Dell Solutions Tour 2014

Share ideas, discuss trends and discover
IT solutions of tomorrow.

Dell Solutions Tour 2014

Share ideas, discuss trends and discover
IT solutions of tomorrow.

Vratislav Břeněk
Business Development Manager
D Software | Local office partner of Dell Software
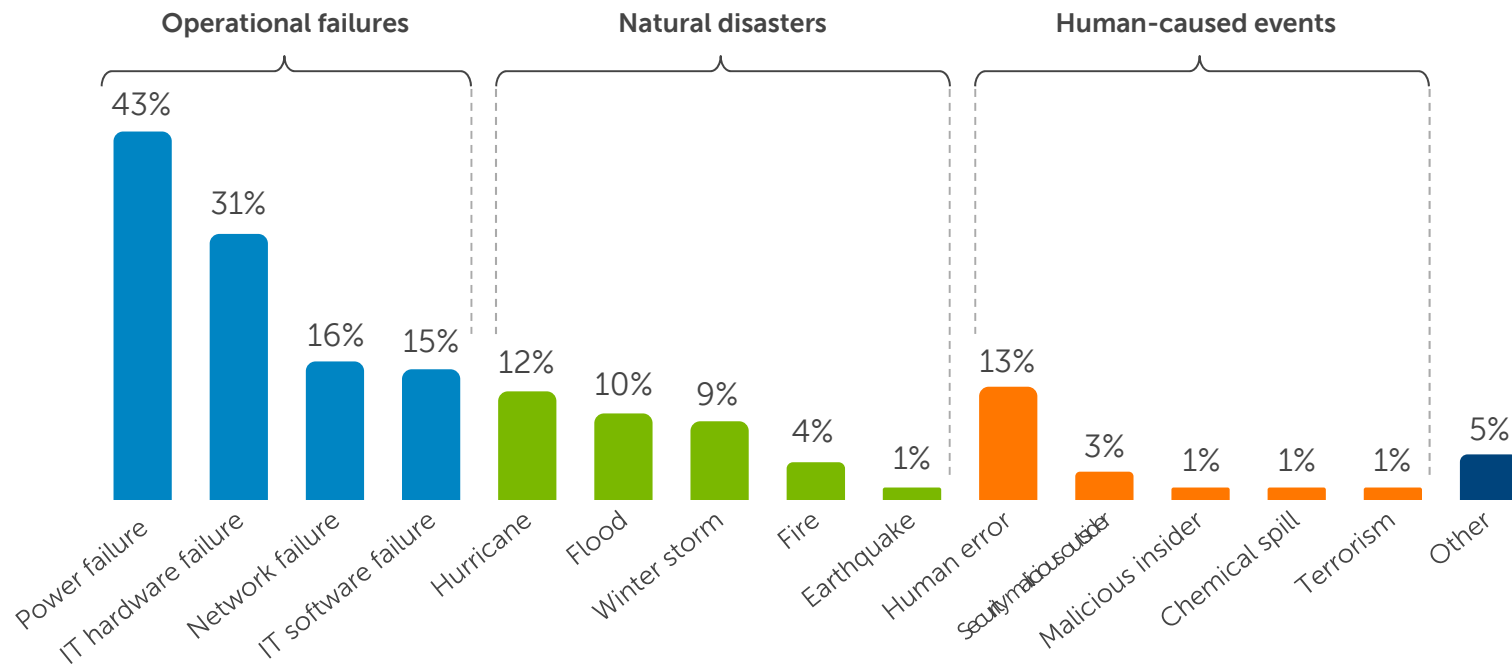
Dell Data Protection
Matching backup to business

Dell Solution Tour 2014

Your **disaster** is in your **data center**

Did you know? 1 in 3 companies has declared a disaster during the past 5 years!

Operational failures | Natural disasters | Human-caused events

43% — Power failure
31% — IT hardware failure
16% — Network failure
15% — IT software failure
12% — Hurricane
10% — Flood
9% — Winter storm
4% — Fire
1% — Earthquake
13% — Human error
3% — Security breach outside
1% — Malicious insider
1% — Chemical spill
1% — Terrorism
5% — Other

The evolving landscape

Two overlapping trends are rapidly reshaping data protection

1 **Changing Expectations – External**

The Age of the Customer meets the Era of Now changing the game for IT shops globally
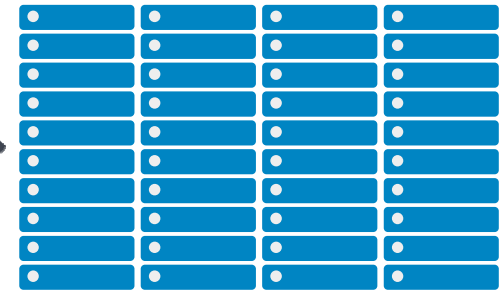
24ʰ Always On

Connected

Protected
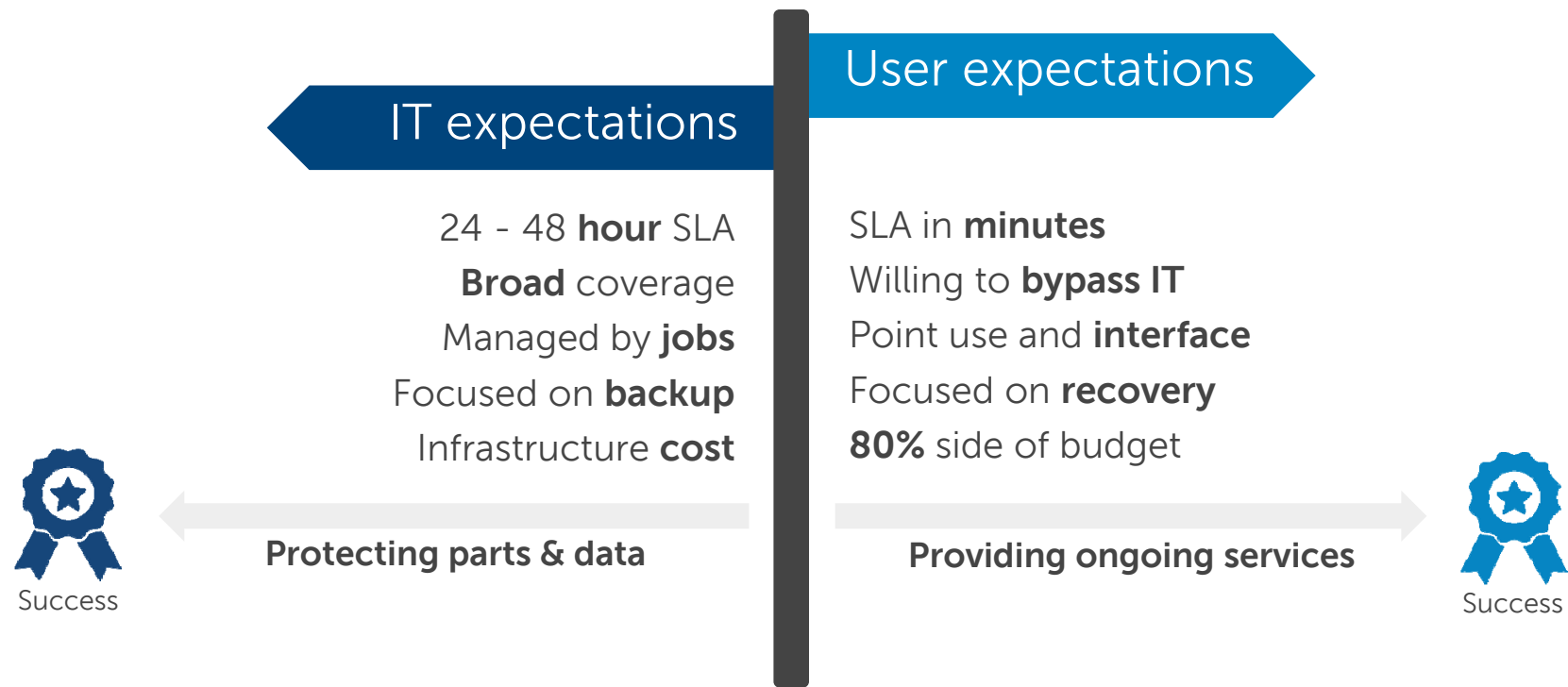
Fast

2 **Massive Data Growth – Internal**

40X

increase in data

2009
0.8 ZB

2020
35 ZB

Dell – Restricted – Confidential

Dell Solutions Tour 2014

The gap between IT and users

Opposing expectations of protecting parts versus providing services

IT expectations

User expectations

24 - 48 **hour** SLA
Broad coverage
Managed by **jobs**
Focused on **backup**
Infrastructure **cost**

SLA in **minutes**
Willing to **bypass IT**
Point use and **interface**
Focused on **recovery**
80% side of budget

Success

Protecting parts & data

Providing ongoing services

Success

4 causes of business misalignment

1 **Lack of business-defined recovery SLAs**

Tiered recovery is essential and can be defined with a business impact analyses

2 **Different understandings of SLA commitments**

The **business expects full services back** and running while IT often goaled on just getting data back

3 **Lack of tailored recovery strategies**

Develop a Services Catalogue to **categorize applications** based upon their recovery needs
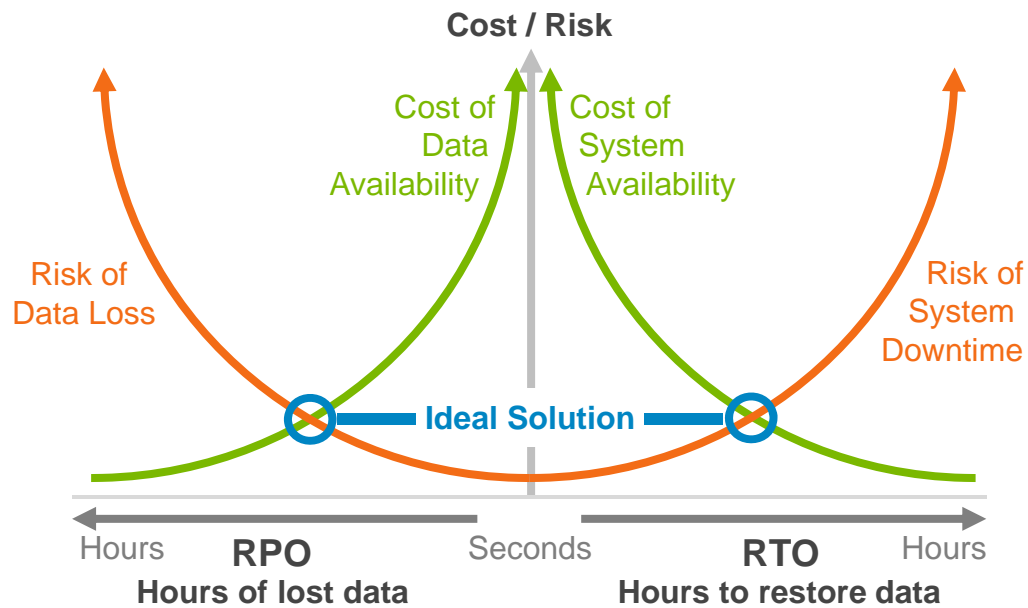
4 **Lack of testing of IT continuity plans**

Take advantage of **multiple test types** to ensure you meet business needs – walk-through table top, components, full DR exercise

Get our new eBook for more on addressing these issues

DELL

The risk versus cost conundrum

Balancing asset value against availability costs

$ The lower the RPO/RTO requirements, the **greater the cost** of meeting them

⚠ The higher the RPO/RTO requirements, the **greater the risk** of data loss & system downtime

⊗ The **ideal solution** meets or exceeds RPO/RTO requirements for a cost that does not exceed the value of the assets, the cost of downtime

What if you could match backup to your business?

- Drive out the cost of complexity

- Eliminate the need to compromise

- Abolish complacency

Dell is matching backup to business

Protection for the entire organization, in-step with SLAs and budgets

NetVault
Business Critical
Broad Coverage Protection

AppAssure/DL Series
Mission Critical
Near CDP

DR Series Appliances
Purpose built backup
appliances with optimized
deduplication

vRanger
Agentless
VMWare or Hyper-V

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 93% with NetVault SmartDisk for NetVault and vRanger.

Ensure that critical workloads are restored in minutes not hours.

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

Dell is stronger in data protection than you might think ...

83,000 Customers globally from small business to Fortune 500

60% now spend 2hr or less monitoring backup

Trusted by **30** of the worlds top 40 banks
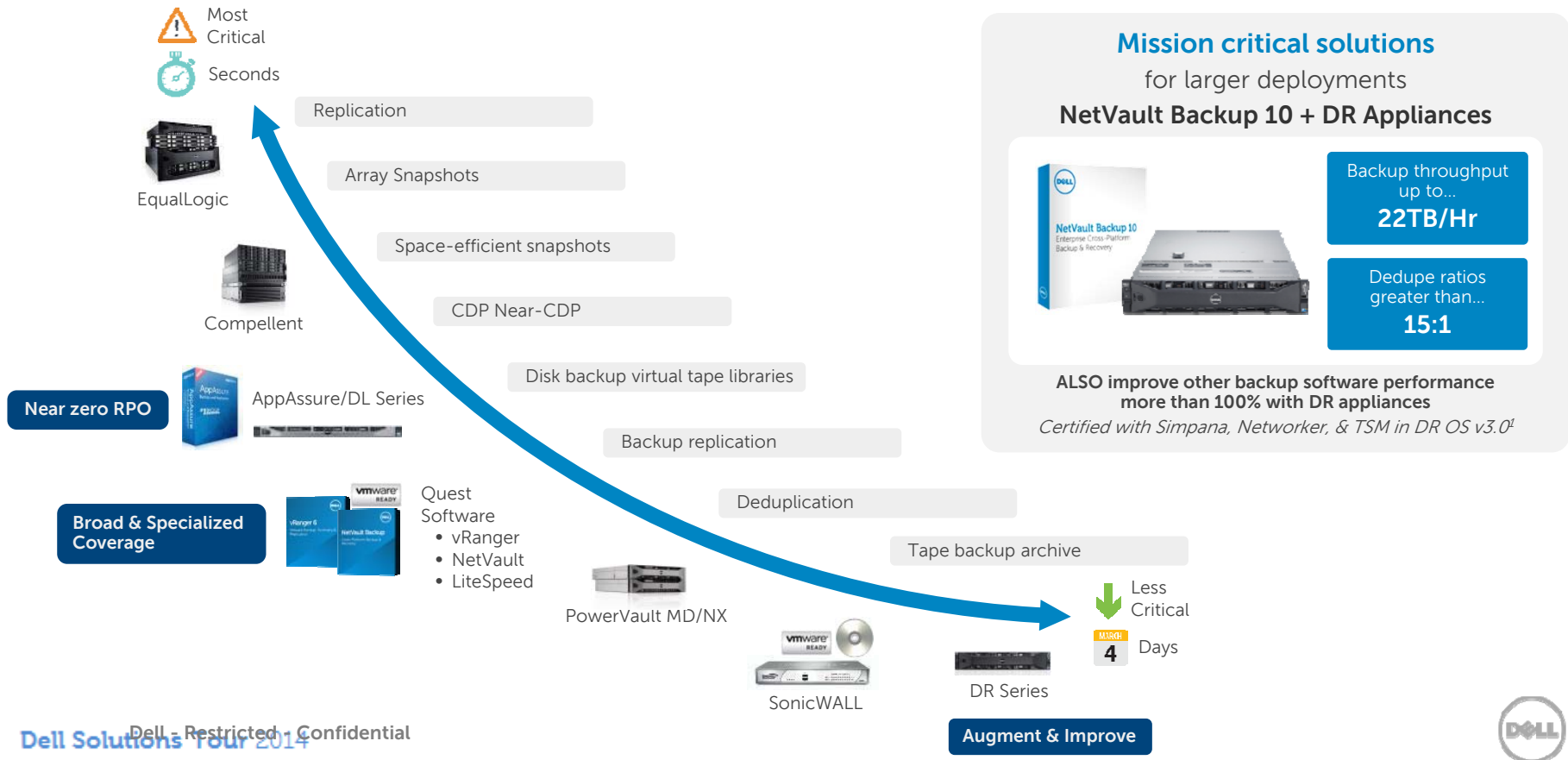
Overall **Quality Award** winner in 2013

STORÂGE MAGAZINE

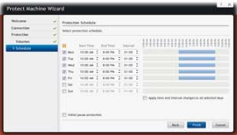**× 3,300** new customers added each quarter

400PB Data protected by one of the Top 3 internet search providers

DELL

Combined for a portfolio of solutions

Most Critical

Seconds

Replication

Array Snapshots

EqualLogic

Space-efficient snapshots

Compellent

CDP Near-CDP

Disk backup virtual tape libraries

AppAssure/DL Series

Near zero RPO

Backup replication

Quest Software
- vRanger
- NetVault
- LiteSpeed

Broad & Specialized Coverage

Deduplication

Tape backup archive

PowerVault MD/NX

Less Critical

MARCH 4 Days

SonicWALL

DR Series

Augment & Improve

Mission critical solutions
for larger deployments
NetVault Backup 10 + DR Appliances

NetVault Backup 10
Enterprise Cross-Platform
Backup & Recovery

Backup throughput up to...
22TB/Hr

Dedupe ratios greater than...
15:1

ALSO improve other backup software performance more than 100% with DR appliances

Certified with Simpana, Networker, & TSM in DR OS v3.0[1]

Full portfolio refresh in 2014

AppAssure 5.4

GA April

Backup in minutes, restore in seconds with protection for physical, virtual or cloud

+ Major MSP features
+ Significant usability
+ ease of use changes including auto update

NetVault 10

GA May

Enterprise protection for everyone with unparalleled ease of use

+ New web based GUI
+ Significant ease of use enhancements
+ Additional performance
+ Additional scale

DR 6000

GA May

Smarter backup and recovery that augments existing environments for massive improvements

+ New enterprise platform
+ Increased performance
+ Capacity for enterprise

vRanger 7

GA April

Smarter backup and recovery that augments existing environments for massive improvements

+ Vmware vSphere / ESXi 5.5 support
+ Microsoft Hyper-V Server 2012/2012 R2 agentless backup support
+ Increased performance

Dell Security
Better security, better business

Dell Solution Tour 2014

The connected world
creates massive
opportunity.
And IT needs to
be the enabler.

Enter new markets

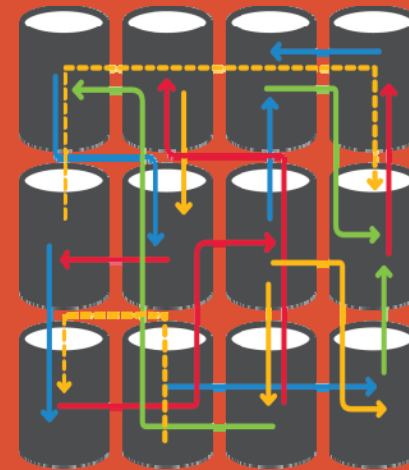**Drive efficiency**

Create new products

Use new technologies

DELL

But current approaches to security are siloed, creating risk and impeding innovation.

Unfortunately, the bad guys are more connected

They have many names
Spear-Phishers, BOTnets, DDoS, Zero-Day Threats, Insider threats & former employees

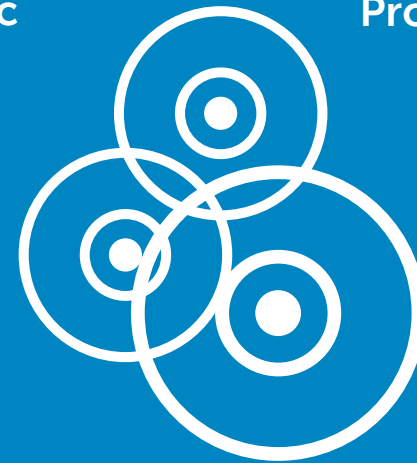## They're determined to exploit "disconnected security"
Security tools, processes, user profiles and information, separated in siloes that leave dangerous gaps in-between

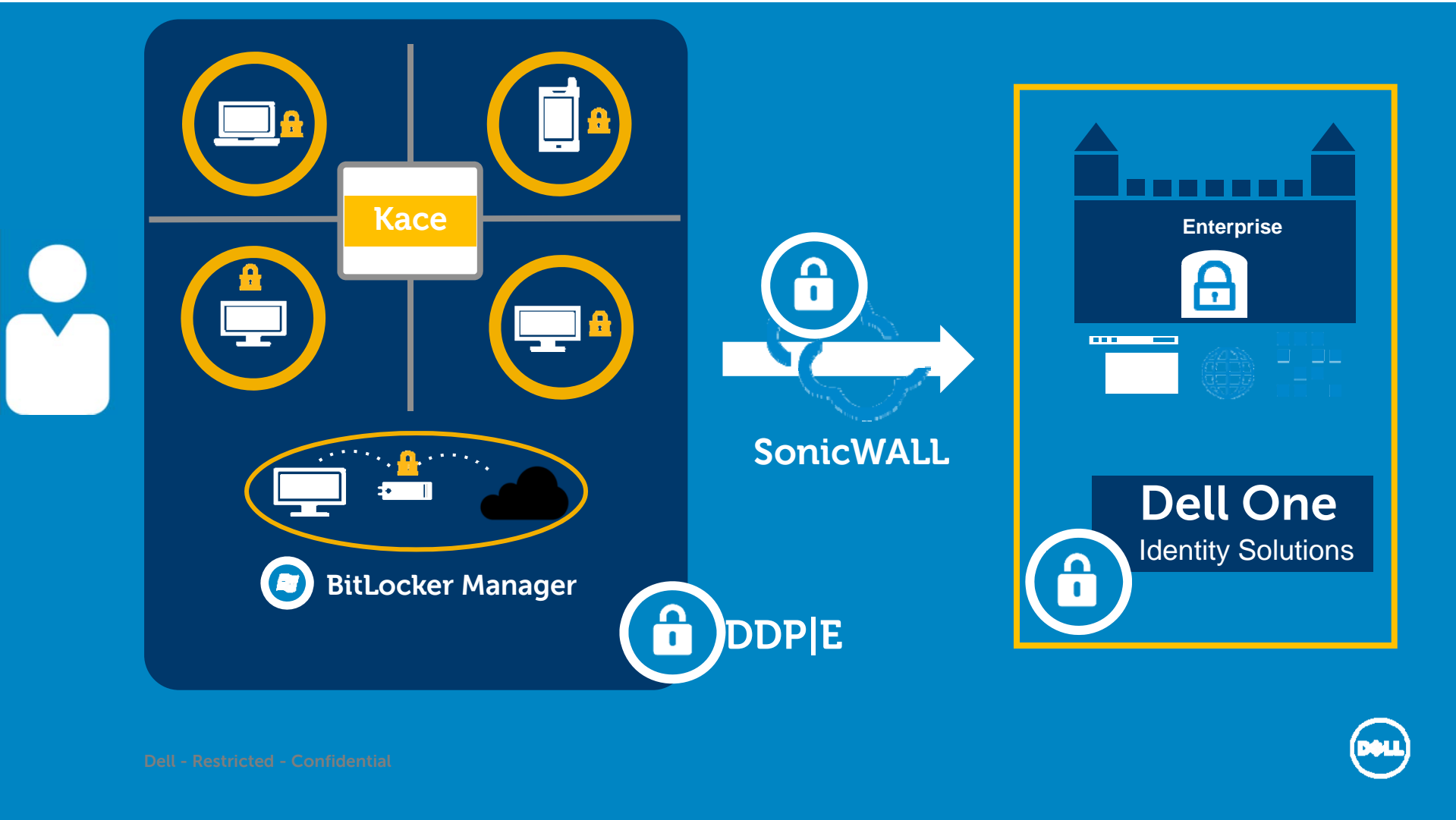# Dell delivers a better way, with security that works together across your whole business.

Holistic

Proactive

Transparent

Kace

BitLocker Manager

SonicWALL

DDP|E

Enterprise

Dell One
Identity Solutions

The Dell Security difference

Connected end-to-end

Closes gaps, reduces complexity and mitigates risk

Secure your business from device to datacenter to cloud

Shared, context-aware intelligence

Enables proactive protection everywhere

Share real-time threat information system-wide

Built for humans

Makes it easy for people to do the right thing

Stands in the way of threats, not people and productivity

The result: better security, better business

Protect
the whole enterprise –
outside in and inside out –
efficiently and proactively

Comply
with regulations and
achieve consistent,
reliable governance

Enable
the enterprise to embrace
new technologies faster
than the competition

Delivering best-in-class security solutions

Network
Next Gen Firewall
Secure Mobile Access
Email Security

Identity & Access Mgmt
Identity Governance
Privileged Mgmt
Access Mgmt
Compliance & IT Gov

Data/Endpoint
Encryption
Protected Workspace
Configuration &
Patch Management
Secure Cloud Client

Security Services
Incident Response
Managed Security Svcs
Security & Risk Consult
Threat Intelligence

Dell Security

Keep the good guys good

Dell Security Services

Managed Security Services	Security & Risk Consulting	Threat Intelligence	Incident Response

Let good guys in

Identity & Access Management

Multi-Cloud Management

Keep bad guys out

Application Security

Configuration & Patch Management

Email Security

Network Security

Secure Remote Access

Next-Gen Firewall

Data Security

Encryption, Protected Workspace, Security Tools

Mobile Connect

Cloud Client Management

Embedded in Dell Infrastructure & Devices

Scalable and Mid-Market design point: endpoint to data center to cloud

Endpoint	Network	Server	Storage	Cloud

Making Dell Connected Security tangible

- **Encryption enforcement for Cloud Services**

Use case: data security in the cloud

Market trend

- Growing usage of public cloud storage – users need to share potentially sensitive data
- Compliance requirements demand that data is encrypted before being sent and stored in the cloud
- Lack of enforcement options to protect the organization and the user

Customer challenges

- Ensure data is encrypted using authorized keys before it leaves the network to be stored or shared in cloud
- Ensure sharing or opening of content is not done by unauthorized users
- Centralize network policy enforcement/ controls
- Report on authorized and unauthorized files being uploaded to cloud
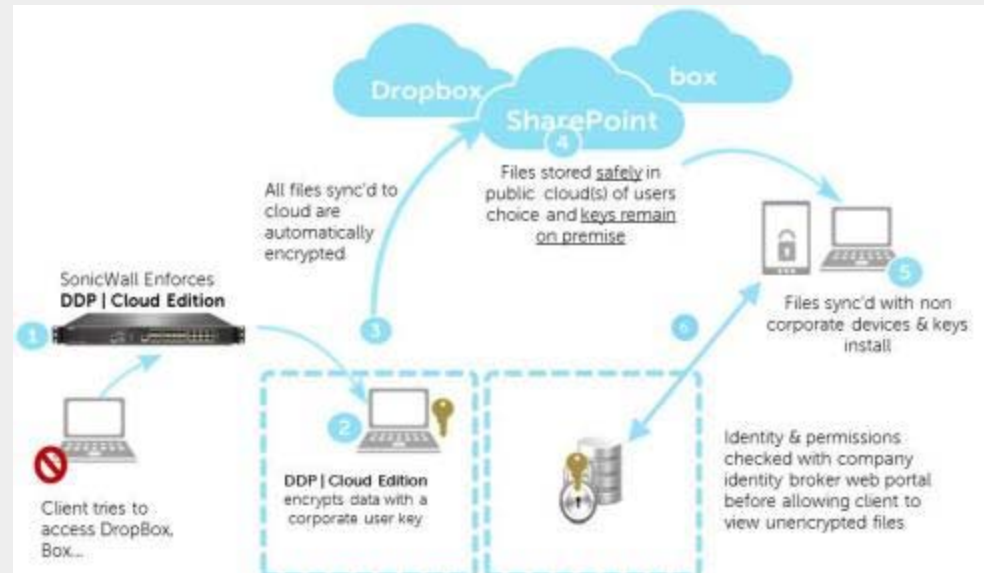
Dell Next-Generation Firewalls
+ Dell Data Protection (Cloud Edition)
= Network-enforced encryption

Dell Security in action

Williams Energy deploys Identity Manager and streamlines the process of managing user identities and privileges. The company reports that 50 percent of the resources that were previously administered manually are now being provisioned automatically, saving significant time and reducing frustration.

Company: Williams Energy
Industry: Energy
Employees: 4,600
Country: USA
Solution: Dell Identity & Access Management

Massage Envy Spa deploys standardized network security solution nationwide, saving staff 20 hours of work per month and reducing malware by 30 percent.
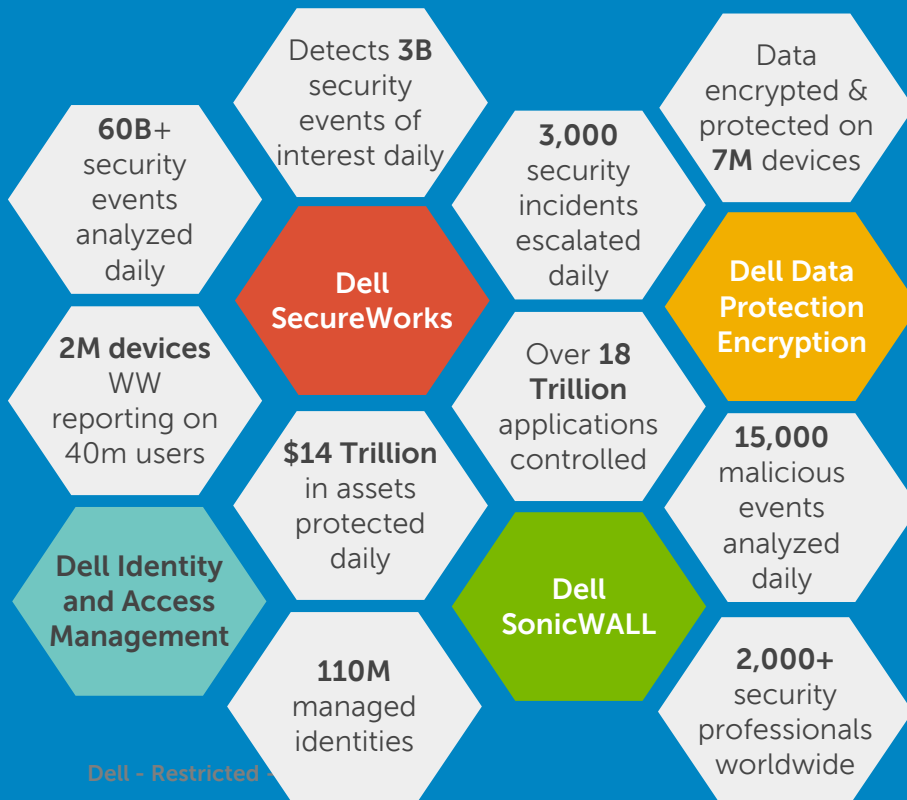
Company : Massage Envy Spa
Industry : Retail
Employees:30,000
Country: USA
Solution: Dell SonicWALL

ProStrakan Pharmaceutical expands business and meets complex international compliance regulations with 24/7 in-depth security.

Company: ProStrakan
Industry: Pharmaceutical
Employees:330
Country: UK
Solution: Dell SecureWorks

D≪LL

Security leadership, scale and recognition

60B+ security events analyzed daily

Detects **3B** security events of interest daily

Dell SecureWorks

3,000 security incidents escalated daily

Data encrypted & protected on **7M** devices

Dell Data Protection Encryption

2M devices WW reporting on 40m users

$14 Trillion in assets protected daily

Over **18 Trillion** applications controlled

15,000 malicious events analyzed daily

Dell Identity and Access Management

Dell SonicWALL

110M managed identities

2,000+ security professionals worldwide

Validated by the industry

- **#1** ranked company in *Security* 500
- **"Recommended"** by NSS Labs for Firewall & IPS – 3 years in row
- **Overall Leader** in Access Governance, Kuppinger Cole
- **Best Security Service, Cloud Security, Compliance,** *Info Security Products Guide*
- **Recommended** by *SC Magazine*
- **Major Player, Email Security,** IDC
- **6** Gartner Magic Quadrants

Next Steps

Today – meet with Dell mobility subject matter experts in the expo

Learn more by attending future events and workshops. Search www.dell.com/events for upcoming events in your area.

Attend other security sessions

- Protecting the Perimeter from Reactive to Proactive to Predictive
- It's All About Protecting the Data

Dell Connected Security
Better connected means better protected

Out-Connect the Threat.

The power to do more

Detailní informace

- **14:45 – Zájmová skupina 2: Dell Data Protection**

- **15:30 – Zájmová skupina 2: Dell KACE**

- **15:30 – Zájmová skupina 3: Dell SonicWall**

- **16:15 – Zájmová skupina 2: Big Data a datové analýzy – Dell StatSoft**

Dell Data Protection

Jiří Nosál a Jan Valenta, QTD s.r.o.

**Severní sál
13:30**

KACE - efektivní správa nejen koncových stanic

Vítězslav Venglář, projektový specialista, HCV GROUP a.s.v

Severní sál
14:30

Network security portfolio Dell SonicWALL a Security management počítačů Dell Data Protection|Encryption

Jan Ježek, Obchodní ředitel, business communication s.r.o.

business communication

Terasa 1
14:30

DELL

How can the Data Scientist offer the "The Power To Do More"

Severní sál
15:30

Nuno António, Manager and Data Scientist
Dell EMEA
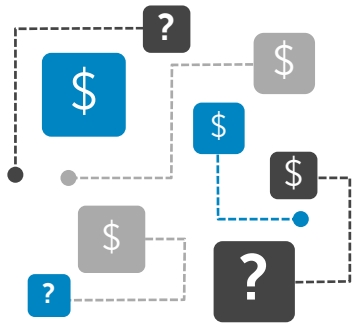
Backup slides
Backup solutions

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

- Single suite
- Full Protection
- Better Price

Total Protection

Business Important

Mission Critical

Business Critical
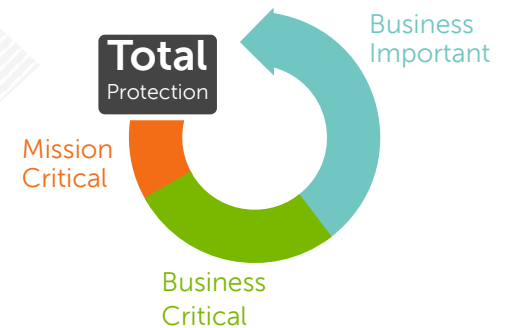
Result: Flexibility to mix and match Suite products to meet your RPO/RTO requirements.
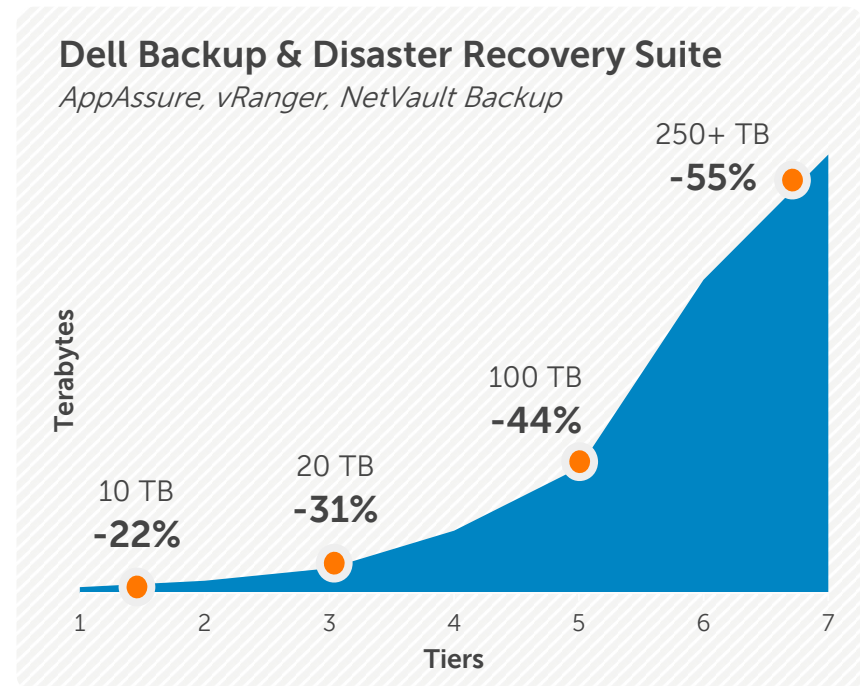
Business resiliency without compromise

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 disk or tape.

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

250+ TB
-55%

100 TB
-44%

20 TB
-31%

10 TB
-22%

Terabytes

Tiers

1 2 3 4 5 6 7

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
- AppAssure Agent (which includes Window, Linux, MS Exchange and SQL support)
- AppAssure Central Management Console
- MailRetriever for MS DPM
- MailRetriever for MS Exchange
- DocRetriever for MS SharePoint

vRanger

- All components and features

Getting Started Guide

- Best Practices

Remote Implementation Services

- Optional

NetVault Backup Enterprise Edition

- Windows, Linux, Mac OS X, Solaris, AIX, HP-UX
- VMware and Hyper-V
- Exchange, SharePoint
- SQL Server, MySQL, Oracle, PostgreSQL
- SAP, DB2, Oracle RAC, Domino, Sybase
- Support for tape, VTL, and disk-based backups
- BMR for Windows and Linux
- Encryption
- Protection for NAS device with NDMP support
- Cluster Support for 3rd-Party DB's
- Netware & Lotus Domino
- Support for DR Rapid Data Access (RDA)
- Support for EMC DD Boost
- Data Deduplication with NetVault SmartDisk

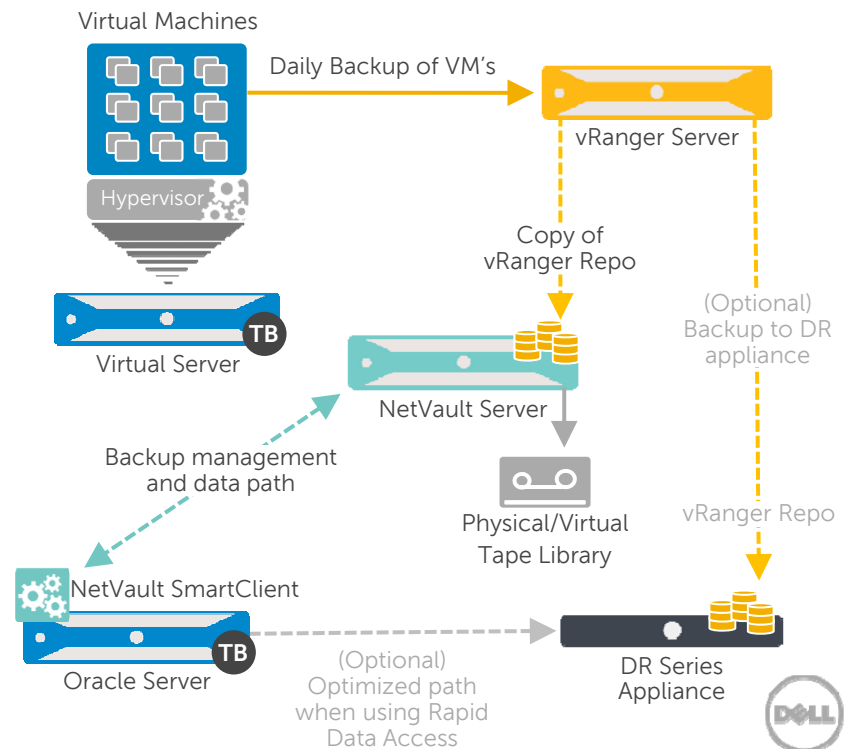# VMware and Hyper-V and site-wide enterprise protection.

vRanger & NetVault Backup

vRanger

- Scalable and easy to use for protecting large amounts of virtual machines
- Automatic detection and protection for virtual machines
- ABM and CBT improve backup times and reduce required backup space

NetVault

- For most enterprise applications such as Exchange, Oracle, Sybase, Infromix, etc.
- For a broad range of OS such as Windows, Linux, and UNIX
- Protect physical machines
- Used for BMR and recovery to dissimilar hardware
- Ideal for complex tape and NAS support

Virtual Machines

Daily Backup of VM's

vRanger Server

Hypervisor

Copy of
vRanger Repo

(Optional)
Backup to DR
appliance

Virtual Server

TB

NetVault Server

Backup management
and data path

Physical/Virtual
Tape Library

vRanger Repo

NetVault SmartClient

Oracle Server

TB

(Optional)
Optimized path
when using Rapid
Data Access

DR Series
Appliance

Enterprise application support and unparalleled system availability

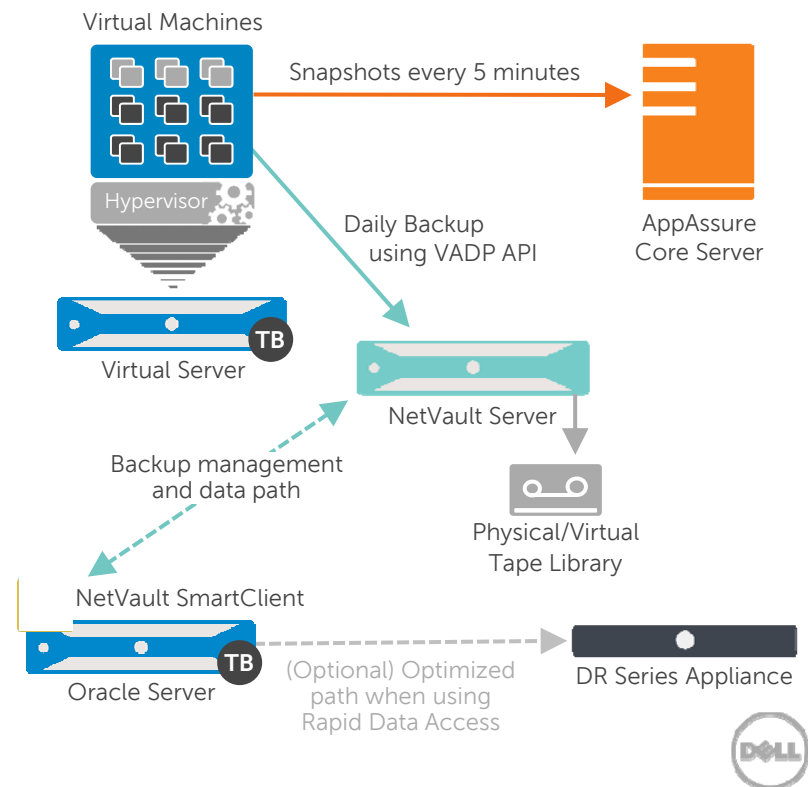## AppAssure and NetVault Backup

AppAssure
- Protect critical workloads with up to 288 snapshots per day
- Fast recovery times with Live Recovery and Virtual Standby
- Validate backups every night

NetVault Backup
- Support for a larger variety of operating systems
- Protect Enterprise applications such as Oracle, Informix, PostgreSQL, Sybase and more
- Write AppAssure archives to tape
- Agentless backup for non-critical virtual workloads

DR Series Appliance (optional)
- Protect massive amounts of data at backups speeds up to 22TB/hr

Virtual Machines

Snapshots every 5 minutes

Hypervisor

AppAssure Core Server

Daily Backup using VADP API

TB

Virtual Server

NetVault Server

Backup management and data path

Physical/Virtual Tape Library

NetVault SmartClient

TB

Oracle Server

(Optional) Optimized path when using Rapid Data Access

DR Series Appliance

Scale in a mixed physical/virtual environment

AppAssure and vRanger

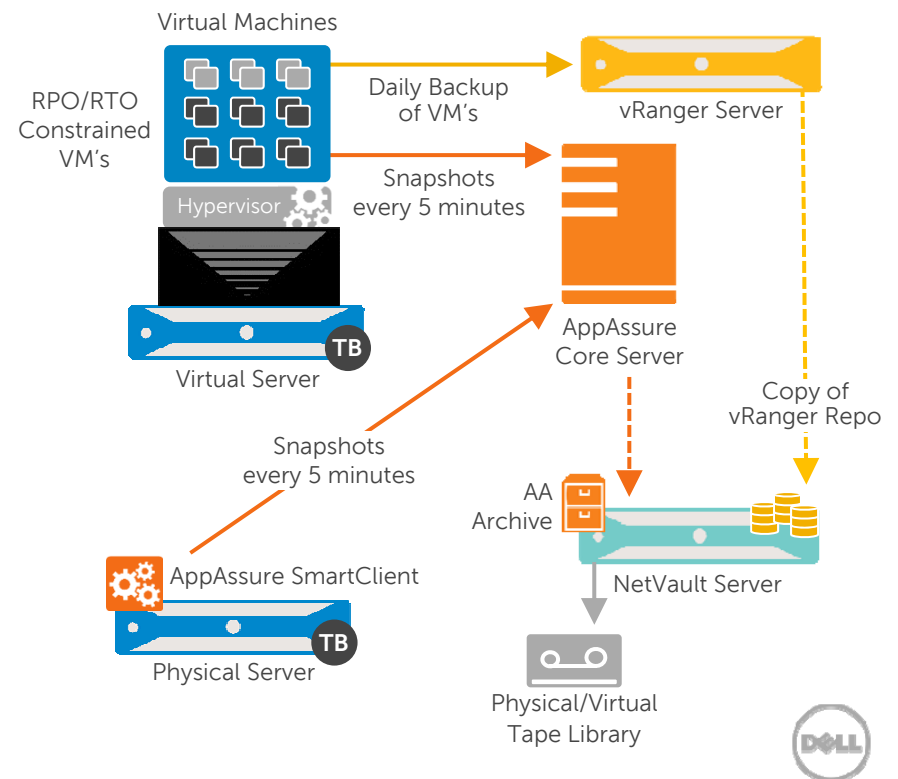|	
AppAssure	

- 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

vRanger

- Easily 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

NetVault

- Write vRanger and AppAssure backups to tape

Virtual Machines

RPO/RTO Constrained VM's

Daily Backup of VM's

vRanger Server

Snapshots every 5 minutes

Hypervisor

Virtual Server

TB

AppAssure Core Server

Copy of vRanger Repo

Snapshots every 5 minutes

AA Archive

NetVault Server

AppAssure SmartClient

TB

Physical Server

Physical/Virtual Tape Library

Flexibility, scalability, and high availability

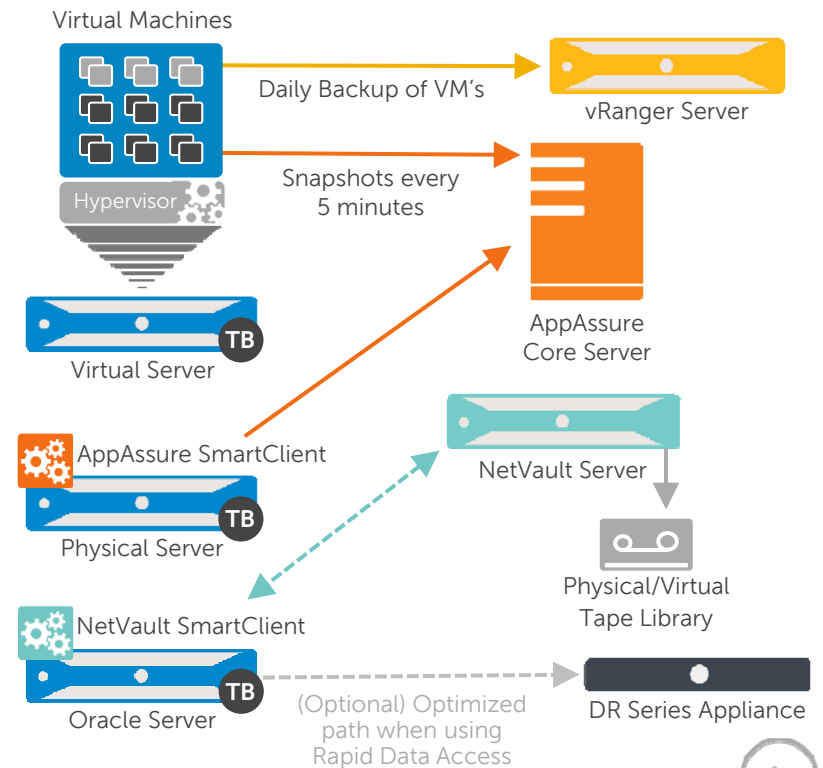## AppAssure, vRanger, NetVault Backup

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 and P2P recovery of physical 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, PostgreSQL, Sybase and more
- Ideal for complex tape and NAS support

Virtual Machines

Daily Backup of VM's

vRanger Server

Hypervisor

Snapshots every 5 minutes

AppAssure Core Server

Virtual Server

AppAssure SmartClient

NetVault Server

Physical Server

Physical/Virtual Tape Library

NetVault SmartClient

Oracle Server

(Optional) Optimized path when using Rapid Data Access

DR Series Appliance

Let's get started

Today you can meet with Dell backup and recovery experts in the expo and see a demo

Schedule demonstrations of NetVault 10, AppAssure, and DR Family

Schedule a post-event Whiteboard Session to match your backup with your business. Contact your account team for details.

Learn more by attending future events and workshops. Search www.dell.com/events for upcoming events in your area.

Never overpay or under protect again

Case studies

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

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

DELL

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