

# Dell Backup & Disaster Recovery Suite

Resiliency without compromise.





Resiliency without compromise



1 suite, 3 types of data protection:

AppAssure, NetVault Backup, and vRanger

# Dell Backup & Disaster Recovery Suite

High availability through 288 snapshots/day, Virtual Standby, and Live Recovery



**↓90%** Reduce your data storage footprint by up to 90%

**55%**

Cost savings of up to 55% in environments >250TB

Match your backup to your business

NEW

Scale to protect thousands of VMs via agentless technology



Mix & match to meet RPO/RTO



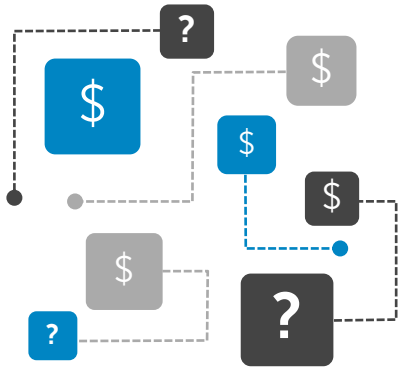
Critical workloads are restored in minutes not hours

# Dell Backup & Disaster Recovery Suite

**Goal:** Stop over paying and under protecting

## Their Solution

- Multiple products
- Partial Protection
- Complex licensing



**Our approach:** Package mission-critical, business-critical and business-important data protection in one very affordable suite

1. One suite, three types of protection
2. Works across physical, virtual or cloud environments with nearly any OS
3. Straight-forward front-end terabyte pricing

## Dell's Solution

- All-inclusive Suite
- Full access to Software Portfolio
- Affordable Price



**Result:** Flexibility to mix and match Suite products to meet your RPO/RTO requirements.

# Business resiliency without compromise

Access to AppAssure, NetVault Backup, vRanger in one all-inclusive Suite

## Get resiliency without having to compromise

- The more you buy the less you pay per incremental TB.
- Purchase the capacity you need today, then grow that capacity as your business grows.
- Start in the tier for the total amount of front end data (TB) needed.

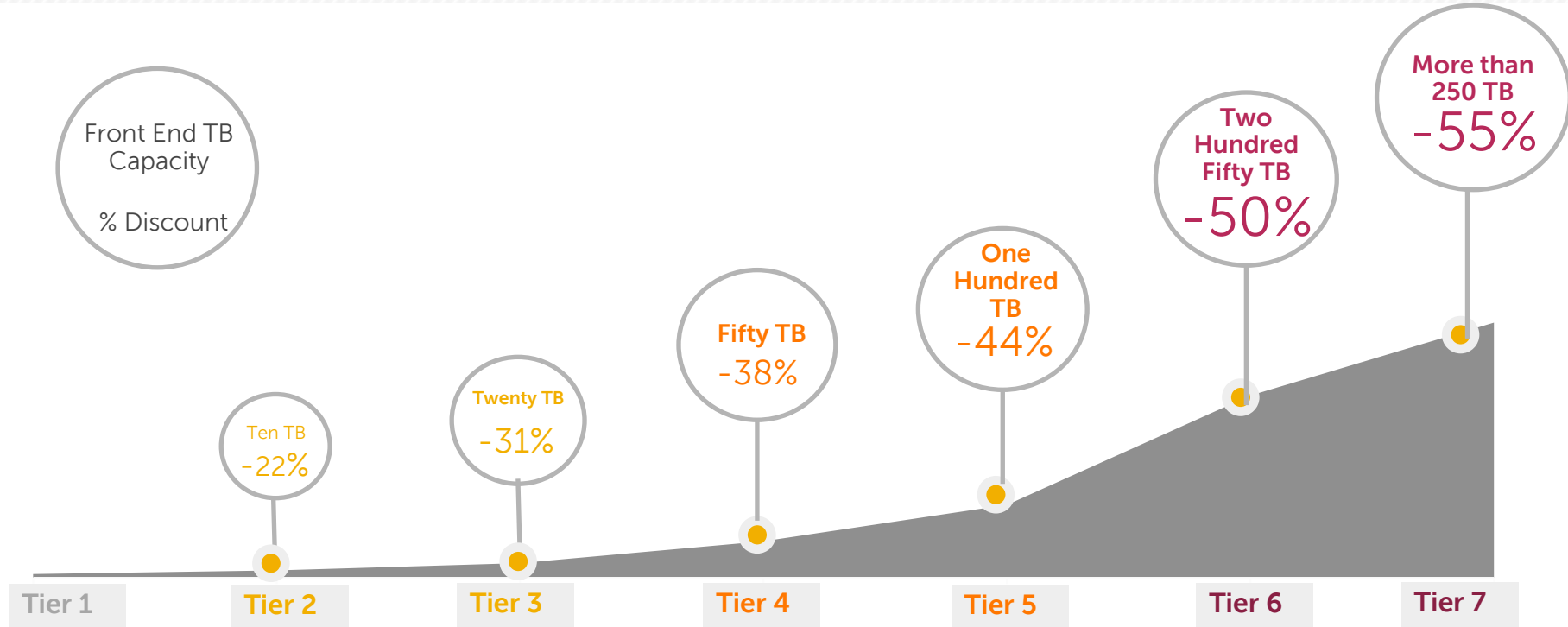
## Define recovery requirements and tier your data based on how vital it is to your business.

- Mix and match Suite products to meet your RPO/RTO requirements.
- Protect vital data every 5 minutes.
- Protect virtual data agentlessly.
- Back up that data to tape.
- Protect Oracle, Sybase, DB2 and many other specialized applications.

Tier	TB
1	1-5
2	6-10
3	11-20
4	21-50
5	51-100
6	101-250
7	>250

# Dell Backup & Disaster Recovery Suite

Price break starts after 5TB of front end data



*Licensing is cumulative; maintain maintenance and never fall back to a lower (higher priced) tier.*

# Match your backup to your business

Get the protection you need across physical, virtual, and cloud and nearly any OS



Scale to protect thousands of VMs via agentless technology, active block mapping, compression, and dedupe.



Protect an enterprise with scalable, unparalleled ease of use.



Provide high availability through 288 snapshots/day, Virtual Standby, and Live Recovery.



Reduce your data storage footprint by up to 90%



Ensure that critical workloads are restored in minutes not hours.



Offer potential cost savings of up to 55% in large environments >250TB.

# What's included in the Backup & Disaster Recovery Suite

One suite, with access to three types of data protection—you don't have to compromise

## AppAssure

- AppAssure Core Server
- AppAssure Agent (which includes Windows, Linux, MS Exchange, SQL Server and SharePoint support)
- AppAssure Central Management Console
- Granular recovery for MS Exchange and SharePoint
- Universal Recovery
- Archiving to the cloud
- In-line deduplication

## vRanger

- VM replication
- Deduplication with NetVault SmartDisk
- Agentless backup for VMware and Hyper-V
- Cataloging

## NetVault Backup Enterprise Edition

- Backup Windows, Linux, Unix and Mac OS
- NetVault plug-ins for VMware, Hyper-V and database applications such as SAP, Oracle, DB2, and more
- Deduplication with NetVault SmartDisk and duplication appliances ( appliances are not included)
- Backup to a variety of tape devices
- Cataloging

## Getting Started Guide

- Best Practices and Suite Implementation

## Remote Implementation Services

- Optional

# Use Case Scenarios



# Dell Backup & Disaster Recovery Suite: AppAssure and NetVault Backup

Enterprise application support and unparalleled system availability

## AppAssure

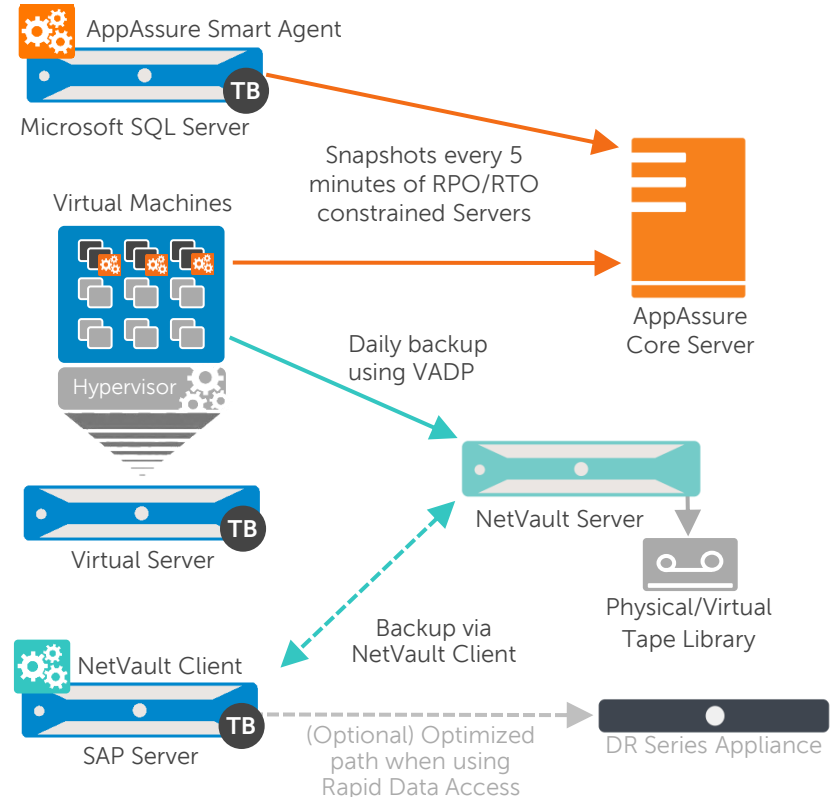
- Protect critical workloads with up to 288 snapshots per day
- Fast recovery times with Live Recovery and Virtual Standby
- Validate backups every night with Recovery Assure
- Granular restore of Microsoft Exchange and SharePoint

## NetVault Backup

- Support for a large variety of operating systems
- Protect database applications such as Oracle, Informix, Sybase, MySQL, DB2, PostgreSQL, SAP and more
- Write AppAssure archives to tape
- Agentless backup for virtual workloads

## DR Series Appliance (separate from Suite)

- Protect massive amounts of data at backup speeds up to 22TB/hr using Rapid Data Access (RDA)



# Dell Backup & Disaster Recovery Suite: AppAssure and vRanger

## Scale in a mixed physical/virtual environment

### AppAssure

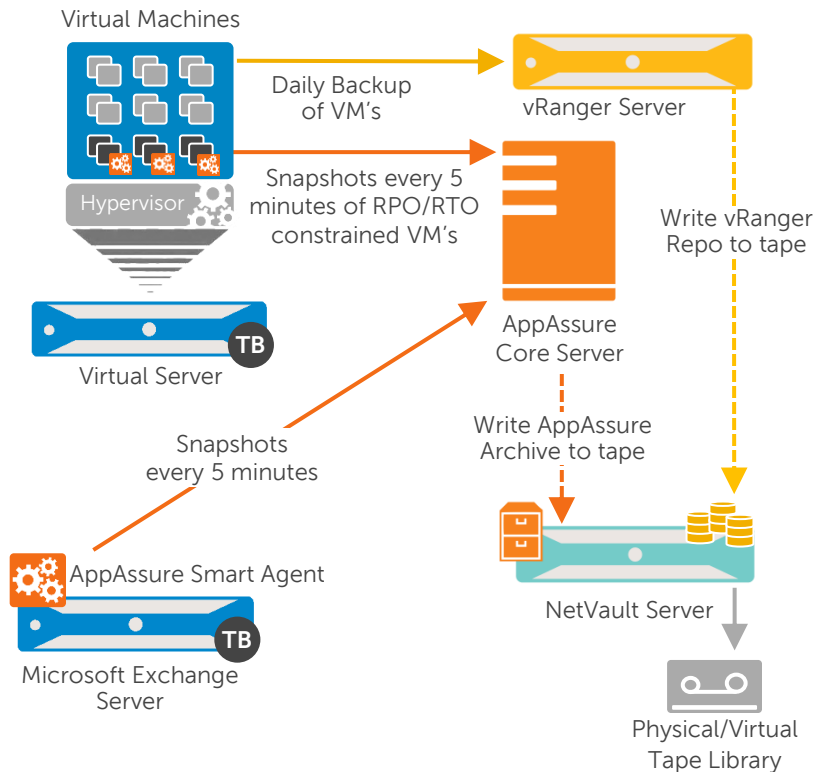
- Protect critical workloads with up to 288 snapshots per day
- Replication easily allows critical machines to be sent off site
- Fast recovery times with Live Recovery and Virtual Standby
- Validate backups every night
- P2V, V2V and P2P recovery of protected machines
- Granular restore of Microsoft Exchange and SharePoint

### vRanger

- Agentlessly protect Hyper-V and VMware VM's
- Easily scale to protect thousands of VM's
- Automatically protect newly added virtual machines
- Quick file level recovery for virtual machines using catalog search
- Speed up backups using ABM and change block tracking

### NetVault

- Write vRanger and AppAssure backups to tape



# Dell Backup & Disaster Recovery Suite: vRanger and NetVault Backup

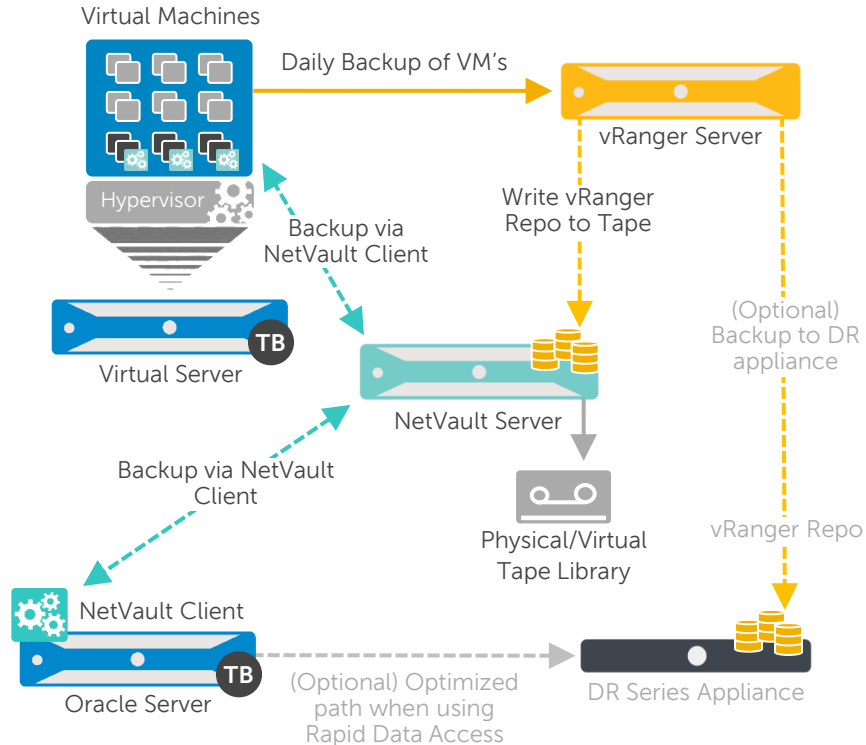
Easily managed, scalable protection for VMware and Hyper-V and site wide enterprise protection.

## vRanger

- Scalable and easy to use for protecting large amounts of virtual machines
- Automatically protect newly added virtual machines
- ABM and CBT improve backup times and reduce required backup space
- Virtual machine replication for fast and easy failover
- Combine with NetVault SmartDisk or DR series appliances for added savings

## NetVault

- Protect applications such as Exchange, Oracle, Sybase, Infromix, etc.
- Supports a broad range of OS's such as Windows, Linux, and UNIX
- Protect physical machines
- Used for BMR and recovery to dissimilar hardware
- Ideal for complex tape and NDMP support
- Protect large amounts of data quickly and can be combined with NVSD or the DR series appliances for efficiency.



# Dell Backup & Disaster Recovery Suite: AppAssure, vRanger, NetVault Backup

Flexibility, scalability, and high availability

## AppAssure

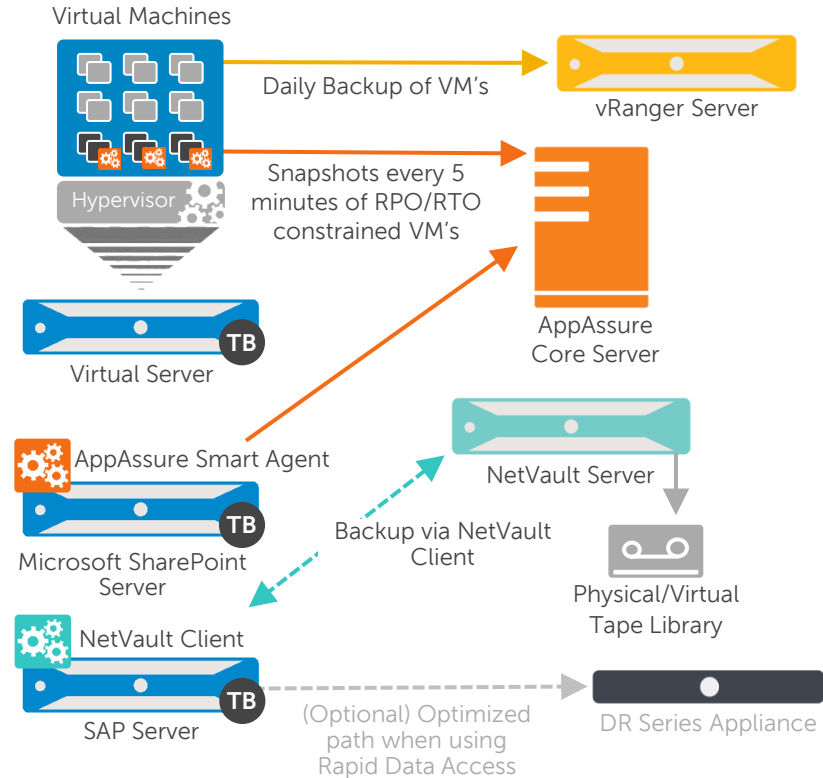
- Protect critical workloads with up to 288 snapshots per day
- Replication easily allows critical machines to be sent off site
- Fast recovery times with Live Recovery and Virtual Standby
- Validate backups every night
- Granular restore of Microsoft Exchange and SharePoint
- P2V, V2V and P2P recovery of protected machines

## vRanger

- Scale to protect thousands of VM's
- Automatically protect newly added virtual machines
- Quick file level recovery for virtual machines using catalog search
- Software deduplication with NetVault SmartDisk
- Speed backups using ABM and change block tracking

## NetVault

- Add to write vRanger and AppAssure backups to tape
- Support for a larger variety of operating systems
- Protect Enterprise applications such as Oracle, Informix, DB2, SQL, Sybase and more
- Ideal for complex tape and NDMP support



# Customer Testimonials

# Maritime Paper Products Ltd.

Manufacturer of quality corrugated products and cartons for the past 75 years

Implemented **Dell AppAssure** award-winning backup and disaster recovery solution for their **critical business applications**.



**693% ROI**  
in two months



**95% savings**  
in storage space



**Minutes**  
to recover lost files

# Cornerstone Community Bank

Focused on delivering friendly, personal service to customers, of which 85% are businesses

## Customer profile



**Company** Cornerstone  
Community Bank

**Industry** Banking and Finance

**Country** United States

**Employees** 130

**Web site** [cscbank.com](http://cscbank.com)

Gained **simplified, fast and reliable** VMware® ESX and ESXi replication, and accelerated data recovery, when it implemented **vRanger**.



Replication time  
**decreased by**  
**67%**



Enabled file-level  
restores in less than  
**5 minutes**



**Improved**  
**accuracy**  
**& reliability**  
of backups

# RUAG services

## Aerospace industry Switzerland

Migrated all backup to **NetVault** because of its robust **cross-platform software** solution.



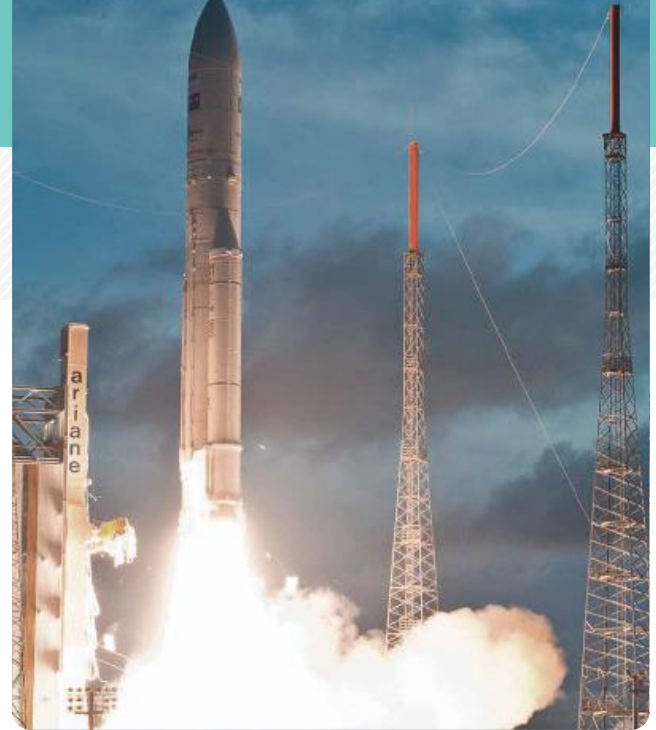
**93% decrease**  
in backup workload



**50% reduction**  
recovery time



**30% savings**  
storage costs





# Dell Data Protection

Matching backup to business

