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HANDOUT

10 REASONS MORE PEOPLE CHOOSE

DELL EMC DATA PROTECTION FOR VMWARE

1 | Automation Across The Entire VMware Protection Stack

Dell EMC Data Protection solutions simplify the day-to-day operations of protecting your entire VMware stack by automating its dynamic VM policies, proxy management, and backup storage data direction. Dynamic policies enable automatic on-boarding of newly discovered Virtual Machines into pre-defined backup groups ensuring that defined policies are applied to the Virtual Machines, and each group automatically inherits the backup policy. Automated proxy management allows the automatic deployment of virtual proxies, which directs data from the VM to backup storage. With our automation, there is no need to manually set up a physical or media server while eliminating the need for the vAdmin to figure out where to deploy a physical or virtual proxy. Finally, our automation directs the backed up data via proxies to the proper backup storage device. With these automations, Dell EMC enables our software solutions to provide more efficient and faster data protection, simplified management, and cost-savings.

2 | Leading Performance for Physical and Virtual Environments

Dell EMC Data Protection Software offers industry leading data protection for both physical and virtual environments. Our software defined architecture, leading automation, and best-in-class deduplication enables us to provide more efficient and faster data protection – Average deduplication rate of 55:1 with Integrated Data Protection Appliance and up to 2x faster backups.[1] We provide comprehensive data protection for VMware for your organization on premise or in the cloud, regardless of the size of your business.

3 | Cloud Ready – For All Phases of Your Journey into the Cloud

Dell EMC Data Protection is the ideal solution for businesses looking for seamless protection as they transform more of their workloads to the cloud. We support our customers through all phases of their journey into the cloud including long-term retention, disaster recovery, data protection for in cloud workloads, including VMware Cloud on AWS, and data protection as a service.

4 | Integration with VMware Cloud on AWS

Dell EMC provides VMware certified data protection for VMware Cloud on AWS with our Data Protection software that provides enterprise-grade data protection, best-in-class deduplication, and an integrated management tool for on premise and cloud workloads. We also provide Cloud Disaster Recovery to VMware Cloud on AWS, enabling you to copy backed up data to AWS S3 object storage and, in case of a disaster event, spin off VMs on demand in your own VMware Cloud on AWS environment. Use vMotion to simply transfer the VMs back to your on premise VMware environment when ready.

5 | Support for Multi-Tenant Workloads and Integrated VMware and DPaaS

Dell EMC Data protection software enables support for multi-tenant workloads including vCloud Director. The workflow, in turn, makes the development of multiple sites resiliency possible and allows customers to utilize Dell EMC data protection as a DPaaS consumption model. Our new, enhanced **Data Protection Extensions for vCloud Director** extends data protection into the vCloud Director tenant UI. This eliminates the need for a separate Backup-as-a-Service portal. Now cloud service providers with multi-tenant VMware environments can offer their customers robust, integrated VMware and data protection as a service with a best-in-class user experience.

6 | Integration into vSphere and vRealize Automation

With Dell EMC Data Protection Software, IT and vAdmins can manage data protection leveraging the VMware interfaces they already know. Tight integration with vSphere enables self-service backup and restore in an environment that backup admins are comfortable in.

Integration with vRealize Automation embeds data protection polices into the vRA blueprints. Dell EMC Data Protection Extension for vRA enables vAdmins to perform self-service data protection, which includes file level recoveries. All data protection tasks occur right from within the vRA UI increasing the backup and vAdmin's ability to handle automation and cloud management in the familiar interface.

7 | Instant Access with Data Domain and IDPA

Instant access provides the end user fast access to backed up VMs by booting up the VMs directly on the backup storage appliance. The majority of Dell EMC's Data Domain and Integrated Data Protection Appliance models, including Data Domain 3300 and IDPA DP4400 both designed for mid-size organizations, provide instance access for up to 32 VMs.

8 | Support for Mission-critical, High IO Workloads

By enabling backup and recovery directly from the hypervisor or the application, Dell EMC Data Protection enables customers to expand their VMware environment to mission critical workloads, dramatically speeding up backups by up to 5x, and provides self-service protection capabilities to application owners, enabling agility, and cost and risk reduction through automation and consolidated oversight. Hyper-visor direct backup and SLO governance is currently available for Sequel and Oracle workloads.

9 | RecoverPoint for Virtual Machines

Dell EMC Data Protection Software has incorporated RecoverPoint for VMs directly into our VMware and Application solutions which greatly simplifies VMware image backups, improves overall VMware operations, and reduces OPEX costs all while enabling enterprise policy retention.

10 | Changed Block Tracking for Backup and Restore

With Changed Block Tracking, only changed blocks from previous backups are stored during typical backups, while you still retain the ability to restore every backup as if it were a full. This allows the Dell EMC Data Protection to reduce the amount of data copied significantly and also reduce network usage by 98%, greatly improving backup efficiency and times.

[1] Average 55:1 deduplication based on Dell EMC internal analysis of customer date as of May 2018. Up to 2x faster backups based on ESG Lab Review commissioned by Dell EMC, February 2018, versus a competitive Vendor A.

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