



# Modernize your Data Protection with SaaS to Secure and Save

Why Savvy CIOs are moving to Data  
Management as a Service

# Introduction

Companies today have realized the benefits of digital transformation and moving to cloud, and it shows. Change is happening faster than ever with 80% of companies saying they will double the pace of cloud adoption by the end of 2021.<sup>1</sup> This accelerated digital transformation has introduced complexities that can make it challenging to secure, protect and recover data which now exists in more places than ever: from on-premises to cloud, to SaaS applications and an increasing number of endpoints. To complicate matters, this change is happening at a time when ransomware attacks – and their cost – is on the rise.

With hyper-accelerated cloud transformation, the pressure is on to secure data against increasing cyberthreats and optimize shrinking resources. Into this environment, Data Management as-a-Service (DMaaS) has emerged as the fastest growing segment of the industry.<sup>2</sup> Vendors that do not offer SaaS-delivered data management, relying exclusively on traditional on-premises and self-deployed software, are limiting customers'


options to speed transformation, improve security and cut costs. In addition, MSPs who use software-only solutions are even more vulnerable as the fast pace of change for their customers is putting tremendous strain on their resources. While companies navigate the increased risks of data loss and the pressures of constrained resources, DMaaS offers the opportunity to modernize operations and move from CapEx to OpEx with flexible subscription options.

This eBook reviews five ways organizations can modernize, secure and save with DMaaS, with requirements to keep in mind along the way. It also looks at how Metallic, a Commvault venture, deals with the rising demand for agile SaaS-delivered data management solutions.



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1. IDC, IDC FutureScape (October 2020)  
2. IDC, SaaSPath 2Q20 (April 2020)



**Infrastructure resilience is a critical part of a ransomware readiness strategy. DMaaS delivers enhanced, air-gapped security.**

### **Costs of cyberattacks and ransomware**

As digital transformation accelerates and organizations move to the cloud, cybercrime (especially ransomware attacks) is on the rise. Remote workers and data issues are among the biggest drivers of IT complexity.<sup>3</sup> In 2021, the highest payout for a ransomware attack was \$40M.<sup>4</sup> These ransomware attacks are costly, damage an organization's reputation, and even if a ransom is paid, the stolen data is sometimes irrecoverable.

Data protection is a last line of defense against ransomware, and a DMaaS solution like Metallic offers infrastructure resilience, separating the backup infrastructure from an on-premises attack surface. Immutable, separated data copies can limit or prevent tampering, altering, or deletion in the event of a breach, while isolated service architectures ensure backup and recovery utilities are available if production environments are penetrated.

**Last year, the highest payout for a ransomware attack was \$40M.<sup>4</sup>**



3. ESG, "2021 Technology Trends to Watch Infographic" (January 2021),

4. Bloomberg, "CNA Financial Paid \$40 Million in Ransom After March Cyberattack" (May 2021)



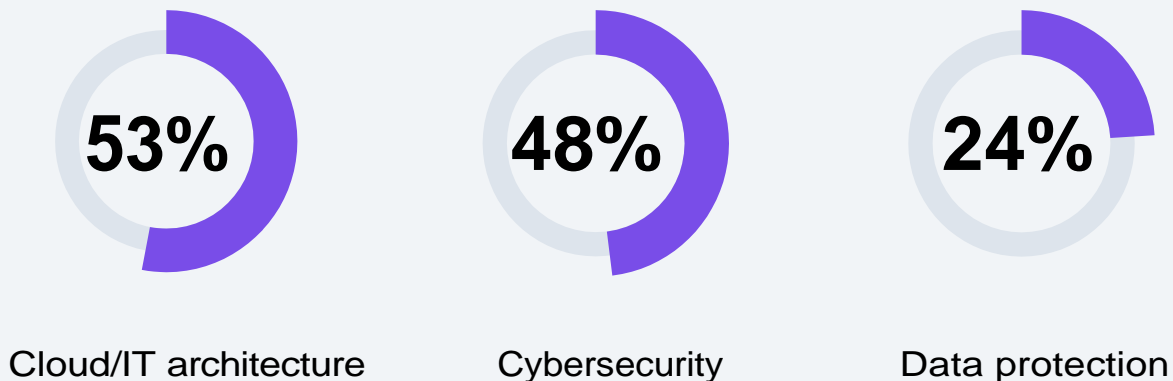
**Rising cybersecurity concerns, the cost of hiring, and skills shortages can make it challenging for organizations to manage their data protection. DMaaS simplifies management.**

### **Skill shortage in cybersecurity, cloud and data protection**

Demand for skills and resources that specialize in cloud, cybersecurity, data protection and related areas have increased partly due to the rise in cyberattacks. However, these are the same areas shown to have the highest skill shortage, as reported in a survey conducted by ESG.<sup>5</sup> Hiring dedicated resources to develop and manage an organization's data protection strategies is costly and now may require more time to get coverage due to the shortage of skills in the market. DMaaS can be effective in solving this challenge.

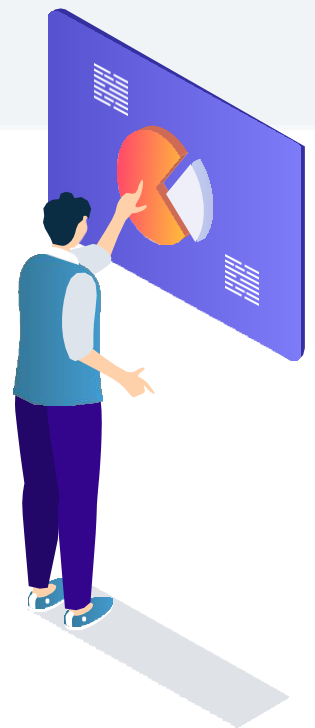
### **Skill shortage impacting digital transformation and security**

Percentage of organizations reported to have problematic shortage of skills in the following areas.



Source: ESG, 2021 Technology Spending Intentions Survey (January 2021)

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## Reducing IT burden and improving security posture with DMaaS

DMaaS solutions like Metallic can be quickly implemented and provide organizations a scalable data protection solution that can improve security posture while reducing the burden on IT or the need to hire new dedicated resources. SaaS data protection provides several key considerations to fill the gaps for organizations:

### Robust security capabilities.

From flexible recovery controls to granular search to anomaly detection, SaaS data protection doesn't mean trading off key functionality for ease of use. DMaaS means the best of backup and recovery with the best of simplified management. Metallic provides robust and customizable reporting dashboards and tools at your fingertips all built-in and ready to go. Metallic's new Security IQ feature also delivers intuitive tools and advanced insights, helping IT admins spot risks and vulnerabilities in real-time, limit exposure to cyberthreats at scale, and successfully exceed data recovery objectives.



### Compliance built in.

In addition to security, organizations need to ensure data compliance for the information they store. With a DMaaS solution like Metallic, security and compliance are baked into the solution without additional effort needed to ensure compliance and resiliency of your data protection deployment. Metallic can be GDPR-compliant and is SOC2, ISO 27001 and CCPA certified. Metallic Government Cloud is also FedRAMP High Ready.

### Work-from-anywhere protection.

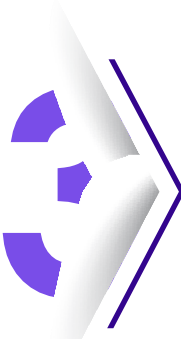
There has been a 49% increase in remote workers from the work-from-home mandates.<sup>6</sup> This leads to an increase in the number of vulnerabilities at endpoints and protecting data at the edge is critical – but often overlooked. Robust SaaS-delivered solutions like Metallic offer endpoint protection to safeguard laptop data, keeping your remote workforce insulated from today's threats.

### Shared responsibility for SaaS applications.

As new applications and workloads enter the business, it's important to understand where the responsibility of data protection lies. For many SaaS applications, it's the customer's responsibility. Understanding the role vendors play is crucial in ensuring your data is properly protected. Metallic delivers innovative, cloud-native solutions to effectively protect an organization's SaaS data along with other workloads in a single solution.

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**The pressure to reduce spend and upfront infrastructure costs shifts IT priorities to evaluate pay-per-use, subscription-based solutions. DMaaS can reduce total cost of ownership.**

## Save on infrastructure costs

With traditional and self-deployed data backup and recovery solutions, organizations need to invest heavily upfront on expensive hardware purchases and other infrastructure expenses.

With a SaaS-based backup and recovery solution, such as the one offered by Metallic, organizations can engage a DMaaS solution that's centrally hosted in the cloud with no servers, appliances or storage arrays that organizations must purchase or maintain, particularly in the case of protecting SaaS workloads like Office 365.

## Infrastructure spend shifting from CapEx to OpEx

Source: ESG, 2021 Technology Spending Intentions Survey (January 2021)



**8%**  
decrease

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Traditional model with  
upfront infrastructure  
investments



.....  
Consumption-based  
model with pay-per-use  
infrastructure

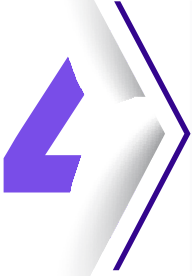
**6%**  
increase

## No need to build or maintain – highly available & highly resilient

SaaS-based data protection also does not require annual maintenance, installation, patch management, updates or upgrades, or third-party services. There are no network, hardware, or infrastructure management issues to worry about. A SaaS data protection solution like Metallic provides organizations a highly resilient and highly available environment with robust capabilities out of the box and requires no administration overhead to maintain.

## No more over- or under-sized storage

Knowing how much data storage you need can be more of an art than a science. Organizations can purchase a certain amount of storage in-house, but there's always the risk that it will be under- or over-sized. Pay-as-you-go with SaaS data protection solutions like Metallic provide an ideal option to cost-effectively manage storage amounts as the data storage needs grow and as the company scales. Advanced deduplication features in Metallic also give organizations the advantage in optimizing storage over other self-deployed software data protection solutions.



**SLAs are critical and have an impact on revenue. A DMaaS solution with the right flexibility can deliver performance across on premises and cloud environments.**

### **Fast recovery for hybrid environment and cloud applications with DMaaS**

With SaaS data protection like Metallic, customers can engage flexible storage solutions that enhance protection of their data across hybrid environments, including remote, on-premises, and cloud environments. Cloud data can be backed up directly to the cloud, while on-premises data can be backed up and restored from local storage, even sending a copy to the cloud for air-gapped ransomware protection. DMaaS also provides storage near production workloads that is essential for rapid data recovery.

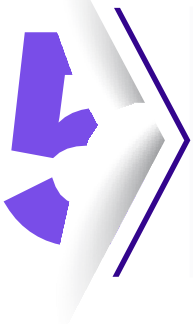
### **Granular recovery and indexing for fast return to productivity**

Having a solid backup and recovery solution with advanced features, like anomaly detection and granular restore, is critical to limiting cyber-attacks and helping to quickly restore productivity after an attack. DMaaS solutions such as Metallic can protect organizations with enterprise-grade features like anomaly detection and granular, flexible restore in a SaaS-based platform for easy, fast recovery.

Granular recovery gives organizations the ability to quickly find and recover the data needed for restore. In the event of a data breach, IT can recover data and get employees up and running as quickly as possible. Less sophisticated data backup and recovery solutions may not include features like global indexing with search and granular recovery, delaying the productivity of the employees affected.

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There is an ongoing need to implement scalable solutions with capabilities for IT teams to have remote monitoring and management to support business demands. DMaaS delivers flexible scale.



### Scalability to handle environments of any size

Flexibility in retention and storage of SaaS-delivered data protection provides scalable protection as organizations grow. DMaaS uses the expansive resources and ease of cloud to back up data so there are unlimited resources for organizations to leverage. With a DMaaS solution like Metallic, organizations can move seamlessly from 10 users to 10,000 users – or from 10 to 10,000+ TB of data - without worrying about performance, storage or retention.



### Remote management and time savings with enterprise-grade capabilities in SaaS

Additionally, SaaS-delivered data protection allows IT teams to do more with less and have remote management to meet the work-from-home trends. DMaaS solutions are always available and secure without routine maintenance or administration. With enterprise-grade capabilities built-in, IT teams can automate and save time and resources to focus on other business critical operations.

## Proven data protection with Metallic

Metallic, a Commvault venture, was established to bring next-generation data management as a service to the market, delivering Commvault's powerful core technology simply through the cloud. Metallic is based on trusted leadership of Commvault, the only vendor to ever receive the highest score across all three use cases in the 2021 Gartner Critical Capabilities for Enterprise Backup and Recovery Software Solutions, two years running, as well as being named a leader 10 years in a row.

Other vendors who do not offer flexible delivery models, and lack a true SaaS-delivered solution are limiting customers' ability to modernize, simplify and save. In addition, no other DMaaS solution has innovated more quickly than Metallic since its launch in 2019, with comprehensive protection and coverage for modern workloads through a single pane of glass. Organizations get access to data protection across on-premises and cloud environments including Azure, AWS, Oracle, SAP HANA, VMs, containers and all Kubernetes; SaaS applications such as Office 365, Dynamics 365 and Salesforce; file and object data; and also endpoints.

With Metallic, customers get a proven hybrid cloud backup with ultimate scale and proven security via simple SaaS management.



Ready to learn more about Metallic and how you can modernize your data protection for savings and security? **Schedule a demo with Metallic today.**