keys Moran, science fiction writer

The Three Challenges
Organic Growth Leaves Systemic Data Silos

PAIN: LACK OF CONTROL AND INSIGHT
- Data is siloed, opaque and inaccessible as a whole
- Unable to support a multi cloud strategy
- Lack of centralized governance and control

PAIN: INCONSISTENT BACKUP AND RECOVERY
- Too many siloed solutions
- SLA uncertainty after migrating workloads to new infrastructure
- Reduced ability to respond to data loss or breach
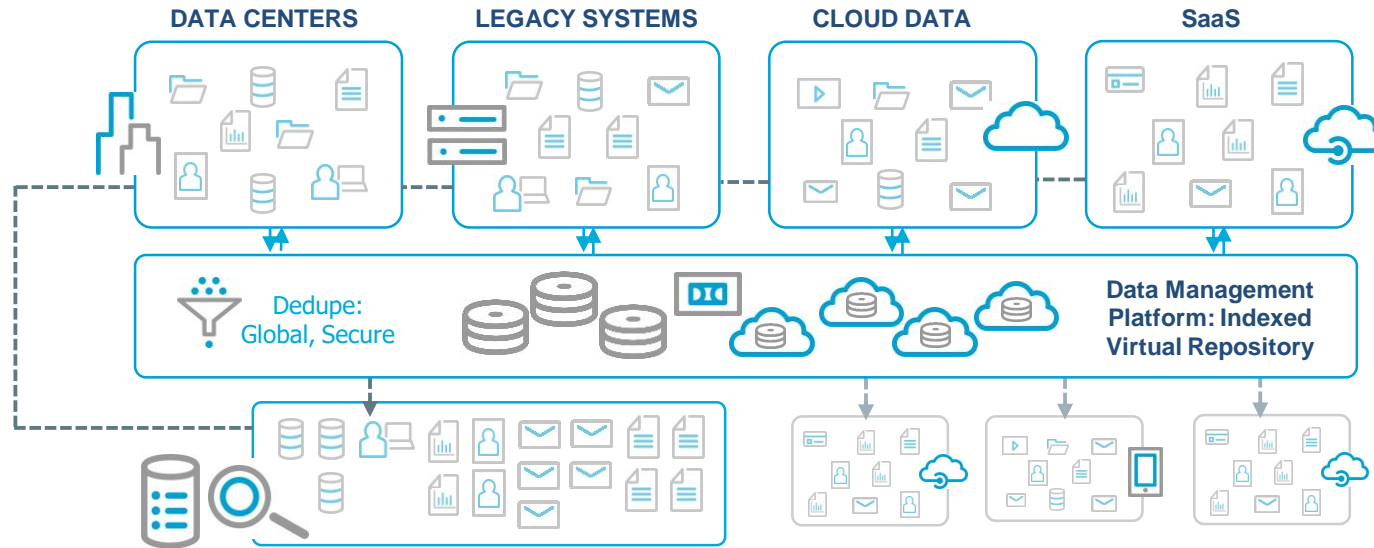
PAIN: DATA MIGRATION CHALLENGES
- Migrating services or platforms is tedious and complex
- Long ramp times
- Strategy lock-in

"We've spent the last decade doing things that, collectively, today make no sense."

-Commvault GO attendee, financial executive from healthcare sector

The Breakthrough
An Advanced Data Management Platform

DATA CENTERS **LEGACY SYSTEMS** **CLOUD DATA** **SaaS**

Dedupe: Global, Secure

Data Management Platform: Indexed Virtual Repository

GAIN: AWARENESS, CONTROL AND INSIGHT
- Data is accessible, organized and indexed
- Complete infrastructure awareness
- Centralized governance and control for a multi cloud strategy
- Stronger data security across the enterprise

GAIN: UNIFIED CONSISTENT CLOUD BACKUP
- Single solution to backup the enterprise
- Data is easily and quickly recoverable anywhere, regardless of original location
- Rapid recovery from data loss or disaster

GAIN: POWERFUL, AGILE DATA MIGRATION
- Quickly launch new services and platforms
- Enable rapid prototyping and agile methodology
- Capitalize on new and efficient technologies
- Eliminate strategy lock in and deliver strategic choice

▶ Use cases for workload portability

Get there faster

Prove migration or disaster recovery

Get productive

Powerful use-cases for workload portability

- Migrate to the cloud, or cloud-to-cloud, or to any new infrastructure

- Disaster recovery and migration for workloads

- Dev and test

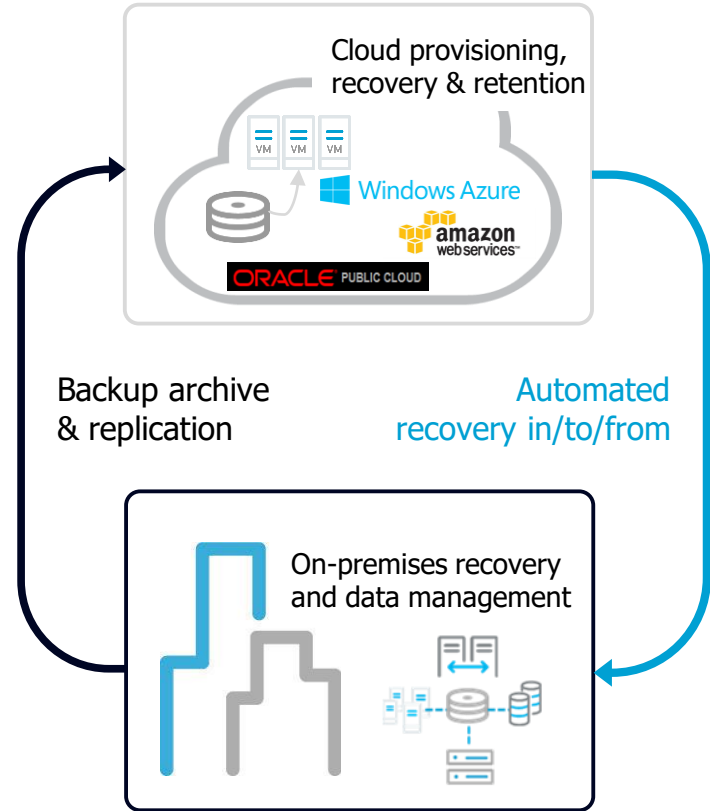Enabling business initiatives, accelerate modernization or drive down cost

▶ Get to the cloud or any infrastructure faster

Flexibility to support your infrastructure strategy

- Create secondary copies for multiple needs
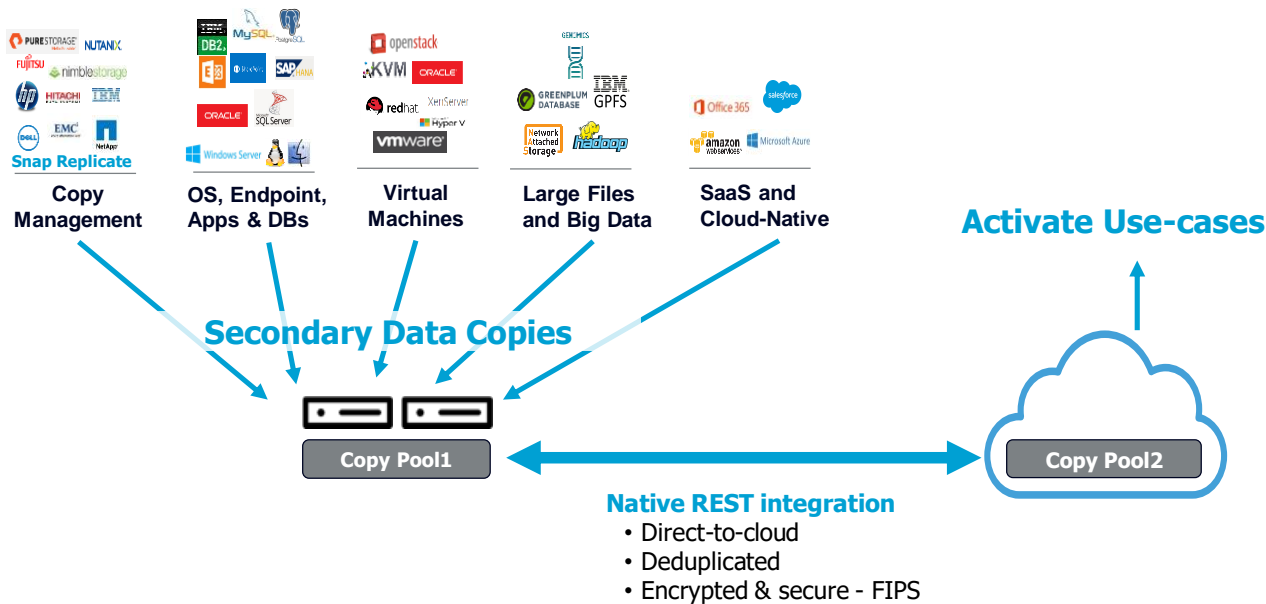- Compressed, deduped and secure

Choice of recovery method for any workload

- Any infrastructure option
- Any data type or application
- The right recovery strategy every time
- In the cloud
- On premise

Cloud provisioning, recovery & retention

VM VM VM

Windows Azure

amazon webservices™

ORACLE PUBLIC CLOUD

Backup archive & replication

Automated recovery in/to/from

On-premises recovery and data management

Enterprise coverage – knowing the workload

Support for Enterprise Workloads

Copy Management

OS, Endpoint, Apps & DBs

Virtual Machines

Large Files and Big Data

SaaS and Cloud-Native

Secondary Data Copies

Copy Pool1

Copy Pool2

Activate Use-cases

Native REST integration
- Direct-to-cloud
- Deduplicated
- Encrypted & secure - FIPS

Value

- Provide native cloud storage integration for any workload for backup or archive.

- Encompasses on-premises and cloud native workloads.

- Provides viable replacement options for legacy disaster recovery strategies

- Data remains accessible from anywhere enabling activation of new "use-it" cases in the cloud

Features

- Native support for offsite copies directly into cloud "blob" storage

- No Cloud Gateways required

- Efficiency with data-deduplication plus FIPS-certified data encryption

- Complete and independent copy retention management

Convert IaaS platforms quickly and seamlessly

Protect, replicate, recover and convert seamlessly
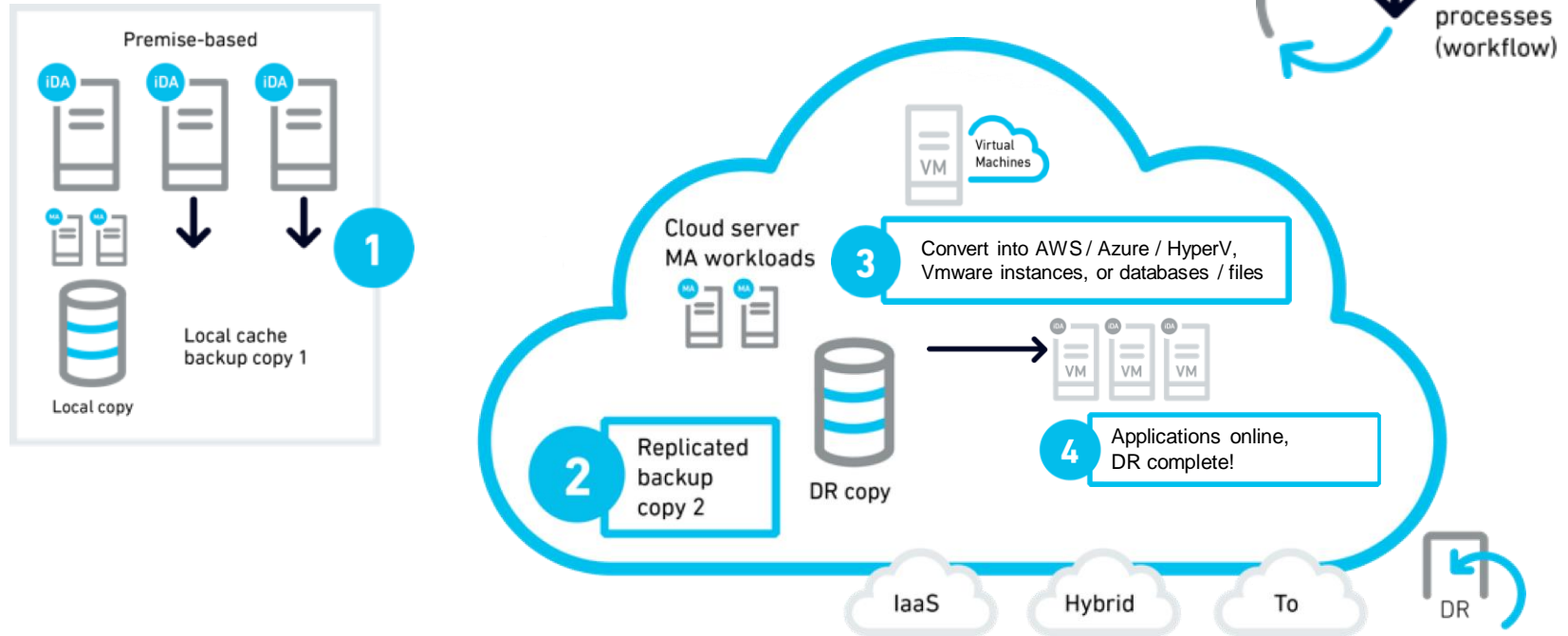
▶ 3 Data Opportunities for Commvault Partners

Data Challenges		Partner Opportunity
Backup & Recovery	Most people have more than one solution for backup and recovery	• Consolidation of solutions • Disaster Recovery • Hardware pull-through • Storage & Servers • Cloud pull-through • Services pull-through
Data Migration	Migrating services and platforms is tedious and complex	• Data migration services to public, private and hybrid cloud • Data classification and archive for compliance or space savings • Cloud pull-through
Data Silos	Lack of control and insight and it's difficult or impossible to do a full data classification analysis	• Data classification and archive for compliance • Disaster Recovery and Business Continuity • Security and Risk Assessment • Cloud pull-through

▶ Thank you.

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