

EVault Secure Storage Cloud
for Veritas Backup Exec™
15 Feature Pack (FP) 1 or Later:
Protecting Data for the Long Term
While Unlocking Its Value



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What Is EVault Secure Storage Cloud for Veritas Backup Exec 15?

For any organization pursuing a modern data protection strategy, keeping all data on-premise is no longer financially viable; the operational complexity of doing so, and the future capital investments required to maintain on-premise storage silos, are not sustainable to support the business.

EVault Secure Storage Cloud offers the solution: It scales with your customers' data growth, putting petabytes of storage within reach immediately, and ensuring expedient and cost-effective migration of existing data to get customers up and running fast.



Secure Storage Cloud is a cloud-based, secure repository for Backup Exec 15 clients who are looking for:

Virtually unlimited backup storage in the cloud

An end to the cycle of backup storage upgrades and tape management

Simple, cost-effective and immediate access to their data

A seamless way to meet business and regulatory compliance requirements

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Secure Storage Cloud for Backup Exec 15: Customer Profile and Concerns

What problems does Secure Storage Cloud solve for? It is designed to address four key concerns that our customers express about their storage environments:

1. I have too much data for my existing storage platform, and I don't have the budget to buy more storage.
2. I need to reduce the complexity of managing all of my data. I don't have the time or financial resources to manage my data growth – it's taking longer and longer to back up my data, and I have to provision excess storage to keep my business up and running.
3. I don't want to be dependent on having to access data from tape—the manual process of managing tape is too burdensome.
4. If I move to the cloud, I need to know that my data will be safe and secure, and that I have long-term access to my data.

My data is growing, and it's becoming increasingly harder to keep up.

- No budget to buy more storage – the vast majority of **Veritas Backup Exec customers** are SMBs
- No time to deploy additional storage infrastructure

I need to reduce the cost and complexity of managing all of my data.

- No resources to manage my data growth – the vast majority of **Veritas Backup Exec customers** have 1TB-5TB environments
- Backup windows are growing; they're taking too long
- Technology refresh cycles are costly

I don't want to be dependent on tape as my go-to for stored data.

- Managing tape is just too manual
- Data access is too slow
- Risk of data loss is untenable

I'm concerned about security and data availability, and meeting ongoing compliance requirements.

- Long-term access to my data
- Data security/privacy
- Meeting ongoing compliance requirements

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Secure Storage Cloud for Backup Exec 15 Use Cases: Where to Sell

Let's look at a number of specific use cases for which Secure Storage Cloud provides organizations with a cost-effective, reliable and secure long-term storage solution. These use cases include:

- **Tape replacement.** For Backup Exec customers who are looking for a low-maintenance, reliable tape alternative, Secure Storage Cloud cuts the time and complexity of backups and gives customers anytime-anywhere access to their data.
- **Disaster recovery.** Secure Storage Cloud stores a second copy of the customer's data remotely, which can be restored quickly if and when it's needed.
- **Long-term retention for compliance.** Secure Storage Cloud keeps data such as medical images and other electronic protected health information secure to HIPAA/HITECH standards, and ensures it's readily accessible.

Tape Replacement



Backup Exec customers looking for a low-maintenance, reliable alternative to tape

Disaster Recovery



Backup Exec customers who need a secondary copy of data stored in a remote location

Meeting Ongoing Compliance Requirements



Backup Exec customers in all segments (SMB and enterprise) who have ongoing compliance-related requirements, such as HIPAA-compliant storage and long-term retention of ePHI

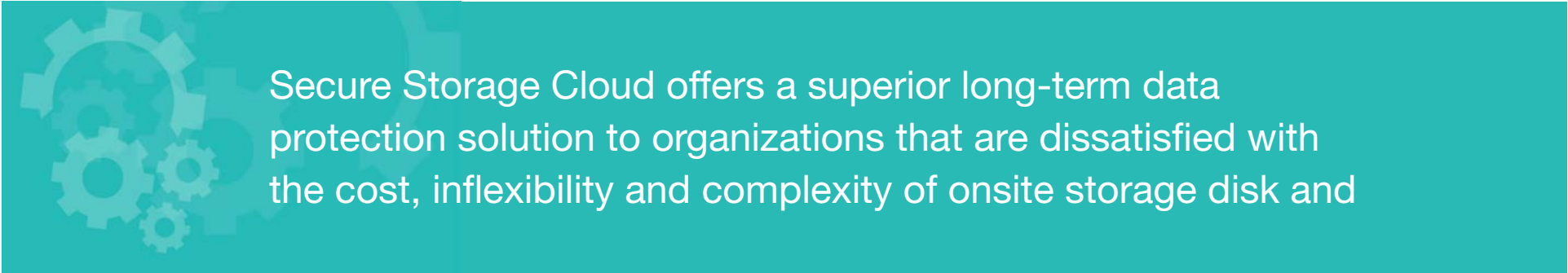
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Secure Storage Cloud Benefits: Managed for Customers to Free Up IT Staff and Budgets

One of the top concerns that customers have is that data protection has become too complex, and that they cannot afford the time or expense currently required to back up and access their data. How does Secure Storage Cloud help?

Unlike on-premise disk and tape infrastructures, Secure Storage Cloud requires no customer-owned storage equipment or archiving platforms. It can store an unlimited number of objects and files of any size by just moving objects in, so that as data volumes grow, an enterprise simply adds the storage it needs without adding complex storage infrastructure.



Secure Storage Cloud offers a superior long-term data protection solution to organizations that are dissatisfied with the cost, inflexibility and complexity of onsite storage disk and



A turnkey, cloud-based solution that can store an unlimited number of objects and files



Data access is as simple as local storage—simply point the application to the cloud



EVault manages the system—no tape migrations or equipment refreshes for you to handle

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Secure Storage Cloud Benefits: Quick, Easy, Reliable Access

Another concern that customers have about long-term storage is the inconvenience of tape. Not only does tape require a significant time investment to manage, but data stored on tape is not easily or quickly accessible. Adding to their concerns is the risk of data loss that is inherent to tape-based storage.

Secure Storage Cloud offers a low-maintenance and low-risk alternative to tape-based storage. Customers can access their data immediately, as they would with local storage. And comprehensive SLAs include 13 nines durability through robust data protection policies and distribution methods, as well as built-in self-healing capabilities.




Secure Storage Cloud makes data access as simple and immediate as accessing local data.



Immediate access to data, as if it were local—no data retrieval requests followed by hours or days of waiting



Data access is as simple as local storage—simply point the application to the cloud or drag and drop



Availability is further enhanced via durability 'insurance' made possible by replication, erasure coding and optional geo-redundancy

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Secure Storage Cloud Benefits: Data Integrity, Security and Durability Ensured

Customers are also concerned about the safety and availability of their data.

Not only does Secure Storage Cloud include stringent data security and durability features, but we also make sure that customer data is immediately available. We've built redundancy into the solution architecture to provide up to 4 nines availability, and guarantee that if we do not meet our SLAs, we'll issue service credit adjustments. HIPAA- and HITECH-strength security—including in-flight encryption and strong user-authentication and access controls—keep customer data well protected.


Options for data survivorship and portability are also available. The data survivorship option protects customers in the unlikely situation the cloud storage service were to close down—offering six months of end-of-life notice as well as the transfer of data back to the customer or to another service at no additional cost. The portability option protects customers in the event that they want to remove some or all of their content at once for a business reason—for example, for disaster recovery or to share a large dataset with a business partner.




Secure Storage Cloud was designed by storage specialists specifically for the long-term storage needs of organizations that require data integrity, durability, security and accessibility.



Protects and secures content to stringent HIPAA/HITECH standards—you hold the keys to your encrypted data



Backed by unique SLAs and optional survivorship and portability guarantees



Durability 'insurance' made possible by replication, erasure coding and optional geo-redundancy

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Secure Storage Cloud Differentiators

What are Secure Storage Cloud's unique differentiators?

1. We provide logs showing user activities that are useful in a compliance audit.
2. Our solution ensures that digital assets are immediately available, whereas competitors (particularly AWS) require 4-hour retrieval scheduling.
3. We offer multiple means of data ingest, access and egress, including S3 APIs, a command line interface, a web-based UI, client-side applications, file system gateways, and options for bulk data transfer service using physical media to streamline the process of moving large volumes of data into and out of the cloud.

4. 24/7 live email and phone support are included in our pricing.

5. Our security features are third-party tested for SSAE16, SOC 2 and HIPAA/HITECH compliance, and they meet or exceed all prescribed HIPAA physical, administrative and technical specifications.¹

6. Storage is our business. It's all we do, whereas competitors such as Amazon and Google are not specialized and focused on storage.

¹ Audited for compliance via gap audit performed by KirkPatrick Price. Report summary available on request. Optional gateway required for HIPAA installations for at-rest encryption.

What Sets Us Apart?

- Best-in-class SLAs for data availability, durability, survivorship and portability
- Event auditing for activity tracking
- *Instant*, secure access—anytime, anywhere
- Convenient ingest options
- Live, 24/7 support
- Robust security: HIPAA-grade



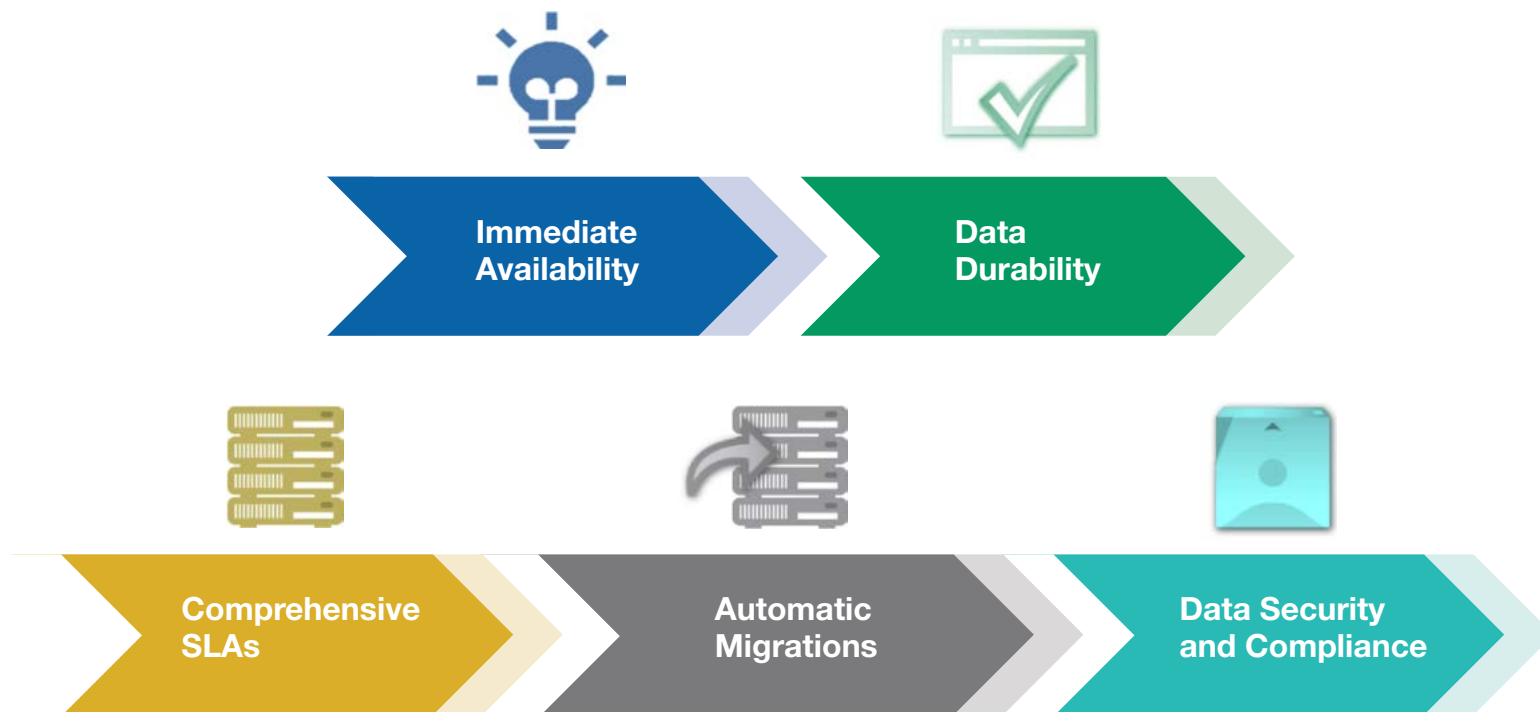
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Secure Storage Cloud Features

The Secure Storage Cloud delivers a number of key features that address some of the top challenges of long-term storage, including:

- **Immediate Availability:** Data is stored in the cloud on disk, so it is always available immediately -- no need to wait for a cloud provider to load the data from tape for temporary access.
- **Data Durability:** Data is protected by erasure coding or replication combined with self-healing and automated data dispersal technology. This guarantees that data is optimally distributed within the data center for exceptional data protection. Metadata is also protected to maintain access routes.
- **Comprehensive SLAs:** These include 13 nines durability, 3 nines local or 4 nines geo availability, data survivorship and data portability.
- **Automatic Migrations:** The storage technology lifecycle is managed for the customer, making migrations to newer storage technologies transparent to the user throughout long retention periods. This frees archivists to focus on the business of archiving rather than on the challenges of long-term media management.
- **Data Security and Compliance:** Secure Storage Cloud is SSAE16/SOC1 compliant and secures data to HIPAA/HITECH standards using in-flight encryption and at-rest encryption (via the gateway option or client-side applications), helping customers maintain data security and compliance. It also helps customers pass compliance audits that require that they know who did what and when.



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Pricing and Packaging

Secure Storage Cloud's \$795 per-terabyte yearly price includes unlimited data transfers, retrievals, and egress, as well as geo-redundancy with an EVault or Iron Mountain data center. It also includes 24/7 phone and online support—a differentiator for our offering.

EVault Secure Storage Cloud (SSC) for Veritas Backup Exec 15

ALL-IN Pricing: \$795 per TB/year

- One year annual prepaid, Each TB: \$795**
- Unlimited data transfer in/out, retrieval, egress
- No gateways required -> Simplified deployment
- Data geo-redundancy with
 - EVault data center in Utah
 - Iron Mountain data center in Pennsylvania
- Includes 24/7 phone and online support



**New Customer Promo: 1TB free for the first year w/ purchase (Buy 1TB, Get 1TB Free)

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Thank you.

seagate.com

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