Simplify Modern Data Protection

PowerProtect Data Manager Appliance

DELL Technologies

Five key takeaways

2022 Global Data Protection Index Snapshot

The last 12 months have brought **higher levels of disruption** for organizations than in previous years

Experience of **cyberattacks or incidents** are more prevalent this year and are **contributing** to increased disruption

Almost all are **facing challenges** in relation to **data protection**

There has been a shift towards **public cloud use**, which may create **further data protection** issues for organizations

Working with **fewer data protection vendors** is linked to **better data protection outcomes**

Copyright © Dell Inc. All Rights Reserved.

Concerns and a lack of confidence in existing data protection measures are prevalent, exposing organizations to risk

55%

are **not very confident** that their organization is **meeting its backup and recovery service level objectives (SLOs)**[1]

69%

are **concerned that they will experience a disruptive event** in the next twelve months[1]

67%

are concerned their organization's existing data protection measures **may not be sufficient to cope with malware and ransomware threats**[1]

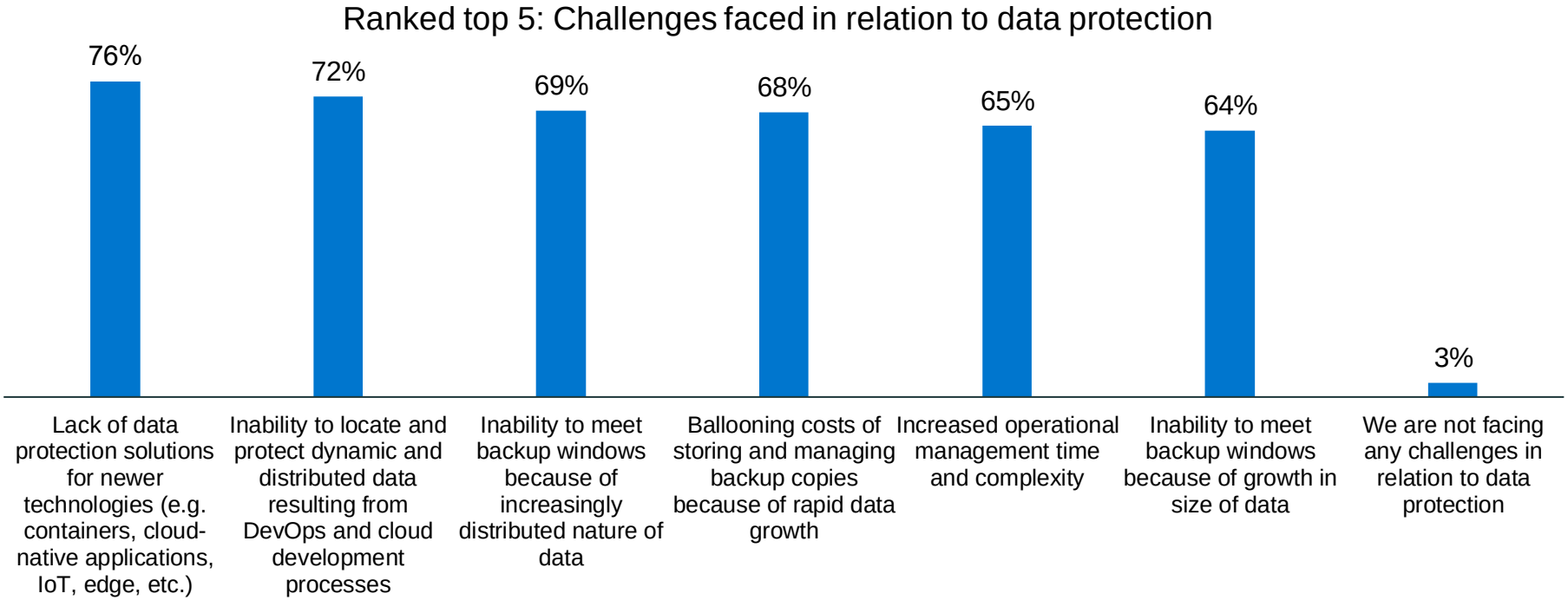
70%

agree their organization has **increased exposure to data loss** from **cyberthreats** with **the growth of employees working from home**[1]

1. Based on Dell Technologies Global Data Protection Index 2022 Key Findings, November 2022.

Copyright © Dell Inc. All Rights Reserved.

Alongside commonplace data protection challenges organizations are faced with



Copyright © Dell Inc. All Rights Reserved.

Dell Technologies data protection portfolio

Optimizes resources and improves business agility

Less than

1¢

per GB/month cost to protect

98% Average reduction in consumed storage resources

Up to 85% Faster time to recover in the event of a disaster

76% Reduction in backup and restore times

22% Reduction in data protection administration costs

Source: Based on ESG review commissioned by Dell, "Analyzing the Economic and Operational Benefits of the Dell Data Protection Portfolio", November 2022, evaluating the economic value of the Dell data protection portfolio. Actual results will vary.

Copyright © Dell Inc. All Rights Reserved.

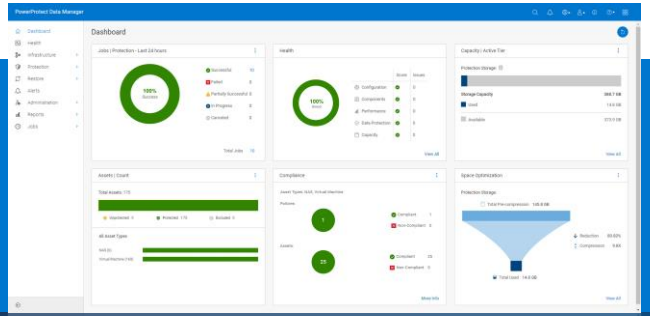
PowerProtect Data Manager in an Appliance

DELL Technologies

PowerProtect Data Manager

Start your journey towards modern data protection

Trusted protection and restore



Operational simplicity

Software defined multicloud data protection

Oracle | SQL | Exchange | SAP HANA | Kubernetes | VMware | Filesystems

Copyright © Dell Inc. All Rights Reserved.

PowerProtect Data Manager

Flexible consumption

On VMware with target appliances

In the cloud

Google Cloud

Microsoft Azure

aws

Integrated appliance

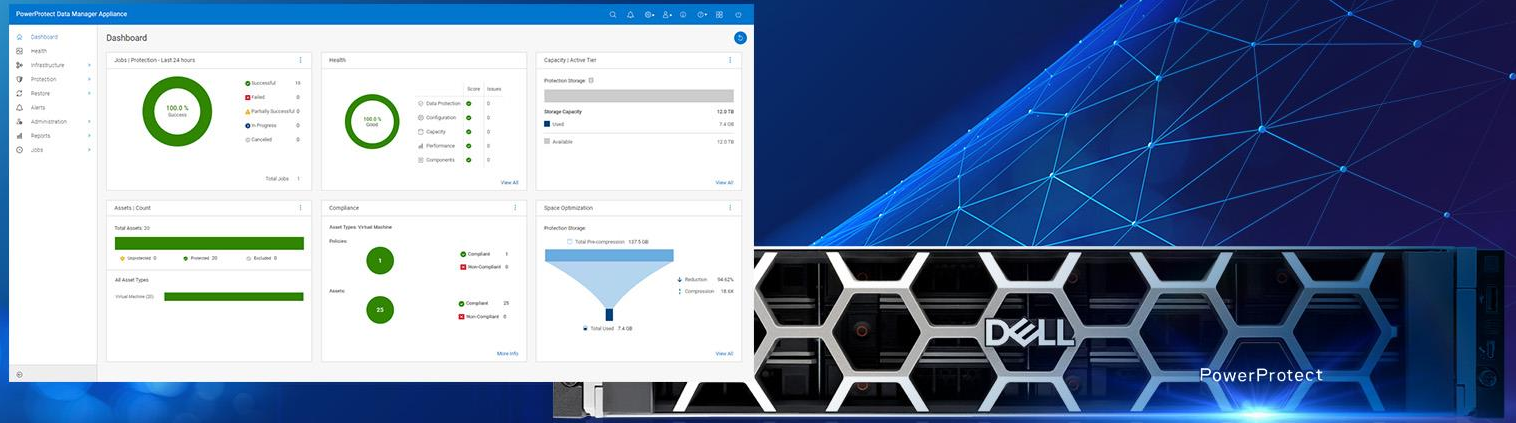
DELL Technologies

Copyright © Dell Inc. All Rights Reserved.

INTRODUCING

PowerProtect Data Manager Appliance

Simplify Modern Data Protection



MODERN

Software-defined architecture

SECURE

Operational and cyber resilience

SIMPLE

Unified user experience

DELL Technologies

Copyright © Dell Inc. All Rights Reserved.

PowerProtect Data Manager Appliance

Can deploy in 15 mins[1]

12TB – 96TB

Grow in place or to the cloud

- Deduplication
- Cyber Resilience
- VMware Integration
- Cloud enabled
- Instant Access + Restore
- Disaster Recovery

[1]Based on a Principled Technologies paper commissioned by Dell comparing Dell PowerProtect Data Manager Appliance vs competitive data protection solutions, November 2022. Actual results may vary.

Copyright © Dell Inc. All Rights Reserved.

Modern Protection

PowerProtect Data Manager Appliance

DELL Technologies

Leverage cloud for application availability and business continuity

Long term retention to cloud object storage

Data Manager Appliance

Cloud Tier
Long-term retention

Simple
Automated, native tiering to public, private or hybrid cloud

Cost-effective
Reduce TCO by sending and retrieving only unique data

Open
Broad ecosystem and flexible deployment options

Copyright © Dell Inc. All Rights Reserved.

Orchestrated recovery to the cloud

Cloud Disaster Recovery

Data Manager Appliance

Orchestrated DR

End-to-end orchestration for disaster recover to the cloud and failback

Efficient architecture

Eliminate DR data center costs using minimal cloud infrastructure

Simple operation

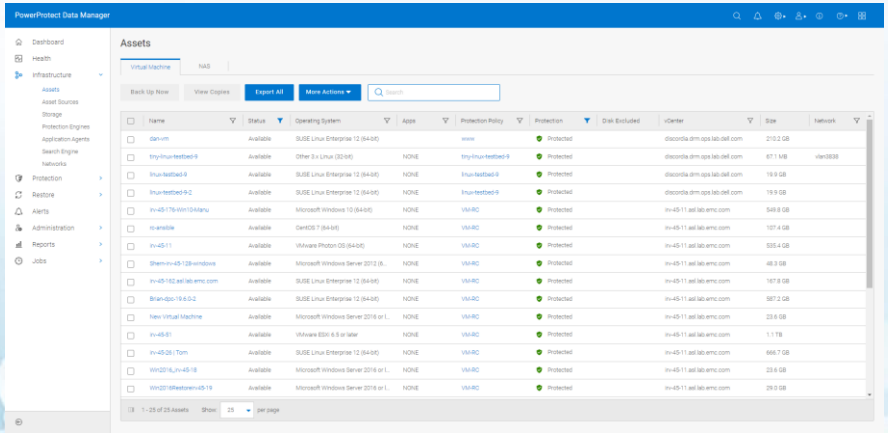
3 clicks failover, 2 clicks failback[1]
Direct in-cloud access

[1]According to Dell Internal Testing. March 2022

Copyright © Dell Inc. All Rights Reserved.

Seamless protection of cloud workloads

Protect cloud-native workloads across multiple public clouds



SaaS solution

simple, scalable and secure

Global visibility and control

across Azure, AWS and Google

Discover, orchestrate, and automate

protection of workloads with tag-based policies

Single pane protection status

via PowerProtect Data Manager

Flexible, efficient retention

cloud snapshots with PowerProtect DD Virtual Edition

Protect Cloud-Native Workloads

AWS EC2 Instances

AWS EBS Volumes

AWS Elastic File System

AWS Aurora DB

AWS Redshift DB

AWS RDS Instances

AWS Dynamo DB

Azure Blobs

Azure VMs

Google GCE

Google Persistent FS

VMware protection

Providing a consistent protection experience

VMware

Manage protection through vSphere

Automation

Discovery and policy creation

Modern

Kubernetes container protection

Cloud

In-cloud and extend to cloud protection

Copyright © Dell Inc. All Rights Reserved.

Transparent Snapshots

Transparent Snapshots simplifies VM image backups delivering **near-zero impact** on VMs

Ensure availability of all your VMs at scale without business disruption

Copyright © Dell Inc. All Rights Reserved.

DELL Technologies

Transparent Snapshots benefits

Increase backup performance

Near zero impact to VMs or environment

Faster backups

Faster restores

Lower costs & simplify management

Zero proxies for data movement

Storage agnostic

Environment auto-scales via automation

Copyright © Dell Inc. All Rights Reserved.

Comprehensive protection for containerized apps

Discover and manage
unprotected Kubernetes natively

Protect Kubernetes
in AWS, Azure and Google Cloud

Protect OpenShift
PaaS resources

Agentless
application consistency

VMware
Tanzu integration

Protect
EKS, AKS, GKE

© DELL Inc. All Rights Reserved

Dynamic NAS Protection

Dynamic NAS automates and optimizes the protection of NAS infrastructure

Tight integration with PowerStore, PowerScale and Unity

Storage agnostic

Automatic discovery

Incremental forever backups

Dynamic slicing of NAS assets with load balancing

Copyright © Dell Inc. All Rights Reserved.

DELL Technologies

Secure

PowerProtect Data Manager Appliance

DELL Technologies

Peace of mind with security and data integrity

Secure Access

IAM, RBAC, AD integration, Two-Factor Authentication

Reduced potential for malicious data changes

With Retention Lock Governance

Reduced attack surface

Private network for internal communication

Data Invulnerability Architecture

End-to-end verification, fault avoidance and more

© DELL Inc. All Rights Reserved

Cyber Recovery Requirements

Immutability

Preserve original integrity of data

Isolation

Physical and Logical separation of data

Intelligence

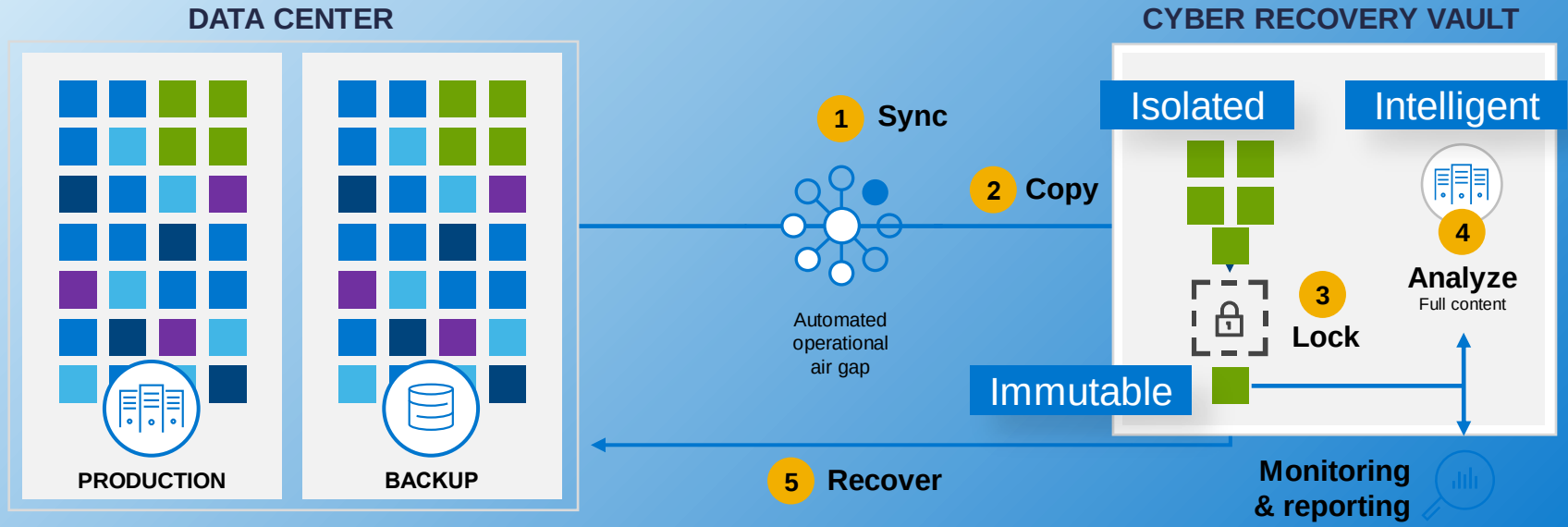
Machine Learning and Analytics identify threats

Modern threats require modern solutions to ensure cyber resilience

Copyright © Dell Inc. All Rights Reserved.

PowerProtect Cyber Recovery

Data Vaulting Critical Business Data



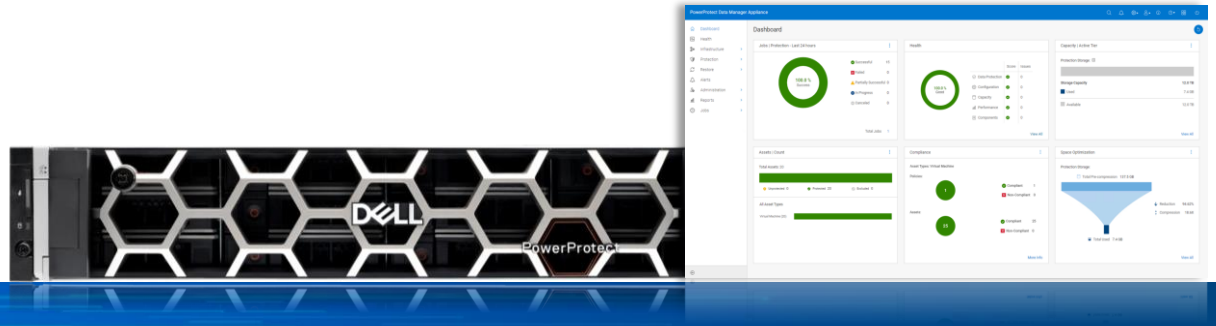
Copyright © Dell Inc. All Rights Reserved.

Simple

PowerProtect Data Manager Appliance

DELL Technologies

Simple user experience



Start backing up in minutes

Streamlined upgrades

Self-service with governance

Copyright © Dell Inc. All Rights Reserved.

Single pane of glass management

Unified interface for rapid, easy-to-use experience

Dashboards

Single view for on-premises and in cloud protection

Problem Resolution

Alerts, monitoring, appliance support telemetry

Policy Management

Automated discovery and protection of assets

Reporting

Protection health compliance reporting

Copyright © Dell Inc. All Rights Reserved.

Centralized governance with data owner control

Self-service or IT controlled data protection with PowerProtect Data Manager Appliance

Oversight and governance control

Supported DD Boost workloads
Oracle, SQL, Exchange and more

Data flow

Central IT

Data owners

Automated configuration and onboarding

Self-service backup and restore

Copyright © Dell Inc. All Rights Reserved.

Dell Data Protection Guarantees

Increase confidence in data recoverability, optimize storage efficiency and lower costs

Up to $10M to assist in recovery of your data from ransomware and qualifying cyber events.[1]

Guaranteed Recovery & Optimization

Achieve a guaranteed deduplication ratio or we'll make it right.[2]

Dell Technologies Future-Proof Program

Copyright © Dell Inc. All Rights Reserved.

Data Protection Deduplication Guarantee

55:1 Deduplication Guarantee[1]

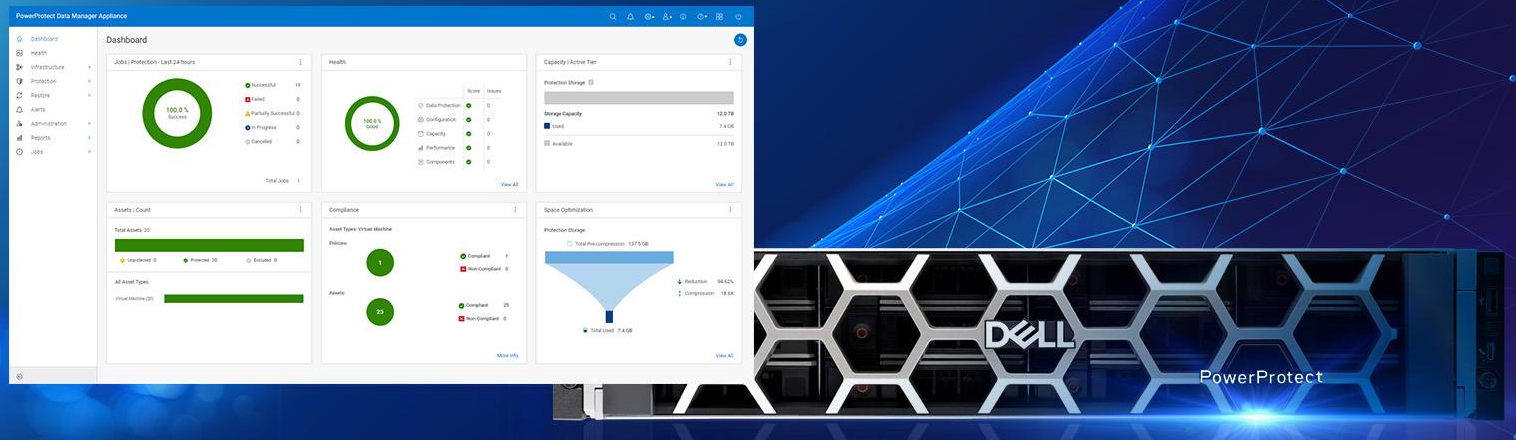
PowerProtect Data Manager Appliance

[1]Use recommended best practices from Dell Technologies to get guaranteed data reduction for data protection appliances.

Copyright © Dell Inc. All Rights Reserved.

PowerProtect Data Manager Appliance

MODERN | **SECURE** | **SIMPLE**



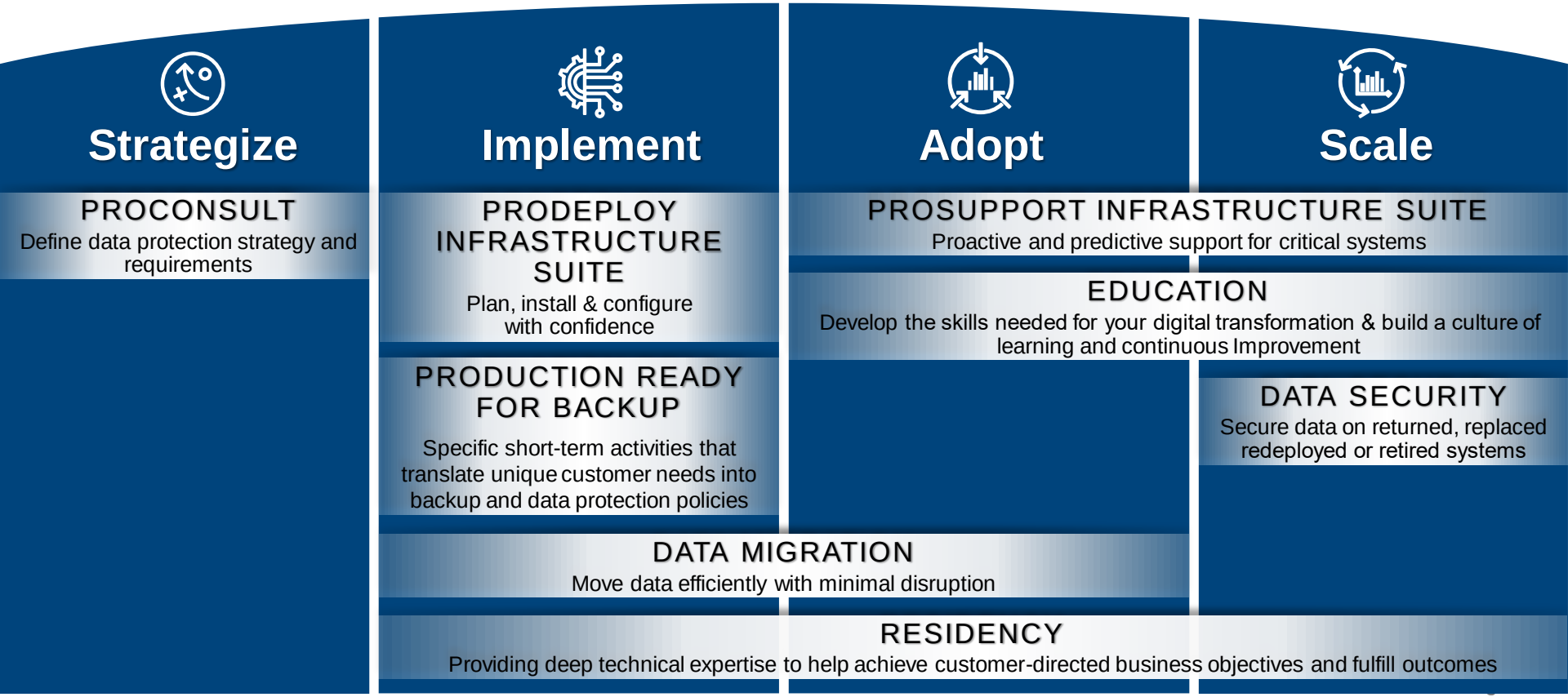
Start your journey towards modern data protection

Copyright © Dell Inc. All Rights Reserved.

DELL Technologies

Comprehensive services portfolio for data protection

Choice & flexibility throughout the lifecycle of your solution



Copyright © Dell Inc. All Rights Reserved.

Our commitment to progress through innovation

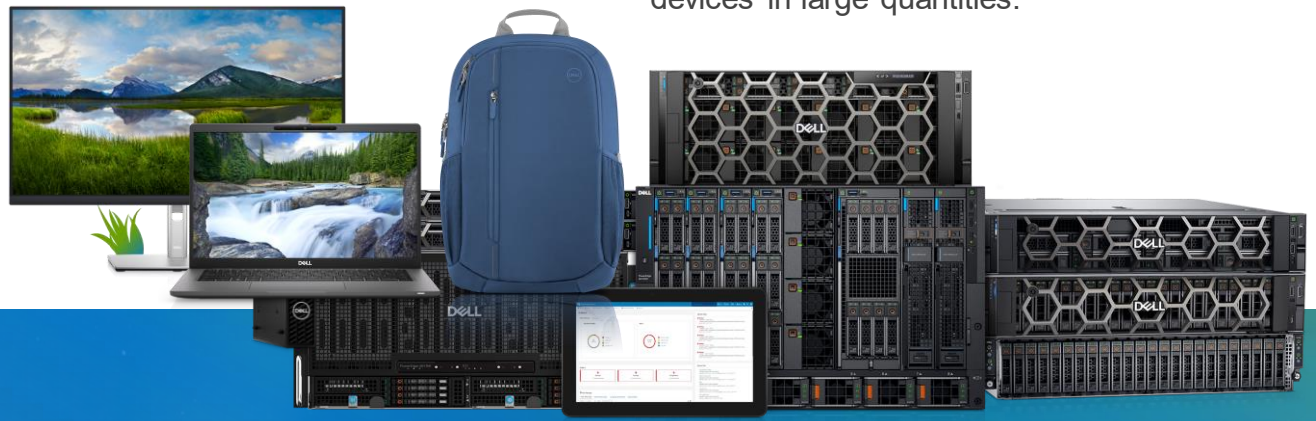
Our expertise in supply chain and our leadership in sustainable design and materials is how we will get there.

Products

We create high quality, durable, reliable, secure and repairable products incorporating responsible design processes and sustainable materials wherever possible, while reducing energy intensity across our entire portfolio of offerings.

Packaging

Dell Technologies is a leader in responsible packaging – reducing waste and driving innovation to find recycled and renewable alternatives to protect our products while in transit. We also offer multipack shipping to maximize efficiency for customers purchasing devices in large quantities.



76%

We have reduced energy intensity throughout our products by 76% Since 2013

Copyright © Dell Inc. or its subsidiaries.

DELL Technologies