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Customer Obsessed

Self-serve Data Protection built on AWS

aws partner network

Advanced
Technology Partner

Government Competency

Storage Competency

SaaS Partner

Marketplace Seller

Current Data Protection Practices Introduce Risk of Data Loss

79 percent of organizations use three or more backup and recovery solutions. Each solution acts as a siloed architecture resulting in complexity and gaps through which data can be lost and potentially not recovered. Compounding the issue, greater than 50% of organizations manually backup mission and business critical data. Manual processes are not fool proof as 34% of IT professionals encounter errors or backup failures, increasing the risk of data loss.[1]

Organizations Embrace Cloud for Business-Critical Data

Digital transformation initiatives are reinforced by business' need for quick data-driven insights. To accommodate the growing amount of data required for these initiatives, public cloud adoption is accelerating. Cloud storage is also an economic alternative for solutions such as backup, archive and DRaaS. As a result, the line between discrete data protection tasks, such as backup, disaster recovery and high availability, are eroding from individual disciplines into a continuum of availability.[2]

79%
of organizations use three or more backup and recovery solutions

Spend on public cloud storage to overtake on premise by 2021 (IDC)

54% of CIOs believe streamlining storage is the best opportunity for cost optimization (ESG)

58% of countries have Data Protection and Privacy Legislation (United Nations)

1 Forrester, 2018
2 IDC, 2019

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Why AWS

For 10 years, Amazon Web Services has been the world's most comprehensive and broadly adopted cloud platform. AWS offers 70 fully featured services for compute, storage, databases, analytics, mobile, Internet of Things (IOT) and enterprise applications from 33 Availability Zones (AZs) across 13 geographic regions in the US, Australia, Brazil, China, Germany, Ireland, Japan, Korea and Singapore. Amazon Web Services (AWS) backup and recovery services allow customers to leverage Amazon object storage services like Amazon Simple Storage Service (Amazon S3) and Amazon Glacier for cost- effective online storage of backup data.

Amazon object storage delivers these benefits to customers

- Eliminates the cost and maintenance needed to manage an on premises storage solution

- Cost-efficient storage that scales as needed with a consumption model customers want

- Secure and durable backup and recovery solution for data loss, logical errors, or recovery of data for audit purposes

- Archiving and long-term backup for small and large data volumes at significantly less than the cost of on premises storage solutions

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Druva™ delivers all-in-one data protection, governance and data intelligence across end points, data centers and cloud workloads.

This unified approach allows business to accelerate growth and decision making through simple and reliable data protection and management.

TCO Leadership

- Reduce storage costs
- Zero maintenance
- Lower costs by 50%

Trouble Free

- 15 minute deployment
- No customization
- Single service stack

Efficient

- Global scale
- Single deduplication pool
- Automatic storage tiering

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Value of AWS – Druva Partnership

Lower operating costs

- Up to 50% lower total cost of ownership
- Pay for the resources you consume, eliminating over-provisioning for peak demand

Faster data recovery

- Isolated data & metadata increases data recovery
- User control of region where data resides minimizing network latency and faster recovery

No capex investment

- SaaS model eliminates capex spend and labor intensive admin tasks
- Online, distributed storage design eliminates bottlenecks and constraints of on premisehardware

Radically different data protection

- All-in-one backup, DR, archival, analytics
- Single click automated DR for on premises and cloud workloads

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Use Cases

vmware®

vCenter

- Agentless & hypervisor backup
- 100% integration with VMware APIs - Granular recovery options

VMware Cloud on AWS

- Hybrid cloud data protection
- Instant recovery in AWS
- Only SaaS solution certified for VMware Cloud on AWS

vmware® READY
vSAN

Microsoft

Microsoft Office 365

- Supplements native Office 365 capabilities with strong data protection

Microsoft Hyper-V

- Full virtual machines and file level restores to original location, ROBOs or VHDX

Microsoft SQL Server

- Delivers high availability and governance for SQL

Remote Office/Branch Office

- Central visibility of physical & virtual workloads
- Efficient backup and restore especially in bandwidth challenged environments
- Auto tiering of storage for cost-efficient long term retention

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Build Group

Challenges

- 100% physical backup
- Network congestion
- Mobile employee base

Solutions

- Cloud-native reduced risk
- Centralized management across all sites
- Smaller, faster backups

Results

- Drastic reductions in network congestion
- Complete backups during off-hoursin < 30 mins
- Restore full VMs running ESXi in < 30 mins vs. full day for 2Tbyte server
- Laptop environments and all original content restored within 1 day

"We've cut down on overall storage, have no onsite hardware, and with centralized management we don't have to log into a backup exec at each office."

— Adam Kailian, IT Systems Admin, Build Group

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Port of New Orleans

Challenges

- Manual, legacy data protection infrastructure
- Constant concerns about data vulnerability
- State and federal mandated data compliance

Solutions

- Wanted cloud-based solution
- Manage on-premises and cloud Hyper-V environments
- Centralize data

Results

- Backups went from 4 – 8 hours to < 30 minutes
- Proficient with only 5 minutes of training
- Customers restoring files on their own
- Calls to IT dropped by 60-70%

> " We have the ability to restore and backup data within seconds and continue to meet data require-ments and business directives in a timely manner."
>
> — David Cordell, CTO, Port of New Orleans

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Andritz

Challenges

- Painfully complex tape management system
- Not all remote locations had IT staff
- Restore reliability and consistency

Solutions

- Centralized management
- Better disaster recovery
- Instant access to data from anywhere

Results

- Central management & full visibility across 200 offices
- Improved disaster recovery and data access
- Archival automation & full data lifecycle
- Distributed data storage aligns regional offices to data residency policies

> **"**
>
> **With Druva we gained data visibility while reducing costs and complexity while simplifying and reinforcing our entire data protection strategy."**
>
> **— Brian Bagwell, Director of IT – North America, Andritz, Inc.**

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Next Steps

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Discover how Druva protects and manages enterprise data across endpoints, data centers and cloud workloads.

Learn More

aws marketplace

Find Druva in AWS Marketplace

Get Started