



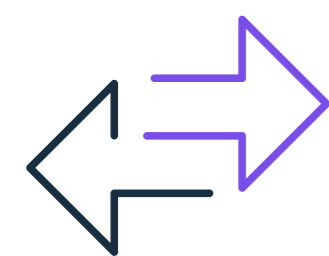
Why wait for SaaS-delivered data management?

5 building blocks to hybrid cloud success

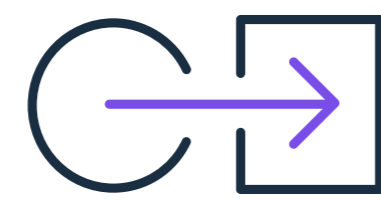
Welcome to the new reality of data management

Whenever disruption occurs, the longer your organization takes to react to it or adapt to it, the more growth and revenue you'll miss out on. As data management trends tip toward as-a-service delivery, a SaaS-delivered solution can empower your company's digital transformation. The big question you should always be asking right now is:

Why wait?



The world keeps changing



Your tools and business priorities keep evolving



And the risks keep rising

The disruption of the past year has accelerated massive corporate digital transformation, with 90% of companies reporting cloud usage in 2021 higher than initially planned.¹ Many of those companies are now assessing these changes to determine how they can optimize and better manage their hybrid cloud environment, including the growing need to safeguard data no matter where it lives.

As companies grapple with growing data management challenges, CIOs need smart and flexible solutions for managing data across hybrid environments. Simultaneously, SaaS-delivered data management options are expanding, with IDC predicting that DPaaS (data protection as a service) would surpass traditional solutions as early as 2021 – this year.²

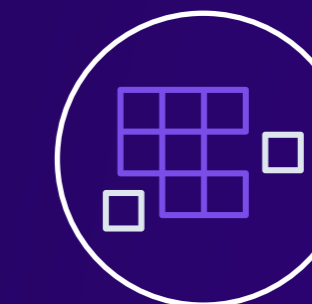
Companies are looking for agile solutions that are:

- ✓ Quick to implement
- ✓ Minimal-to-no upfront costs
- ✓ Simple to manage
- ✓ Able to reduce infrastructure footprint

However, to date, limited or inflexible options across vendors may have kept companies from adopting a SaaS solution to safeguard and manage their data.

Companies who want to benefit from cloud-delivered solutions must demand the necessary breadth, flexibility and security to meet their needs not only today, but as their business continues to evolve. If the past year is any indication, the pace of change for IT organizations will only increase.

Growing challenges of data management



Managing data sprawl



Securing data from ransomware attacks



Controlling costs & managing infrastructure



Driving compliance



Privacy & data security requirements

A clear SaaS vision for today's CIOs

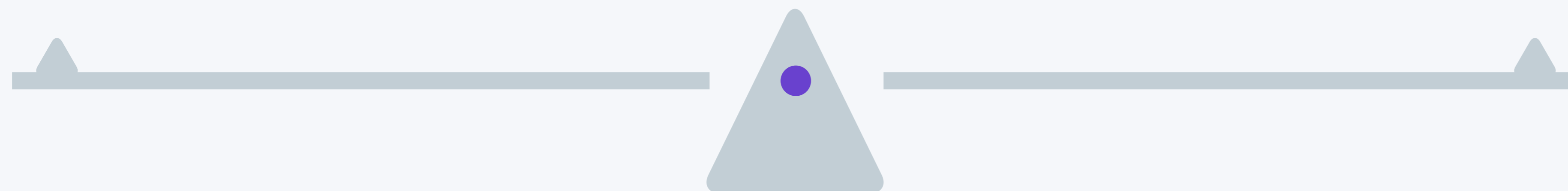
When plotting out the best ways to adopt SaaS-delivered data management, it's essential to consider the impact to your IT and your business strategy.

Hybrid IT is the reality for the foreseeable future

While companies are increasingly moving to cloud, others are moving select applications back on-premises, maintaining hybrid environments for the foreseeable future.

An IDG survey showed a self-estimated **29% increase over the next 18 months** in number of customers who are operating as “mostly cloud” or “all cloud”³

However, **27% of companies** are also moving select applications to on-premises, maintaining hybrid environments for the foreseeable future³



In addition, the digital transformation journey is contributing to enormous data sprawl across cloud and on-premises environments. As companies are caught between realities of cloud and on-premises, app modernization imperatives, and SaaS adoption, the data sprawl that ensues can create complexities that make it hard to mitigate risk of ransomware,

ensure compliance, and protect against data loss. This shift has only accelerated the need for simplified data management solutions that can handle hybrid operational strategies and help companies close the gap between where they are today, and where they need to be tomorrow.

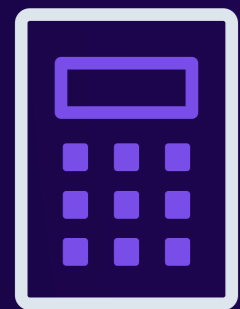
78%
of companies
report using
hybrid cloud
today, with 50% of
workloads running
in public cloud.¹

SaaS solutions can bridge the resource gap

With the right support for hybrid cloud environments, data protection delivered as a SaaS solution has the capability to bridge an important gap for many companies that don't have the skills, resources, or budget to handle their data backup and recovery needs

through a traditional self-managed software solution. Companies are also preferring to leverage existing staff and resources on transformational activities, rather than managing and maintaining infrastructure related to data backup and recovery.

SaaS-delivered solutions can provide that freedom, and include benefits such as



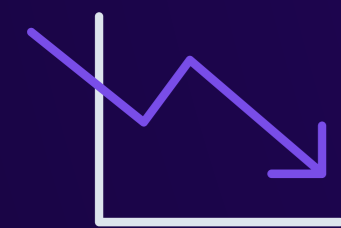
Capex to opex

Shifting from a capex to opex operational model frees up resources that would be otherwise dedicated to overseeing onsite infrastructure, lowers capital cost, and reduces budgetary restrictions.



Air-gapped security

Air-gapped copies of cloud data can ease the impact of digital threats such as ransomware and allow for faster, fuller recovery of business-critical data.



Reduced TCO

SaaS-delivered data management can generate ongoing savings in areas such as Microsoft Office 365 usage, admin resources, and even staff training.



Simplified management

Instead of dealing with many different vendors or disparate services, a single platform SaaS solution can streamline your data management and protection, while eliminating the need to manage your own backup infrastructure.

Proactive data protection trumps reactive damage control

The world won't wait for you. Change is happening and is only going to accelerate with each passing day. At the same time, the threats continue to rise and the cost of data breaches increases.

In the last 24 months alone
93% of global organizations

have been attacked by ransomware⁴

Lack of resources / expertise

remains one of the top challenges for enterprises transitioning to cloud.¹

A single hour of downtime

costs the average business more than

\$100,000 USD⁶

How do you combine the data management solutions you need for any phase of your transformation journey?

Simple.

Partner with a single vendor who offers breadth of coverage today with scale and flexibility for the future.

What's an IT leader to do?

When considering SaaS-delivered data management to help achieve your digital transformation goals - while mitigating the risks of data sprawl - here are 5 critical building blocks to help you succeed:

#1

Stay SaaS protected

SaaS data management has become one of the primary approaches for modern enterprises for good reason. Currently, 89% of companies employ SaaS,⁸ and productivity in those companies is driven by SaaS applications such as Office 365 and Microsoft Teams, or Microsoft Dynamics 365.

The shared responsibility model for managing SaaS applications, including Office 365, Dynamics 365, and Salesforce, dictates that data backup and recovery is the responsibility of the customer. SaaS applications must have dedicated solutions in place for the long-term to protect data from threat of ransomware attack, internal malicious actors, accidental deletion

or corruption. And for companies who are running critical productivity and customer engagement applications in the cloud, pairing SaaS-delivered data backup and recovery capabilities is a seamless option.

Look for a comprehensive solution like Metallic™, SaaS-delivered data protection from industry-leader Commvault, to ensure broad coverage within each SaaS application. For instance, when protecting Office 365, look for robust coverage for Microsoft Teams, not only backup for mailboxes, SharePoint, or OneDrive.

#2

Think hybrid first

As companies take a hybrid approach to technology and infrastructure, IT leaders should look for solutions that allow seamless management of both cloud and on-premises data, without degrading performance. Companies should have the freedom to backup and restore broad data types to the appropriate target - to cloud or on-premises storage - as well as to send secondary backup copies to Azure for long-term data retention and air-gapped ransomware protection as needed. Cloud-based data protection solutions that don't provide on-premises data management

options can have customers waiting up to 10 days for a restore.

On-premises and cloud data shouldn't require mutually exclusive data protection and management solutions. Thanks to Metallic offering unique storage flexibility, companies can seamlessly back up to cloud or on-premises, with single pane of glass management. Customers can control and protect their on-premises data through a simple SaaS-delivered solution, without data ever having to leave on-premises.

“

By the end of 2021, 80% of enterprises will put a mechanism in place to shift to cloud-centric infrastructure and applications twice as fast as before the pandemic.



ANALYZE
THE
FUTURE

IDC Info Snapshot, sponsored by Microsoft,
Doc #US4697620

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#3

Start planning tomorrow's migration today

As your data migrations and backup needs rise, your data management solution should operate seamlessly across cloud instances and on-premises infrastructure to handle your enterprise-critical workloads. These workloads can include SAP HANA, Microsoft SQL and Oracle databases, for instance. By anticipating where your data will be processed, you

can ensure the management solutions are already in place to keep it secure whether at rest or in flight.

In addition, putting your data protection in the cloud with a SaaS-delivered solution can be an effective early step to a planned migration, setting the table for your cloud transformation.

#4

Keep your app journey secure end-to-end

As you transition from traditional application platforms to containerized approaches such as Kubernetes, your data protection and security must remain a top priority. With stateful enterprise applications moving into containers, the protection needs have changed, shifting to backing up the Kubernetes application and its associated data, images, and cluster control plane.

While high availability can indeed bring back the containers during disaster scenarios, the application cannot recover and be fully operational if the underlying data is corrupted or lost. Protecting your Kubernetes data ensures full recovery, rapidly restoring applications with minimal disruption to business. Metallic also offers SaaS-delivered protection for Kubernetes, supporting all CNCF-certified distributions.

#5

Engage centralized management

Avoid tacking on a bunch of different tools and platforms that create overly complex data management and protection interfaces. A solution that operates through a single-pane-of-glass dashboard lets all your workloads be protected while your data protection remains as efficient and comprehensive as possible.

Metallic provides this critical visibility and simplified workload with the ability to manage any data,

anywhere, all from one console. Integration with Commvault Complete Data Protection through a central Command Center means customers can select both SaaS- and self-managed solutions if their strategy requires, and still enjoy industry leadership.

With the addition of Commvault HyperScale X for Metallic, companies can store backups locally for speedy recovery of large on premises data sets.

“

We are able to have all of our backups in the cloud now, and were even able to leverage our existing Azure storage. With Metallic, we no longer have to manage and maintain physical hardware which makes us financially and even technically more efficient.

— Jeff Day
Systems Technical Supervisor,
State of Nevada Department of
Transportation*

”

“

We're more efficient in all of our backups for Office 365 because it's in a single pane of glass.

— Kristian Smith
Manager of Technical Services
& Support at Linamar**

”

Your next steps to SaaS data management

So, why wait?

You see the mounting realities putting pressure on your need to safeguard and manage your data on all fronts.

Ransomware attacks are increasing every day.

Your online collaboration tools demand compliant protection solutions.

The current remote workforce puts endpoint devices at constant risk for security breaches.

Your business is using cloud-based solutions more every day.

Now's the time to invest in the SaaS-delivered solution that you need to protect all your data immediately—while having the flexibility and scalability to grow with your future data management needs.

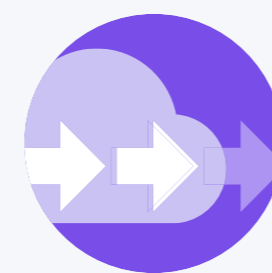
The gold standard in Data Management-as-a-Service

Hybrid Cloud Data Protection



**Metallic™
VM & Kubernetes
Backup**

For VMware, Hyper-V, VMC, Azure VM, AVS, Kubernetes



**Metallic™
Database
Backup**

For Microsoft SQL Servers, Active Directory, SAP HANA and Oracle



**Metallic™
File & Object
Backup**

For Windows Server, Linux/UNIX, Azure Blob & Files

Cloud Storage



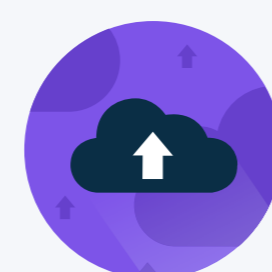
**Metallic™
Cloud
Storage**

SaaS Applications



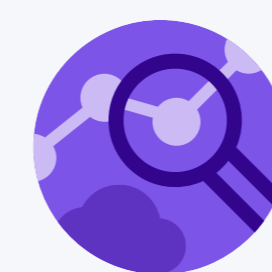
**Metallic™
Backup for
Office 365**

For SharePoint, Exchange, OneDrive, Teams, Project



**Metallic™
Salesforce
Backup**

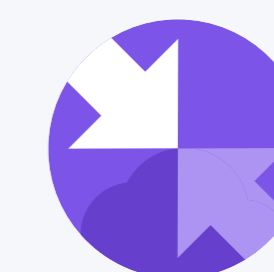
For Sales, Service, and Financial Cloud



**Metallic™
Backup for
Microsoft
Dynamics 365**

For production and sandbox environments

Endpoints



**Metallic™
Endpoint
Backup**

For laptops and desktops



“

With Metallic, Commvault is setting itself as the Gold standard for Enterprise BaaS (Backup as a Service) with a belief that no workload should be left behind; be it at the Edge, in the cloud, on premise or in the Data Center. That these should all be served in a fast to configure, protect anywhere, single pane data model backed by Commvault and Microsoft as trusted brands.

— Ian Moyses, Cloud Matters
Cloud Industry Thought Leader & Social Influencer*

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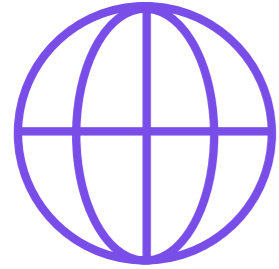

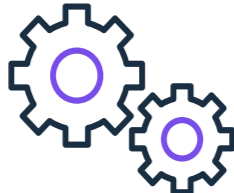



Metallic SaaS + Microsoft Azure

The answer you're seeking

Metallic™, a Commvault venture, was established to bring next-generation software-as-a-service (SaaS) data protection to the market, delivering Commvault's powerful core technology simply through the cloud. A cloud-native solution built with the best of Azure PaaS and native services, Metallic delivers unmatched Commvault technology together with the durability, scale and security of Microsoft Azure. Commvault and Metallic, together with Azure, are leading in the evolution of the data management industry—with an enterprise-grade SaaS solution.

Metallic SaaS, with the power of Azure, is:

 <p>Available in 24 countries across the globe</p>	 <p>Protecting workloads in everything from SaaS applications and endpoints, to Kubernetes to SAP HANA, on-premises or in Azure</p>
 <p>Constantly adding new abilities and features such as eDiscovery, fast and flexible restore of Microsoft Teams data for Office 365 backup, and unique edge management capabilities</p>	 <p>Winning awards such as Best of VMWare, the Gold Stevie in Cloud Storage and Backup, and the #1 spot in SaaS Backup on IT Central Station</p>

Defining the Gold Standard



“
The rise in both remote work and potential data risk is driving strong demand for cloud-based data protection solutions – with the continued expansion of Metallic’s SaaS Plus portfolio, Commvault has created an impressive backup-as-a-service ecosystem – a comprehensive range of offerings supporting enterprise-wide workloads to the backup target of choice, whether it’s on-premises, in the cloud, or to the HyperScale X appliance.

— Vinny Choinski
Enterprise Strategy Group Sr.
Validation analyst

”

United for a best-practice solution: Metallic and Microsoft



The recognized leaders

Based on industry-leading Commvault technology, recent Metallic accolades include 2020 Gold Stevie® Award for Cloud Storage & Backup Solution.

Microsoft provides the gold standard enterprise cloud workloads with more than 95% of Fortune 500 companies using Microsoft Azure.

The power to scale

Scale from 10-10,000+ terabytes or more as the amount of data you have continues to grow with straightforward, tiered pricing. You pay only for what you use.

Global reach and scalability: With datacenters in 60+ regions and 140 countries, Azure provides a global reach with a local presence to reduce the cost, time, and complexity of operating a global infrastructure.

A foundation of experience

More than 100,000 organizations rely on Commvault – so we know what it takes to accelerate digital transformation.

Secure, trusted, and compliant, Microsoft leads the industry with 90+ compliance certifications, backed by 3,500 cybersecurity experts.

Ahead of the innovation curve

In winning the Best of VMworld Award, judges remarked that Metallic is “cloud-based backup done right for a change.”

Microsoft has added over 1,000 new capabilities in the past year that help you build the latest advancements in AI, blockchain, Kubernetes, containers, and databases.

Flexibility for backup on your terms

Metallic has breadth of coverage and flexibility to safeguard everything from endpoints to SaaS applications to enterprise-critical datacenter workloads and on-premises and in the cloud—all with a simple BaaS solution.

With Azure, you choose. You can build, deploy, scale, and manage servers, services, and applications across a global network of datacenters.

Commvault, Metallic, and Azure have united to meet companies where their greatest needs are for data management while also enabling them to overcome the data challenges tomorrow will bring. Through its scope and flexibility, Metallic is helping customers make the most of their entire data infrastructure while harnessing the benefits of a SaaS-delivered solution and enjoy uncompromising security and peace of mind.

Reach out for your demo today

Sources

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