

Dell EMC and VMware Deliver Enterprise Data Protection and Cloud Disaster Recovery for VMware Cloud™ on AWS

Simply and seamlessly maximize the benefits of moving to the cloud

As more organizations move production applications to the cloud, they often find that, in order to support their normal business operations, they must continue to run the same data protection workflows as they did when environments were on-premises. These data protection workflows commonly include application-aware backups with application-consistent restores that support other cloud initiatives such as disaster recovery, business continuance, test, and development. Unfortunately, these types of recoveries may not be able to achieve the consistency levels required when utilizing the snapshot technology offered through a cloud provider.

Dell EMC and VMware work together to ensure that virtualized workloads are protected in the cloud as easily as they are on-premises. With Dell EMC's enterprise-grade data protection, you can leverage the same data protection solution for VMware Cloud™ on AWS workloads as you used for your on-premises workloads. Relying on one solution to protect hybrid cloud workloads ultimately simplifies administration and lowers the total cost of ownership.

Dell EMC Data Protection for VMware Cloud™ on AWS Advantages:

- Proven enterprise data protection for the public cloud
- Seamless integration with on-premises data protection
- Industry's best-in-class deduplication for lower consumption costs
- Protects vSphere workloads on AWS storage for increased resiliency
- High efficiency and scalability
- Natively integrates into VMware management tools for the ultimate automation experience

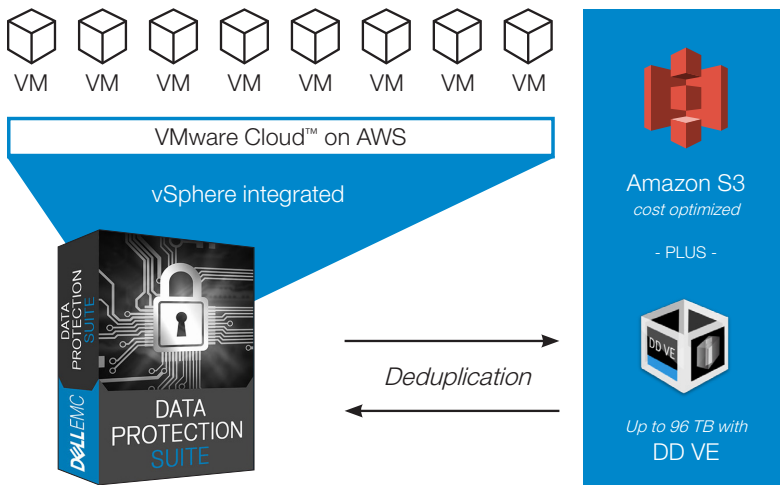
Easily Protect VMware Cloud™ on AWS Workloads

Dell EMC Data Protection Software is cloud-enabled and offers comprehensive data protection and superior performance for backup and recovery across your entire VMware Cloud™ on AWS environment. It provides the same world-class data protection whether your applications run on-premises or on VMware Cloud™ on AWS.

Deploying Data Domain in the cloud enables customers to benefit from the industry's most scalable, reliable, and cloud-enabled protection storage. Best of all, all data is encrypted when protecting to both AWS S3 and Data Domain.

Dell EMC provides direct backup from VMware Cloud™ on AWS instances to AWS S3 without the bottleneck of a media server. Through exceptional client-side deduplication of 6:1 (as compared to the 1.75:1 provided by competitors) and compression, Dell EMC Data Protection Software boosts backup performance and throughput while reducing the consumption of object storage required by up to 71%. In addition, customers can take advantage of up to a 68% reduction in total monthly cost for in-cloud data protection infrastructure, when compared to competitive offerings.

Dell EMC: The first data protection solution for VMware Cloud™ on AWS



Dell EMC Data Protection for VMware Cloud™ on AWS Benefits:



Integrated

- First data protection solution for VMware Cloud™ on AWS
- Native integration into VMware management tools
- Seamless integration with on-premises data protection
- Available as a data protection bundle for VMware Cloud™ on AWS (Data Protection Software plus Data Domain Virtual Edition)



Lowest cost to protect

- Lowers monthly in-cloud data protection costs by 68% when compared to other leading competitors
- Reduces EC2 and EBS costs by up to 88%



Highly efficient and scalable

- Reduces S3 object storage requirements for backup by up to 71%
- Protects up to 2000 clients and 1000 concurrent sessions with a single protection server
- Exceptional client-side deduplication of 6:1 as compared to competitors 1.75:1

Use Case: Cloud Disaster Recovery

With Dell EMC Cloud Disaster Recovery (Cloud DR), customers can protect on-premises workloads by securely and efficiently copying data onto AWS S3 for disaster recovery. In addition to enabling customers to take advantage of the agility and cost effectiveness of cloud object storage, Dell EMC Cloud DR also requires a minimal footprint in AWS, as well as minimal compute cycles, for a disaster recovery solution with minimal cost. In the event of a disaster, the workloads can be run directly in AWS, or recovered to VMware Cloud™ on AWS.

Use Case: Recover to VMware Cloud™ on AWS

Customers can recover virtual machines (VMs) to VMware Cloud™ on AWS with Dell EMC Cloud DR. This option provides the ability to provision VMware Cloud™ on AWS's software-defined data center (SDDC) on-demand when recovery is needed, creating greater cost efficiencies. Once the VMware Cloud™ on AWS environment is available and the Cloud DR add-on (CDRA) the user has deployed and is connected, the user can recover from the S3 copies in two clicks by simply selecting the desired VM copy. It will be recovered as a new VM running within the VMware Cloud™ on AWS environment. Recovery to VMs on VMware Cloud™ on AWS requires no data conversion, providing fast RTO (recovery of 150 GB VM takes less

than 30 minutes to recover on average).

Better Together: Dell EMC Data Protection and VMware Cloud™ on AWS

Dell EMC has partnered with VMware to deliver the first data protection solution for VMware Cloud™ on AWS. Dell EMC Data Protection Software:

- Provides fast, efficient, and secure image and guest level backup and recovery for workloads running on VMware Cloud™ on AWS
- Reduces the cost of network bandwidth, minimizes cloud storage capacity for protection, and lowers compute cycles in the cloud
- Enables customers to take advantage of low-cost and highly durable object storage as the protection target (vs. EBS block storage) for additional cost reductions
- Provides powerful data protection, unified management, and hypervisor integration so backup and application administrators can take advantage of self-service data protection while using native VMware interfaces

Together, VMware and Dell EMC enable enterprise IT and operations teams to continue to add value to their business in the AWS cloud while maximizing VMware investments and eliminating the need to buy new hardware. Now customers can quickly and confidently scale capacity up or down without change or friction, and can modernize their applications with native AWS services.

Dell EMC Data Protection: Proven Automation, Integration, and Flexibility

Dell EMC was the first provider to bring cloud-enabled, self-service data protection for VMware's enterprise class software-defined data center to the AWS cloud. Whether expanding services on-premises or in the public cloud, Dell EMC provides the same world class data protection with superior compression and deduplication at the lowest cost to protect.

Dell EMC data protection for VMware Cloud™ on AWS is available as a single bundle and includes the data protection software and protection storage needed to protect your data and applications running on VMware Cloud™ on AWS.

¹ Based on "ESG Economic Value of In-cloud Data Protection with Dell EMC Data Protection Software" commissioned by Dell EMC, January 2018.