COMMVAULT®

▶ Infrastructure as a Service (IaaS) Backup

DELIVERING AN EASILY SCALABLE, FEATURE RICH MULTI-TENANT SOLUTION

▶ KEY BENEFITS

Lower Infrastructure Costs – Commvault software's singular platform shares heterogeneous storage infrastructure across backup, archive and replication managed from a single console.

Add New Revenue Streams – Commvault's modular product offering allows you to implement your backup solution first, then add functionality to address disaster recovery, archiving and eDiscovery over time, scaling up to thousands of servers, without having to deploy additional software products.

Improve Operational Efficiency – Scalable multi-tenant architecture offers built-in data compression and deduplication across backup and archive data copies, to increase performance and infrastructure efficiency.

Rapidly Scale – Commvault service offerings grow with your business. Start small, go BIG, there is no need for a major re-design or platform upgrade to meet your growth needs.

Increase Productivity – Workflow automation, reporting tools, and self-service features reduce staff time spent on manual tasks, while increasing visibility into operations.

Guarantee compliance and security - From encryption to granular, policy-based controls, deliver the compliance and security features needed for even the most regulated data and applications.

▶ See how Ubistor protects its enterprise and delivers managed services based on the Commvault platform. **Read the Case Study**.
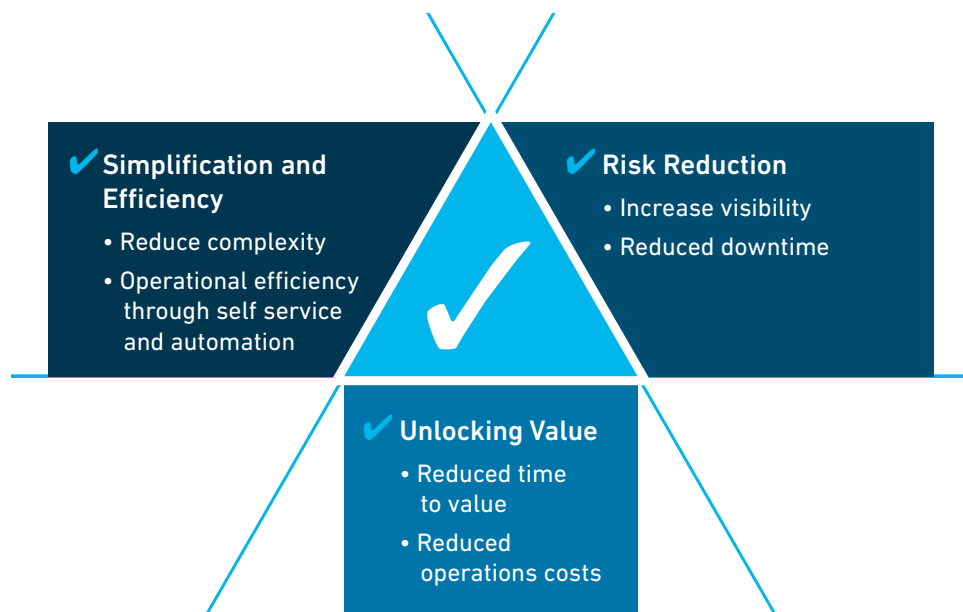
▶ BUSINESS CHALLENGES

While customers' reasons for choosing an Infrastructure as a Service (IaaS) environment differ, the expectations generally remain the same – a highly available, protected, managed environment. Including predictable costs, and subject matter expertise required to operate the environment as part of the service.

Furthermore, many do not look at their data protection needs, for those active workloads, until a disaster occurs. Opting instead to operate an expensive backup environment against the Managed IaaS offering. This creates unnecessary consumption of resources, administrative overheads and additional hidden costs. In many cases, customers do not realize they can save both time and money, and improve their ability to restore data and services by switching to an IaaS backup offering.

Infrastructure as a Service Backup powered by Commvault, presents an opportunity for customers to address critical infrastructure pain points by packaging the technology and expertise into a single offering.
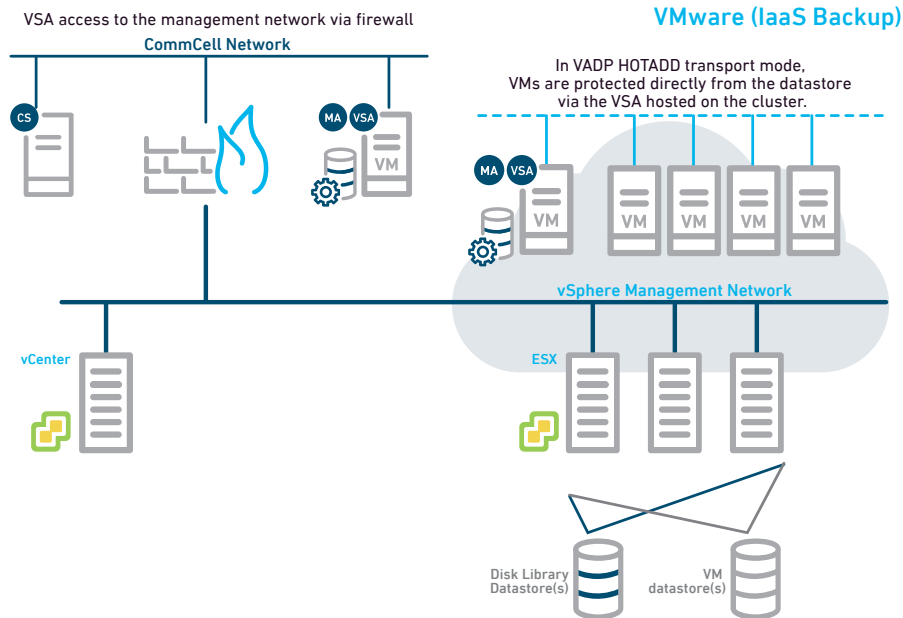
- Cost-effective and reliable modern data protection for IaaS workloads
- Predictable data protection costs through well-defined service plans
- Enhanced capabilities and reduced administrative overhead with self-service restore
- Eliminate the need to acquire, implement and absorb costs associated with acquisition of backup software and subject matter expertise in-house

✔ Simplification and Efficiency
- Reduce complexity
- Operational efficiency through self service and automation

✔ Risk Reduction
- Increase visibility
- Reduced downtime

✔ Unlocking Value
- Reduced time to value
- Reduced operations costs

IaaS Backup explores an example cloud-enabled managed service offering designed to deliver the benefits outlined above in a standardized model. This offering delivers consumption and provisioning attributes compatible with managed service partner go-to-market models.

Commvault's experience in data management delivers top-of-the-class features and functionality required to power and manage a IaaS Backup offering at scale. This increases the value proposition and go-to-market power for a MSP.

▶ SOLUTION DIAGRAM

VSA access to the management network via firewall
CommCell Network

VMware (IaaS Backup)

In VADP HOTADD transport mode,
VMs are protected directly from the datastore
via the VSA hosted on the cluster.

CS

MA VSA

VM

MA VSA

VM VM VM VM VM

vSphere Management Network

vCenter

ESX

Disk Library
Datastore(s)

VM
datastore(s)

IaaS Backup powered by Commvault VM based Distributed Deployment

▶ SOLUTION DETAILS

INFRASTRUCTURE AS A SERVICE BACKUP (IAAS BACKUP)

Infrastructure as a Service Backup is a cloud-enabled managed service offered to tenants running workloads on the MSP's IaaS layer. Tenants of the services can opt to provide virtual machine-level coverage for a subset or all of their systems under a service plan. The service plan includes, service options and extras allowing for further customization within the subscription. IaaS backup includes the following features and capabilities:

- Agent-less, hypervisor / virtual machine image-level protection
- Choose from multiple service plans
- Customize service pans with options to enable additional coverage
- Service reporting
- Alerts and notifications
- Recovery options outside of virtual machine image-level restore:
  - Application / database-level recovery
  - Granular file-level recovery
  - Individual virtual machine disk / volume restore
  - In and out-of-place recovery options
  - Self-service restore support
  - Customizable schedule, retention and storage options
  - Data encryption options

▶ DIRECT DELIVERY MODEL CAPABILITY

Depending on the Service Providers strategy, tenants can opt to consume the service as a cloud enabled managed service with a self-service element or a fully managed service (through the 'Managed Service' option) depending on their preference. In the case of a fully managed service the service provider adopts responsibility for all self-service operations on behalf of the tenant.

▶ SERVICE PLANS

Service Plans define the frequency (schedule) for which the backup operations run, number of copies, retention and service levels. IaaS Backup offers 3 Service Plans from which you can deliver varying performance objectives out of the box. That doesn't limit the offering as customized Plans can also be launched to support any advanced objectives that may be required. Services can be offered that align to specific RTO/RPO objectives that allow a MSP to expand their Service catalogue and revenue streams.

BENEFITS

- Standardized out of the box plans reduce selection options and speed time to launch
- Customizable to offer SLA's to support business or compliance needs

▶ SERVICE OPTIONS

Service Options are available as add-on which elevate the Service Catalogue and increase the customization and revenue capabilities for the Service Provider. These allow the Service Provider to offer a differentiated value add to their customer base to position above their competition.

BENEFITS

- Deliver a differentiated offering to uniquely position your business
- Increase revenue opportunities with expanded catalogue offerings

▶ SUPPORTING YOUR BUSINESS TODAY AND INTO THE FUTURE

What has been outlined is a standardized service offering that allows for rapid deployment, startup and profit. The depth of our product allows a Service Provider to build other as a Service offerings depending on the business strategy and plans, for example, eDiscovery, endpoint, and others.

The Service Provider doesn't have to go it alone. In addition to an easily deployed and quick to revenue service offering we also have teams whose expertise specifically focuses on our service provider partners. From assessment, customized implementations to marketing and business development our experienced service provider partner team can help our partners build out a catalogue in any area they might look to expand into.

Commvault's experience in Data Management delivers unparalleled features & functionality required to power and manage a multi-tenancy offering at scale, increasing the value proposition and go-to-market power for the managed service provider.

▶ **Click here** to learn more about Commvault's Service Provider Program.