EXAGRID

Le parachute dans l'avion – le seul stockage de sauvegarde hiérarchisé sur le marché

EXAGRID NOVIPRO

About ExaGrid

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COMPANY HIGHLIGHTS

- 100% focused on backup storage
- Shipping for over 15 years
- Largest independent vendor in the space
- Only Tiered Backup Storage approach
- High Net Promoter Score of +81
- Winner of the most industry awards

LARGE CUSTOMER BASE

- Over 3,800 customers - worldwide
- Appliances certified in over 132 countries
- Installed in 80+ countries
- In-theater customer support worldwide
- 300+ published customer success stories

Recognition from Industry Awards

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STORAGE AWARDS – THE STORRIES

July 2022

- ★ Enterprise Backup Hardware Vendor of the Year

October 2021

- ★ Enterprise Backup Hardware Vendor of the Year
- ★ Immutable Storage Company of the Year

NETWORK computing AWARDS

July 2022

- ★ Bench Tested Product of the Year
- ★ Company of the Year
- ★ Storage Product of the Year

October 2021

- ★ Bench Tested Product of the Year
- ★ Company of the Year
- ★ The Return on Investment Award
- ★ Storage Product of the Year

SDC AWARDS

November 2022

- ★ Storage Company of the Year
- ★ Vendor Channel Program of the Year

November 2021

- ★ Storage Company of the Year
- ★ Storage Hardware Innovation of the Year
- ★ Vendor Channel Program of the Year

Works with Industry Leading Backup Applications Heterogeneous Environments

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Backup Applications

VERITAS
veeam
COMMVAULT
IBM
DELL EMC
MICRO FOCUS
StorageCraft
Zerto
HYCU
BridgeHead
arcserve
Acronis

Applications Direct

Microsoft SQL
ORACLE
Oracle Dump
RMAN Dump
redgate
IBM
IDERA

Linux/UNIX Direct TAR

Linux
Red Hat
ORACLE
Solaris

Legacy Backup Storage Options

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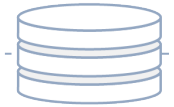
Low Cost Disk

Dell, HPE Nimble, NTAP eSeries,
Cisco 3260, Others



Pros
- Fast for backups
- Fast for restores

Cons
- Expensive for retention
- Vulnerable to ransomware

or

Inline Deduplication Appliance

Dell EMC Data Domain
HPE StoreOnce, Veritas NBU appliances

Pros
- Lower disk usage

Cons
- Slow for backups
- Slow for restores
- Not scalable
- Expanding backup window
- Vulnerable to ransomware
- Forklift upgrade
- Product obsolescence

The Best of Both Worlds: ExaGrid Tiered Backup Storage

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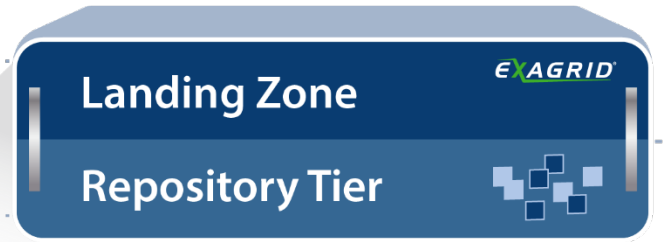
Landing Zone
High Speed Backups & Restores

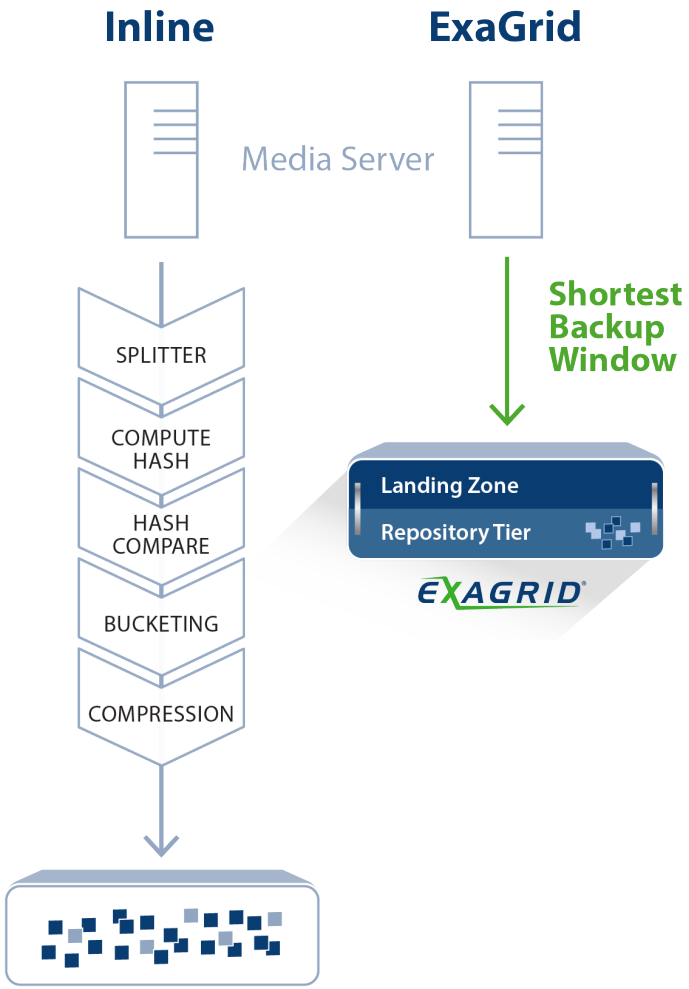
Repository Tier
Current Backup & Retention Data – Deduplicated for Low Cost



Pros

- Fast for backups
- Fast for restores
- Adaptive deduplication – storage savings
- Ransomware recovery solution
- Scale-out
  - Fixed-length backup window
  - No forklift upgrade
  - No planned product obsolescence

ExaGrid: Fastest Backups & Shortest Backup Window



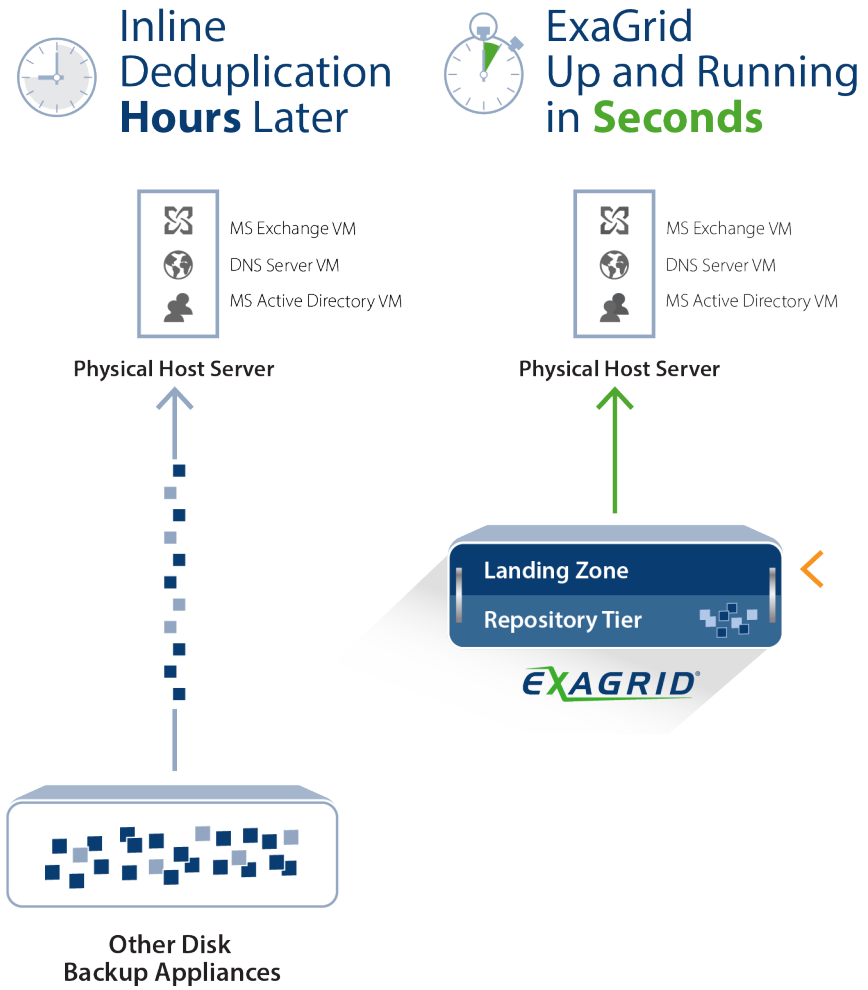
Disk-cache Landing Zone

- Write backups directly to disk
- Avoid compute-intensive deduplication
- Adaptive Deduplication

Benefits

- No inline processes to slow backups
- Fastest backups
- Shortest possible backup window
- Strong offsite RPO

Fast Restores, VM Boots in Seconds to Minutes



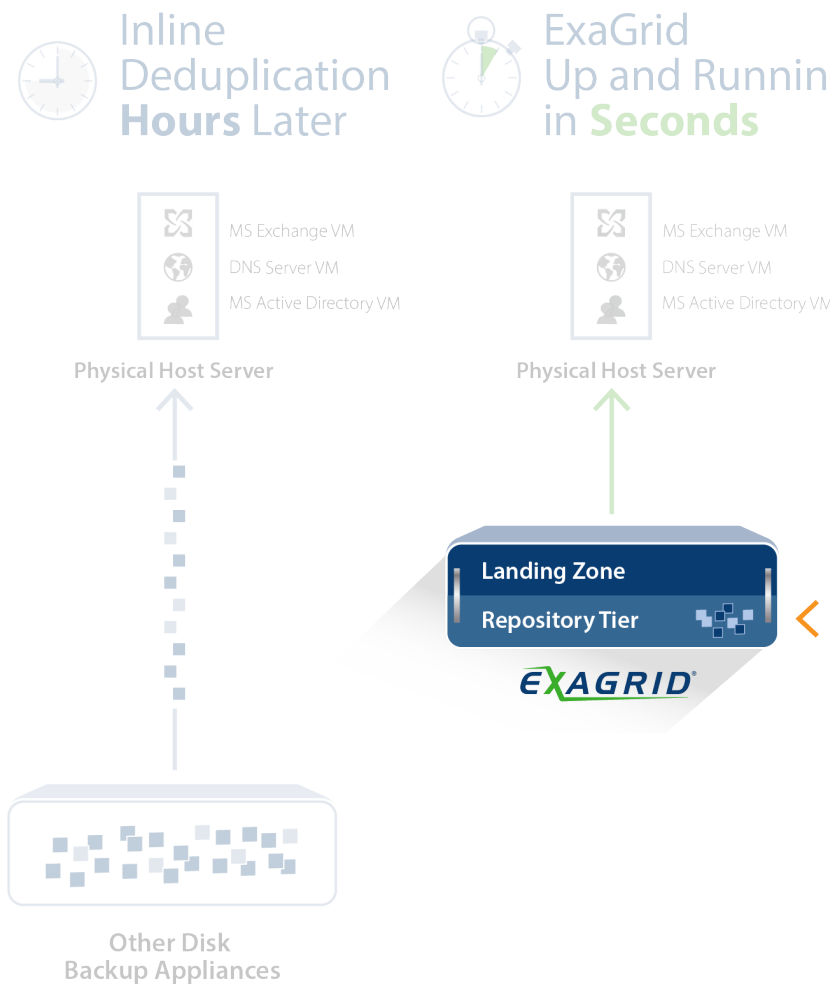
Disk-cache Landing Zone

- Most recent backups are in undeduplicated form
- Eliminates data rehydration

Benefits

- Restores as fast as disk
- Tape copies as fast as disk
- VM boots in seconds to minutes

Fast Restores, VM Boots in Seconds to Minutes



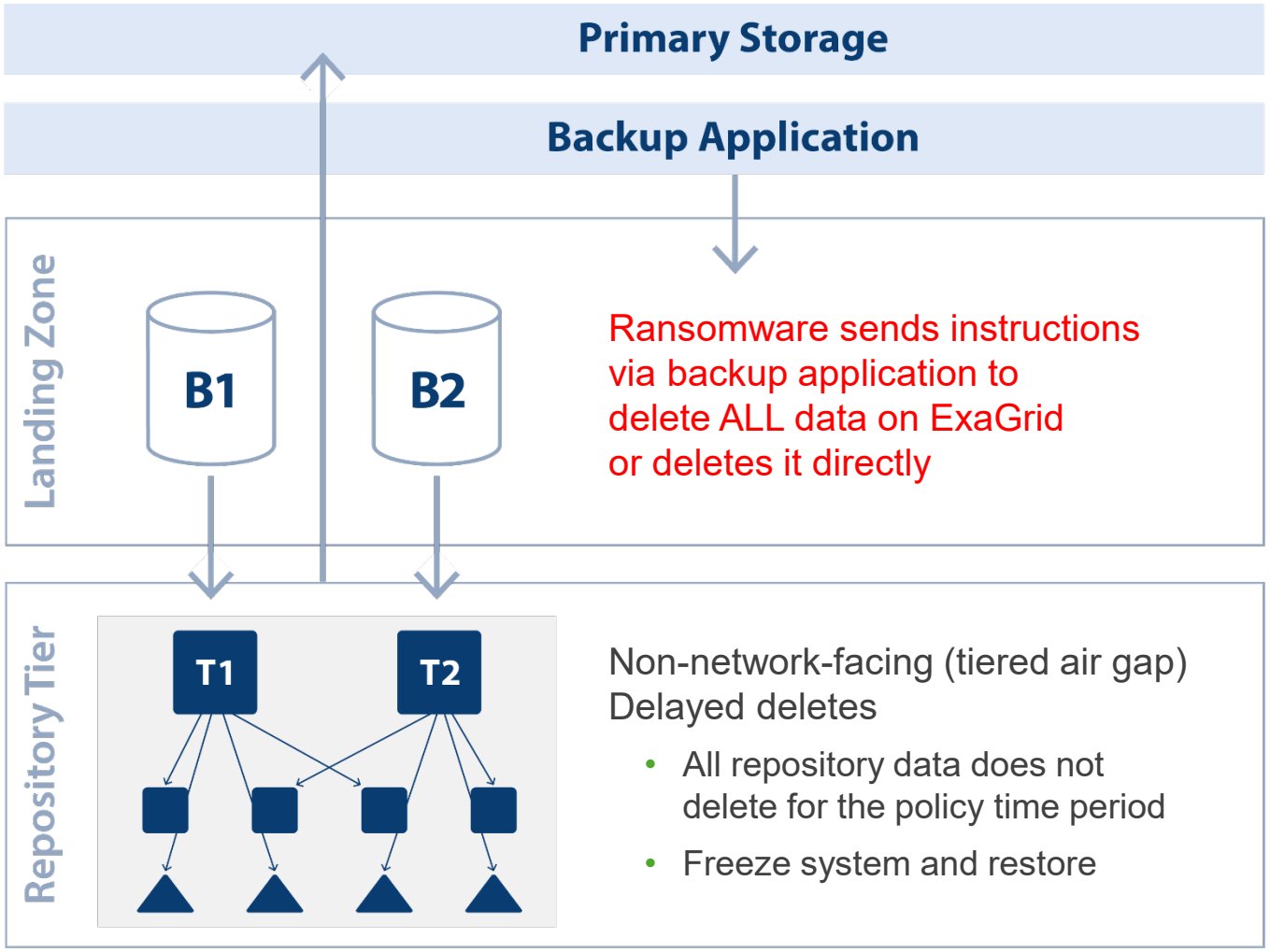
Second Repository Tier

- Long-term retention
- Deduplicated data

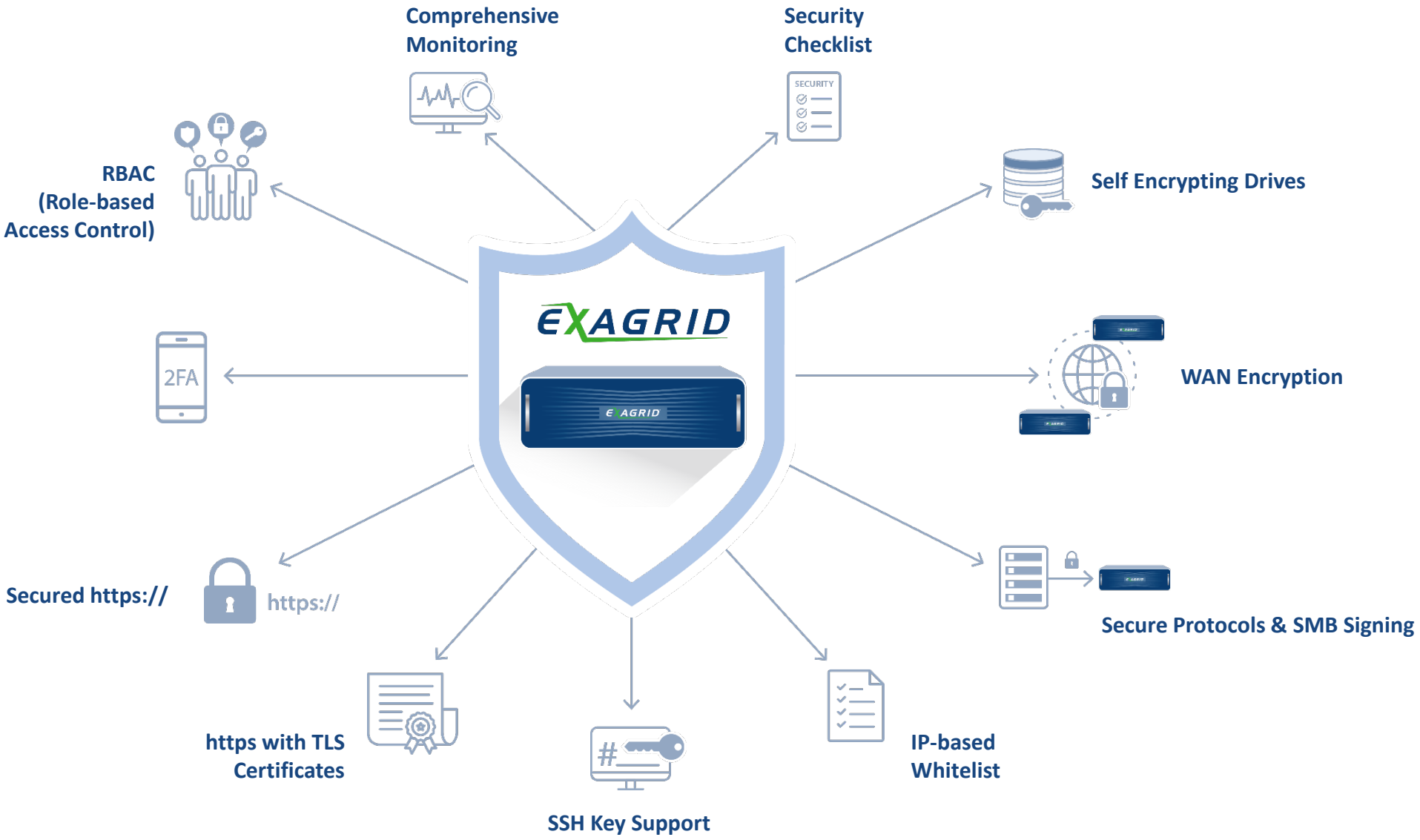
Benefits

- Low-cost long-term storage
- Ready for ransomware recovery
- Non-network-facing tier
- Immutable objects
- Delayed deletes
- Alert on deletes over set threshold

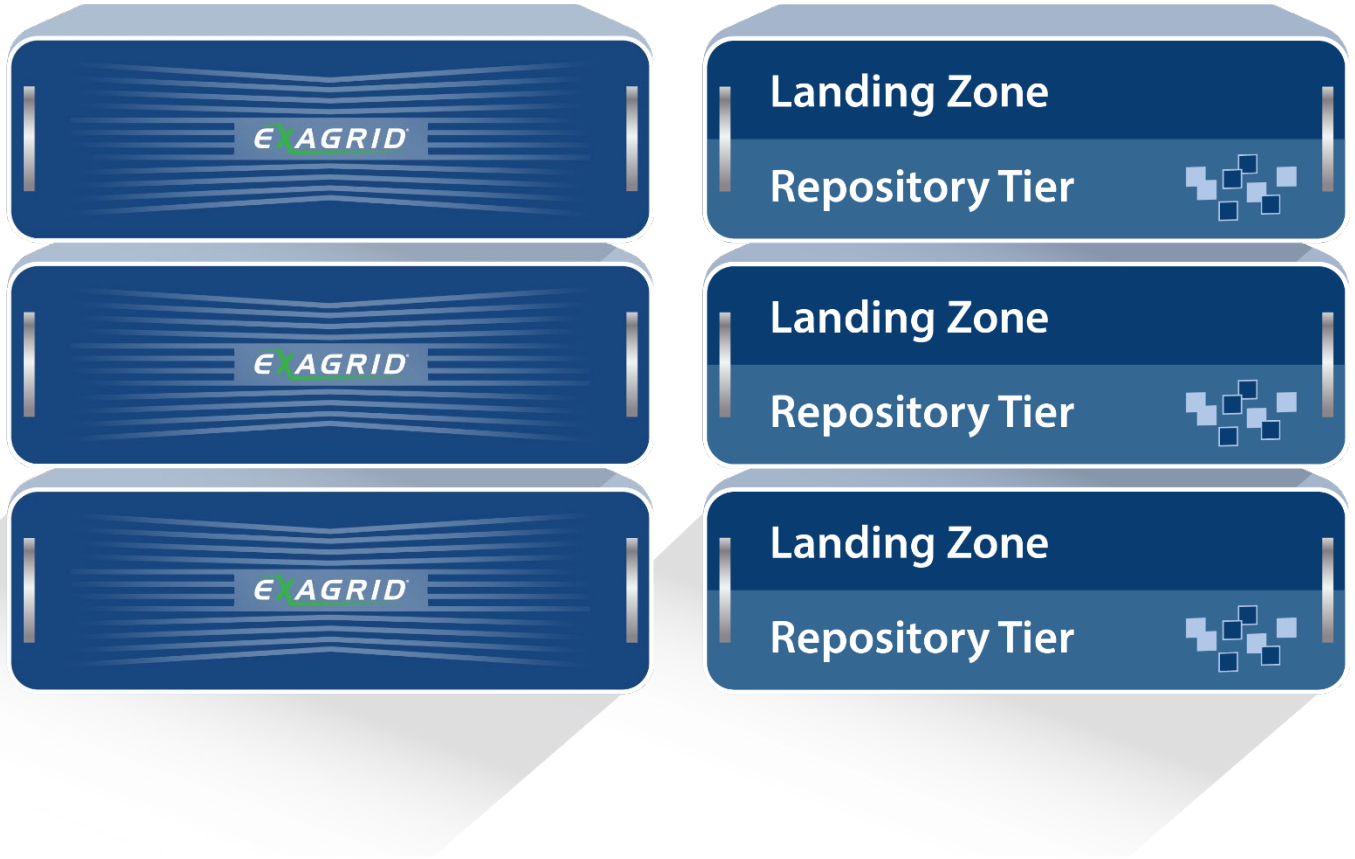
Deletion Protection of Backup Data on ExaGrid



Security Features



ExaGrid Scalability – Scale-out



Fixed-Length Backup Window

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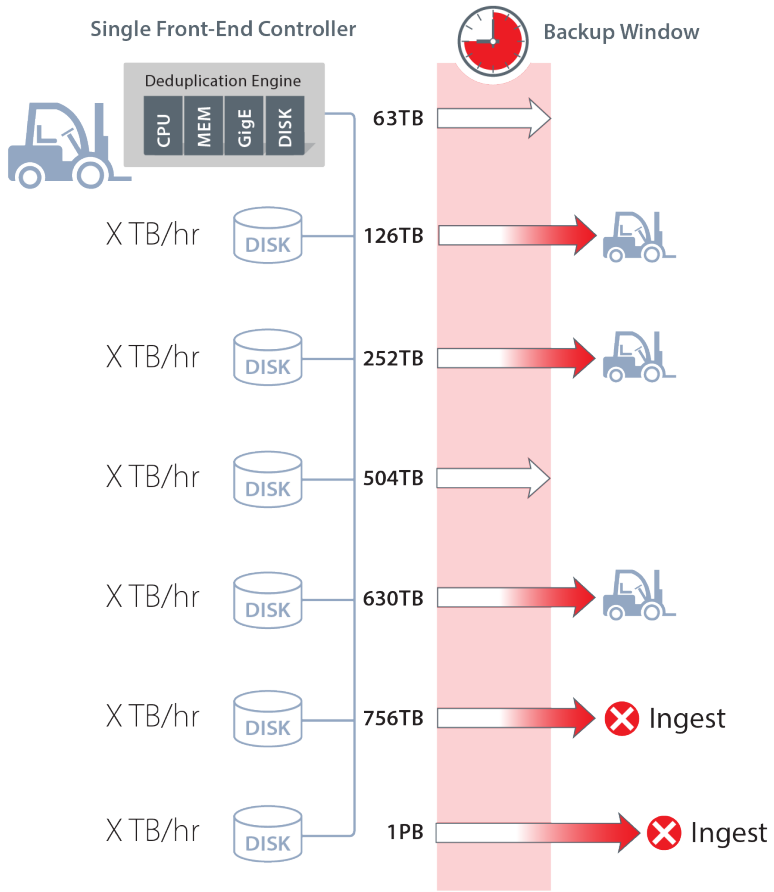
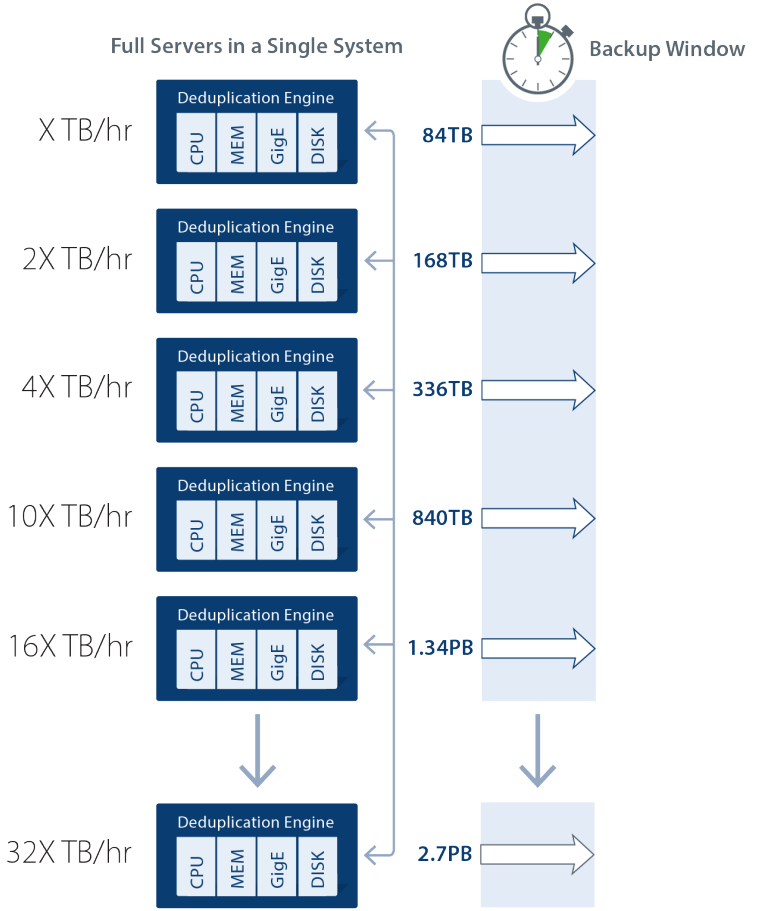
Scale-Up Architecture



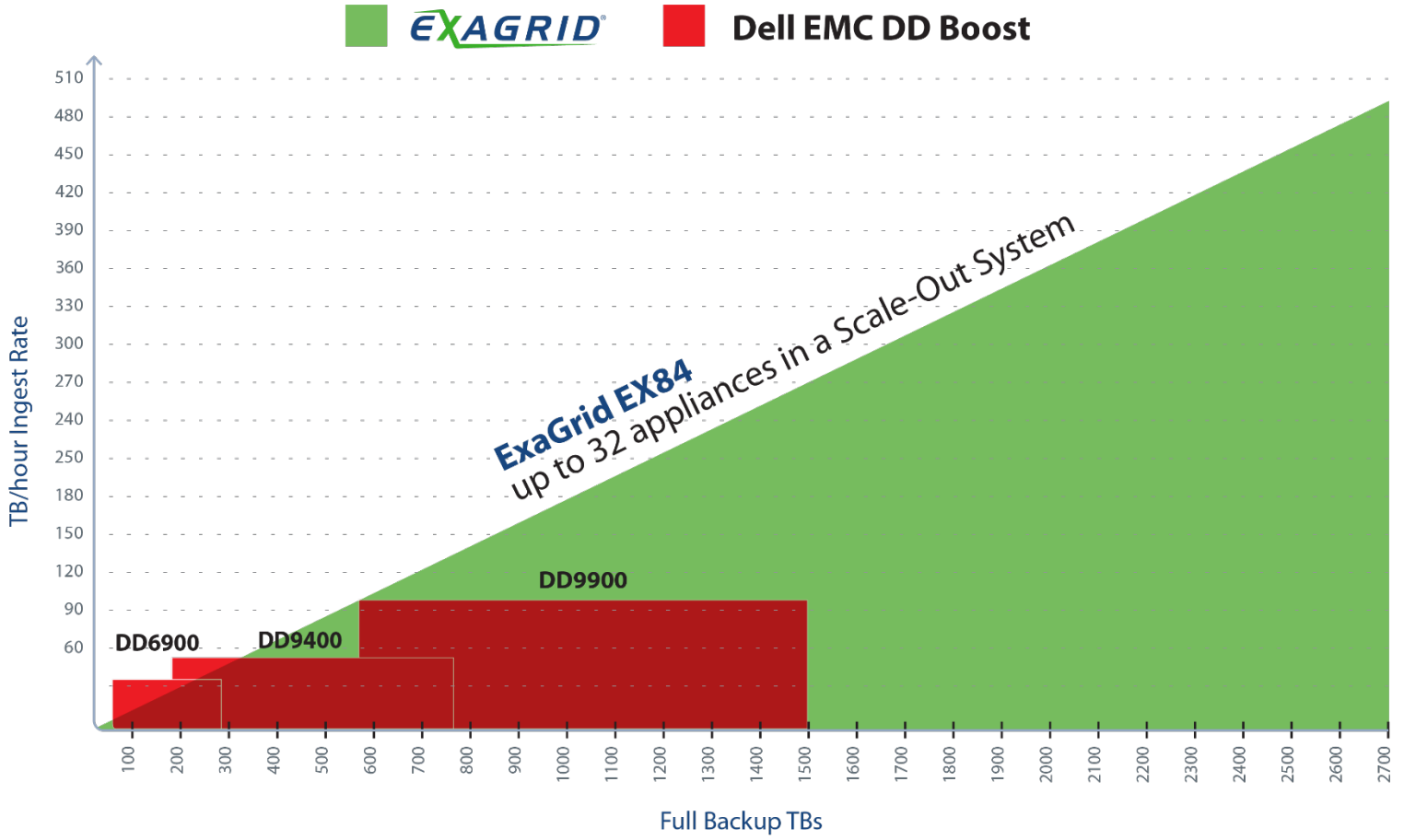
Out of storage and ingest - forklift upgrade

Ingest not keeping up with storage

ExaGrid Scale-Out Architecture

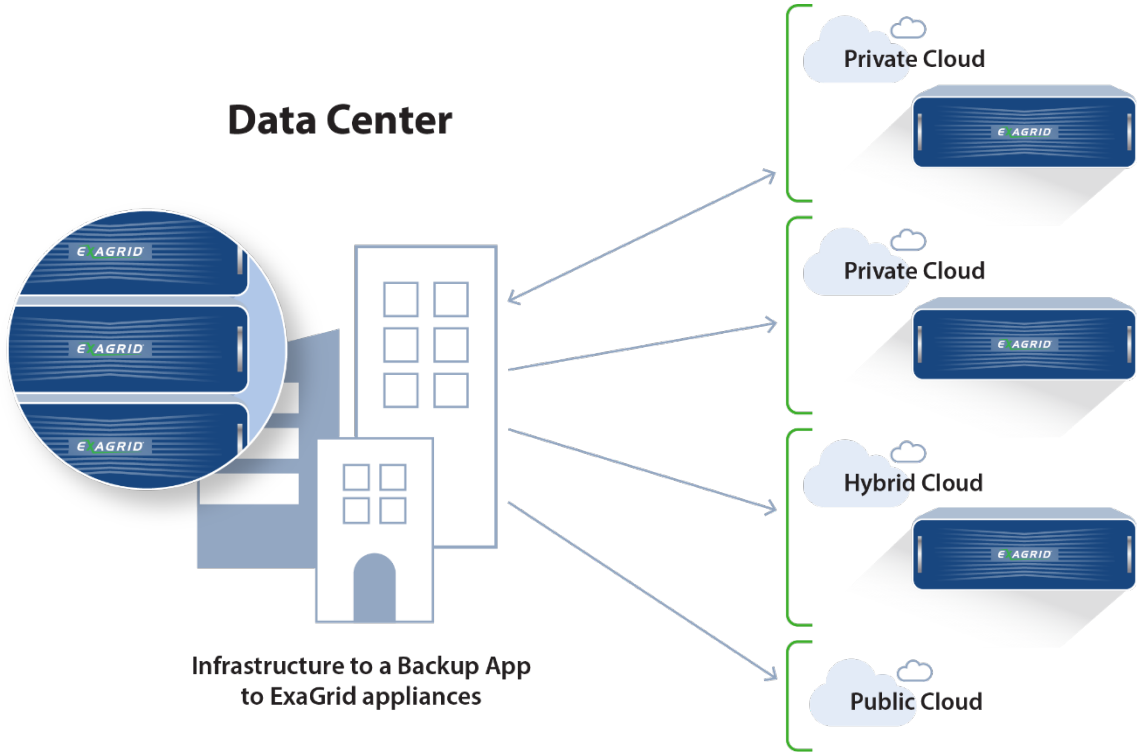


Ingest Performance of Scale-Out vs. Scale-Up



Capacity is based on a full backup with 12 copies of retention (combination of weekly, monthly, and yearly)

DR Scenarios



- ExaGrid DR appliances in a customer's 2nd data center
- ExaGrid DR appliances in a 3rd party hosting/colo facility
- ExaGrid DR appliances in a 3rd party cloud provider
- Pay by the GB/mo. – OPEX expense
- Amazon AWS
- Microsoft Azure

- Adaptive Deduplication deduplicates and replicates in parallel
- 50:1 WAN bandwidth efficiency
- Bandwidth throttle and WAN encryption for data replication
- Configure the disaster recovery site to all repository to save cost

Personal Touch Maintenance & Support

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Assigned Level 2 Customer Support Engineer

- Subject matter experts in backup applications
- In-theater worldwide support available in many local languages

Customer Installable and Serviceable

- Self-installable with phone support and WebEx
- Typical installation is 30 mins – 3 hours
- Self-serviceable hardware replacements, next business day delivery

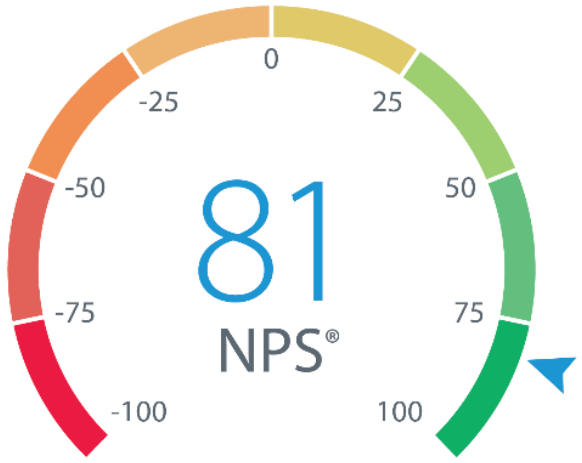
All Releases Provided

- Point and full releases – includes all new features
- No license fees to track or renew

Health Status Monitoring

- ExaGrid monitors and notifies

No hidden costs – all included in support program.



Customers give ExaGrid
NPS score of +81

Fixing the Economics of Backup

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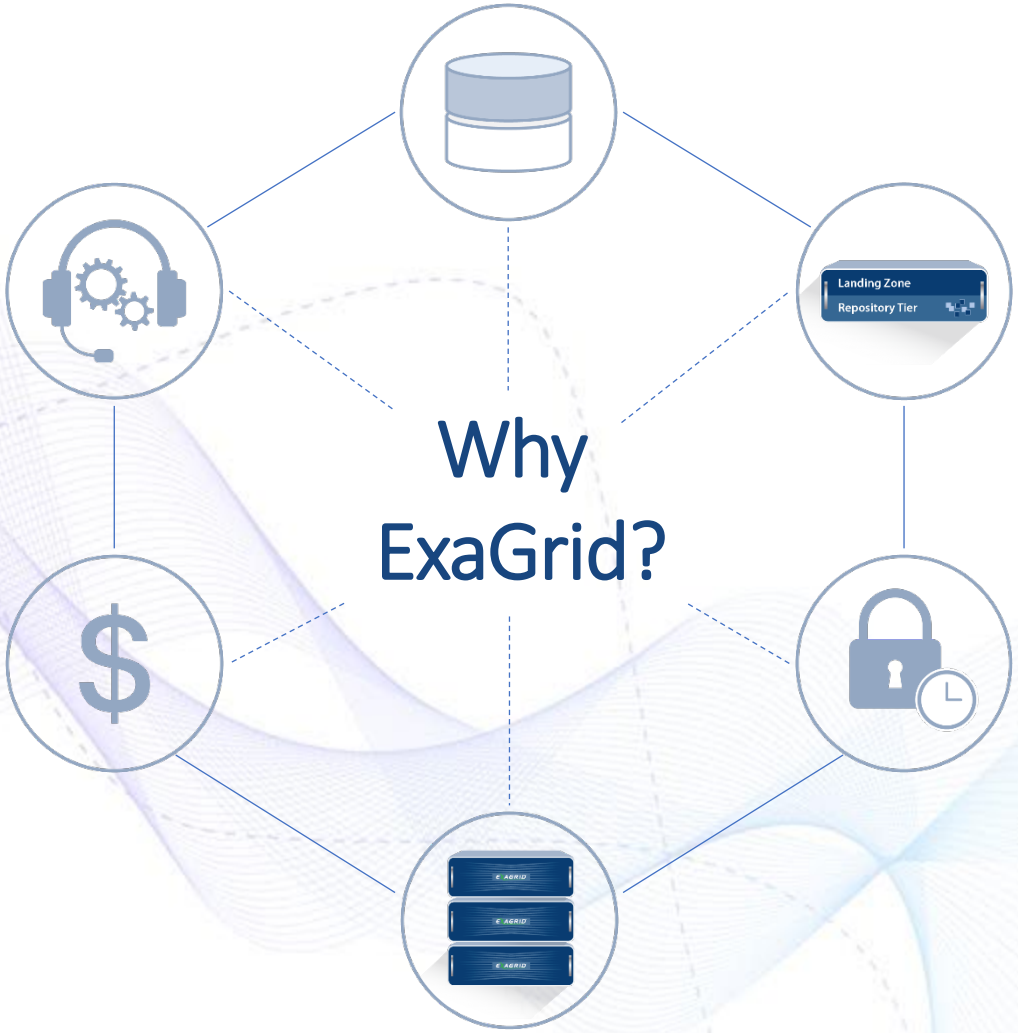
Price Protection	ExaGrid fixes the price for all future purchases – price protection
Maintenance $	ExaGrid limits the increase to 3% per year
Maintenance %	ExaGrid's maintenance is a % of the hardware price you pay
Forklift Upgrades	ExaGrid appliances have all resources, add to scale-out system and grow
Guesswork	ExaGrid allows for appliances to be added to a scale-out system
Obsolescence	ExaGrid allows the mix and match of any age or size model
Hidden Costs	ExaGrid includes installation, full versions, replication, HW replace

Why ExaGrid?


Landing Zone
World-Class Support
Repository Tier
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Repository Tier
Lowest Cost
Comprehensive Security & Ransomware Recovery – RTL
Scale-out System

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