

MEEC Webinar – Daly and EMC BRS - EMC Backup & Archive Solutions

Accelerating Transformation

Presented By:

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Backup & Recovery Specialist
EMC

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Senior System Architect and Project Manager
Daly



Daly and the New MEEC Contract

IDIQ Contract for Desktops / Portables, Storage, Servers, Network, Virtual Computing, Peripherals, and Related Service.
Contract No.: UB-12-B-19-D1

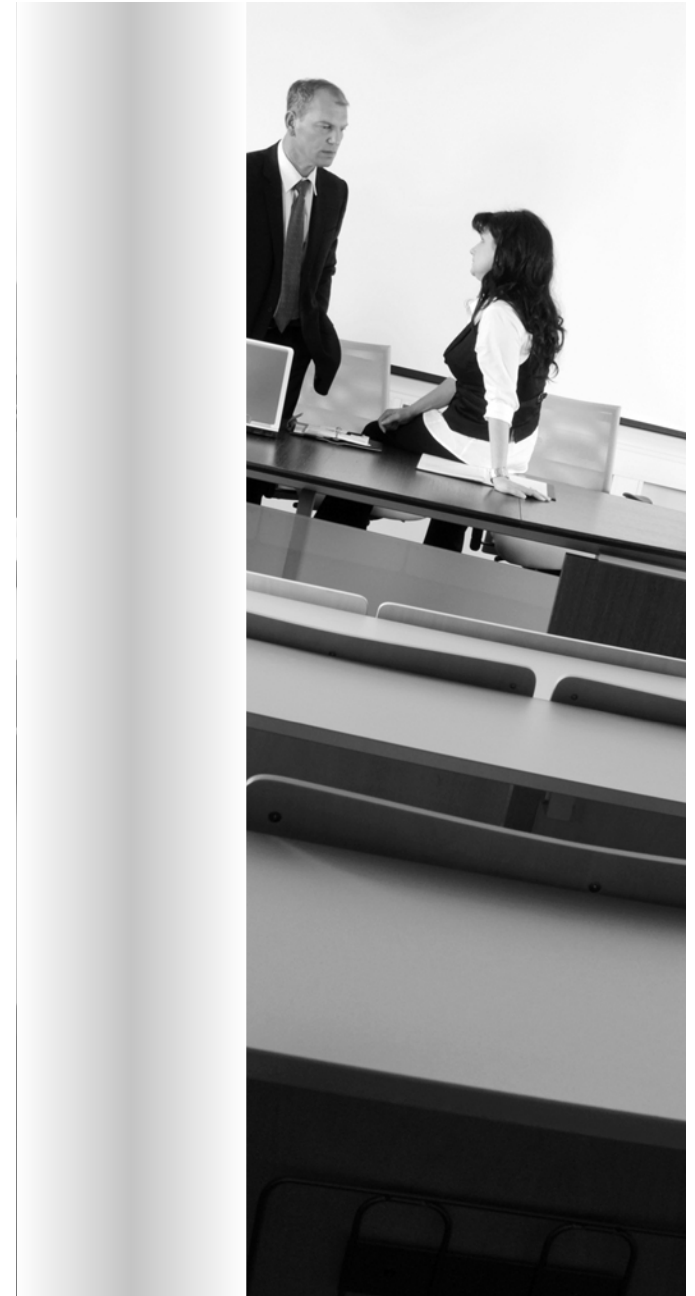
Managing Agency - University of Baltimore on behalf of the Maryland Enterprise Educational Consortium (MEEC) and University System of Maryland (USM)

Daly was ranked #1 in all categories. As the top ranked contractor, Daly is designated as a Solutions Contractor specifically authorized to provide integrated solutions using technologies from across all categories of the contract. In this capacity, Maryland educational institutions can utilize Daly's engineering and architectural capabilities as well as a multitude of professional services to obtain the needed integrated systems.



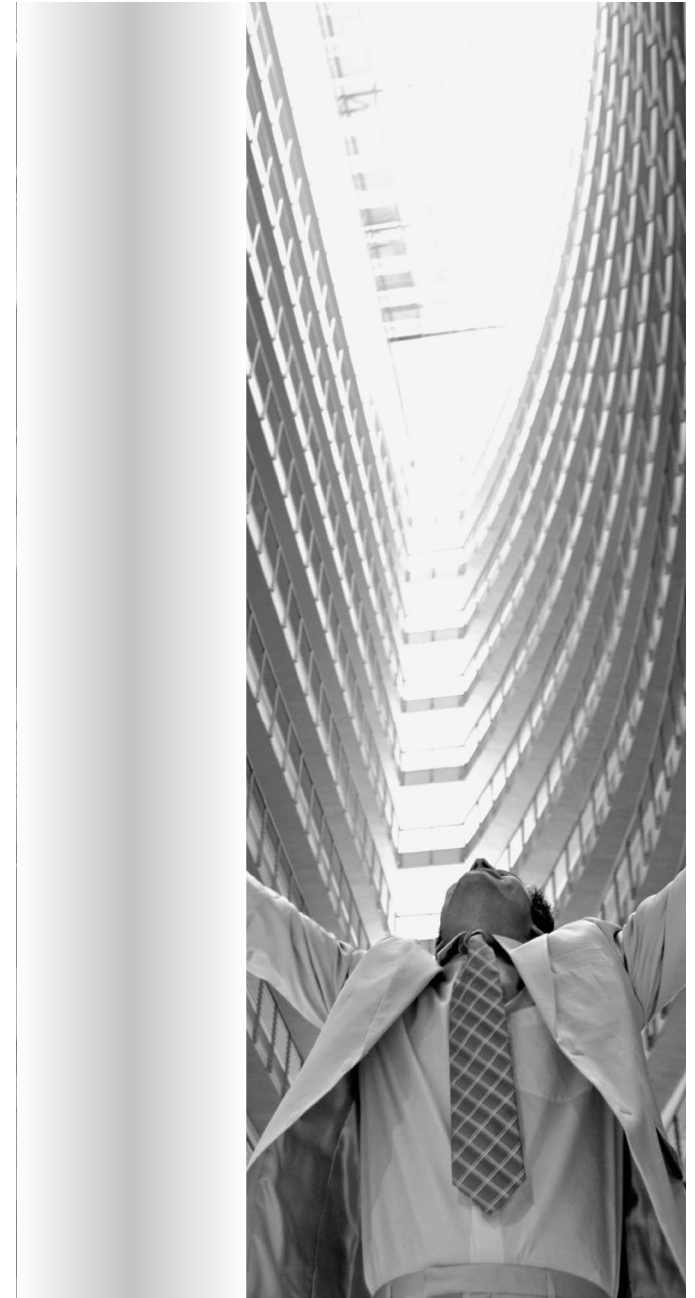
Our Division

- Approximately 3,000 Employees
- 10 R&D Locations
- Market Leadership
 - #1 In Deduplication
 - #1 In Purpose Built Backup Appliances
 - #1 In Combined Software & Storage
- Rapid Market Adoption
 - Data Domain & Avamar Exited 2011 At A Revenue Run Rate Over \$2 Billion
- Global Sales, Support, & Services
 - Approximately 6,000 Channel Partners

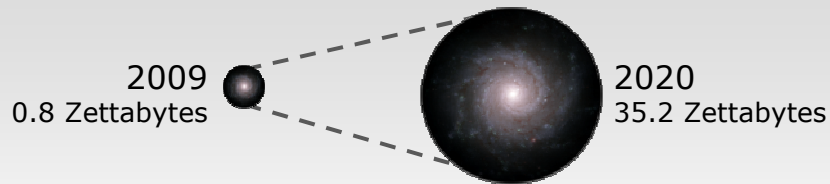


Key Customer Objectives

- **Ensure** Recoverability & Accessibility
 - Ensure Data Is Protected & Available To Meet Service Levels
- **Improve** Efficiency
 - Spend Less Time And Money – Add More Value To Other Parts Of The Organization
- **Increase** Agility
 - Respond Quickly To Changing Requirements – Virtualization, Cloud, Big Data...



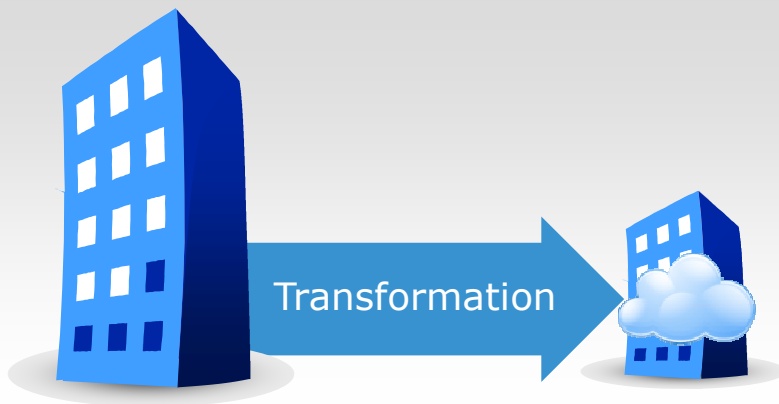
IT Pressures



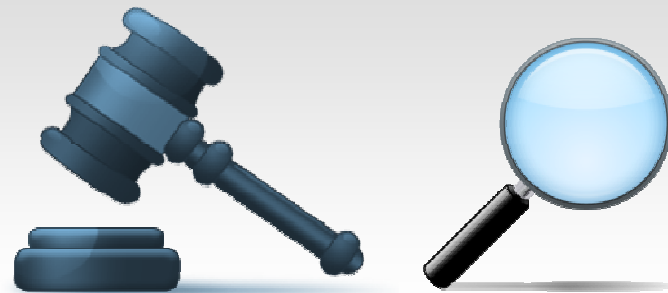
DATA DELUGE



BUDGET DILEMMA

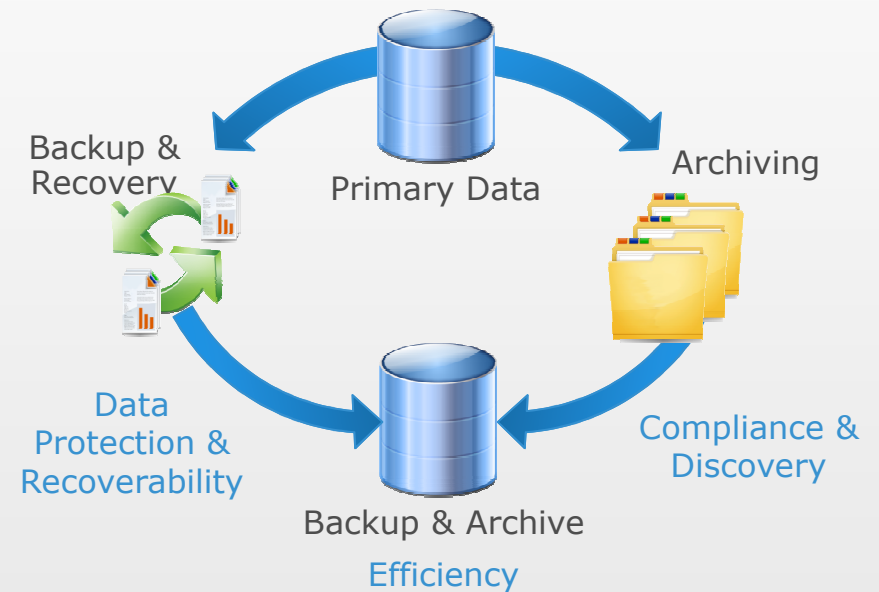


INFRASTRUCTURE SHIFT



COMPLIANCE and DISCOVERY

CONVERGENCE OF BACKUP & ARCHIVING

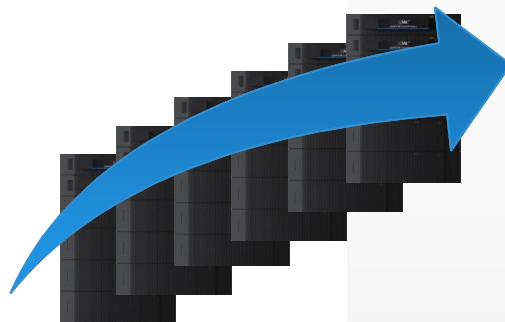


Trends That Drive The Industry

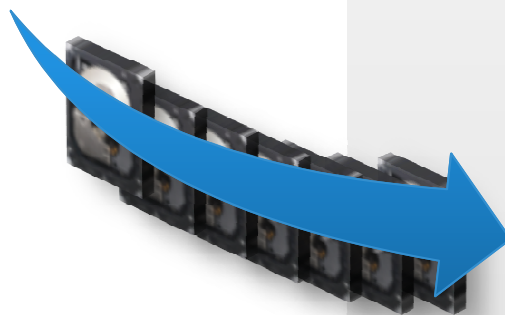
- Disk Based Deduplication Replaces Tape
- Backup & Recovery Window Pressures Drive Innovation
- Control of Data – Primary, Backup & Archive

DISK

CONTINUES TO
REPLACE TAPE



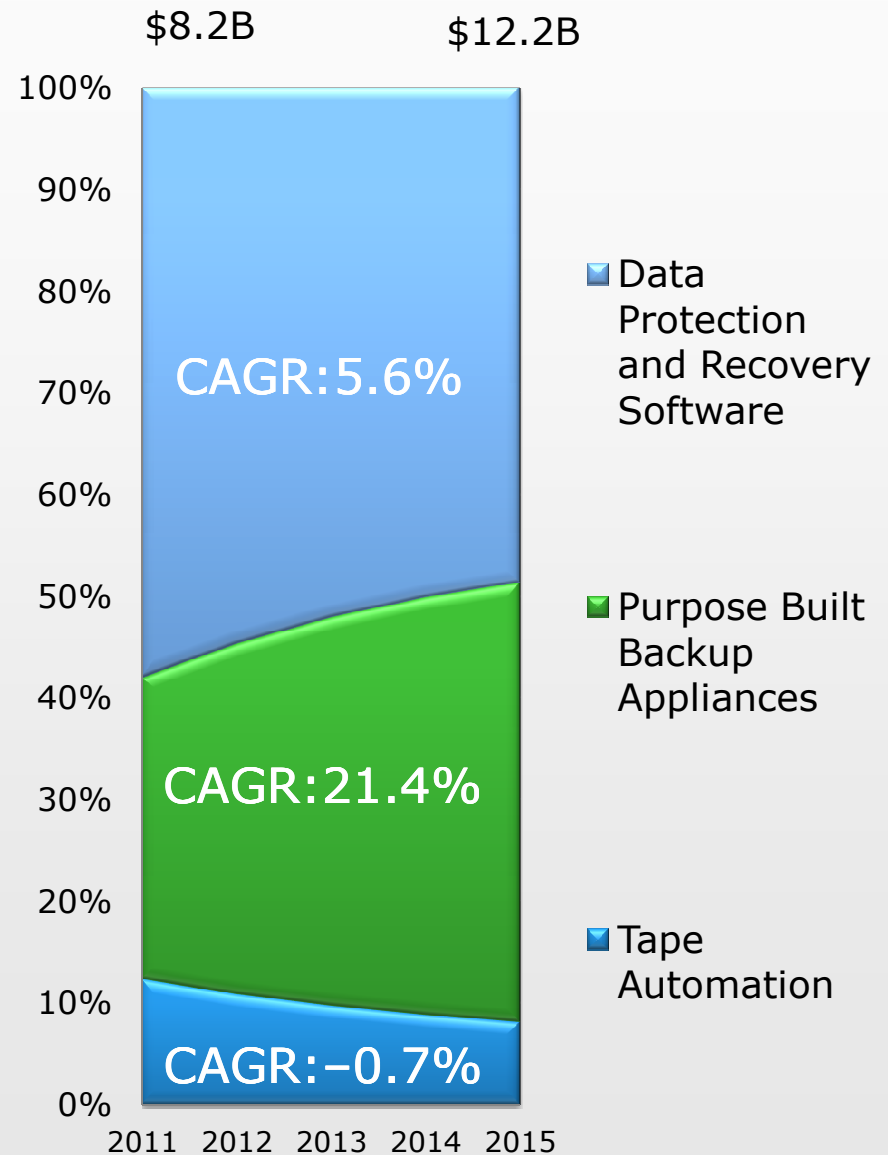
Deduplication A Must Have
Backup Appliances Everywhere
Software Unlocking Disk Power





OVER
1000
CUSTOMERS
HAVE GONE
TAPELESS
FOR BACKUP

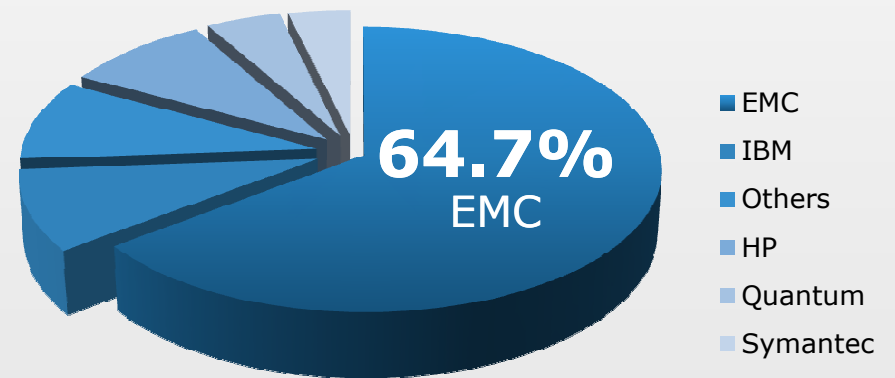
PURPOSE BUILT BACKUP APPLIANCES



PURPOSE BUILT BACKUP APPLIANCES

OPEN SYSTEMS +
MAINFRAME CAPACITY

2011 Total Market
927,474 TB

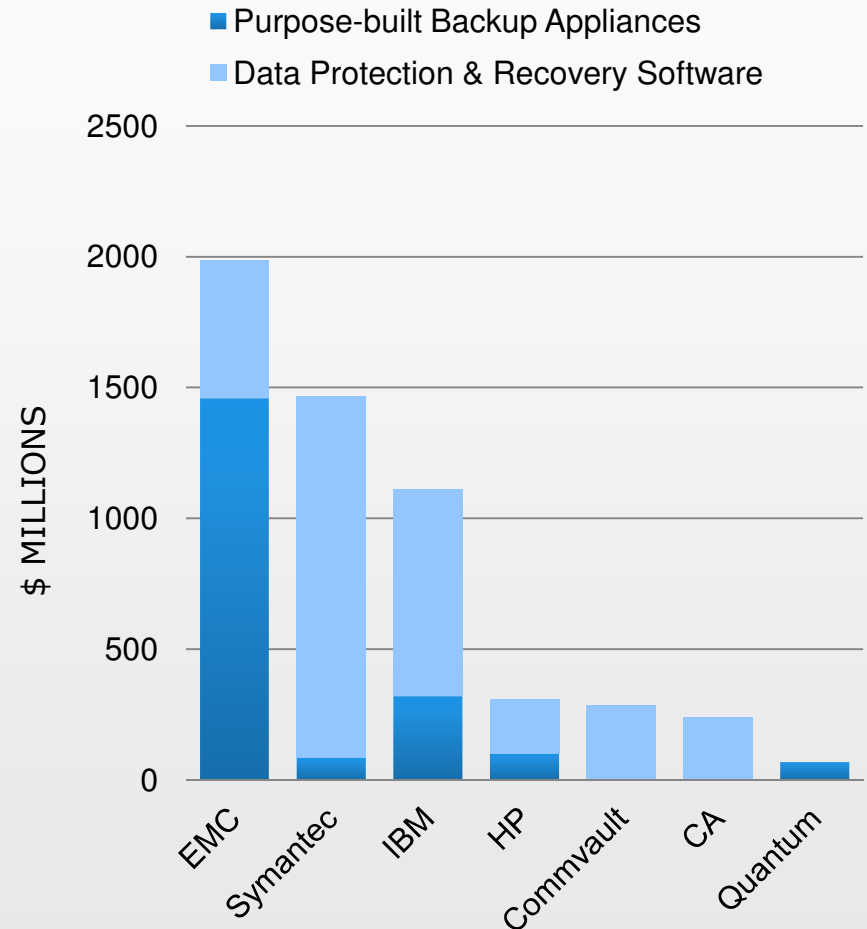


Source: IDC, Worldwide Purpose-Built Backup Appliance 2012–2016 Forecast and 2011 Vendor Shares , Doc #234489, Apr 2012.

Above: Worldwide Supplier Capacity for 2011, Total PBBA Market

BACKUP & RECOVERY LEADERSHIP

2011 Revenues



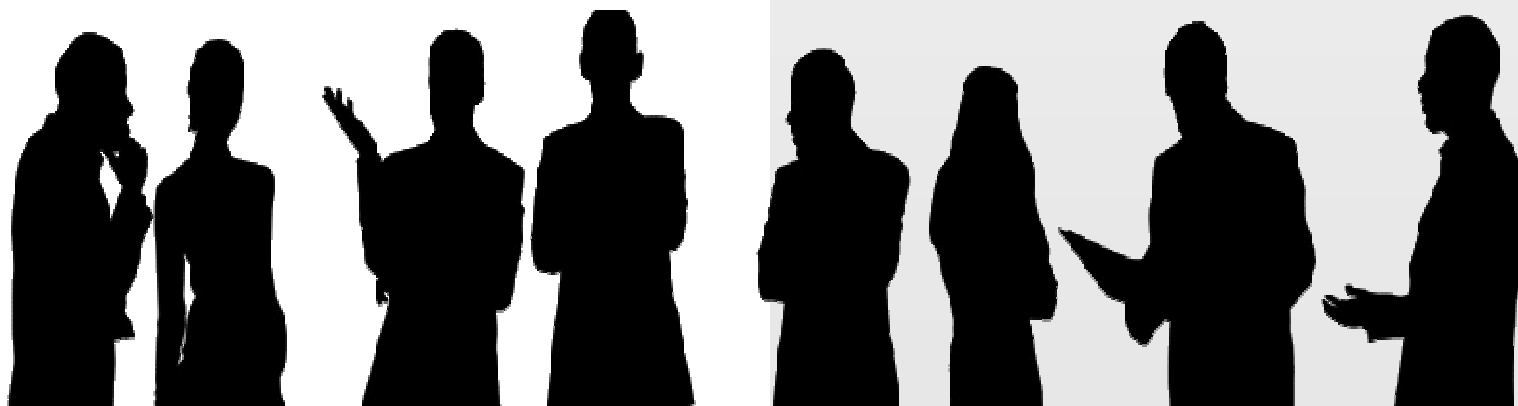
Source: IDC, Worldwide Purpose-Built Backup Appliance 2012–2016 Forecast and 2011 Vendor Shares , Doc #234489 , Apr 2012,
IDC, Worldwide Storage Software Overview, March 2012



EMC²

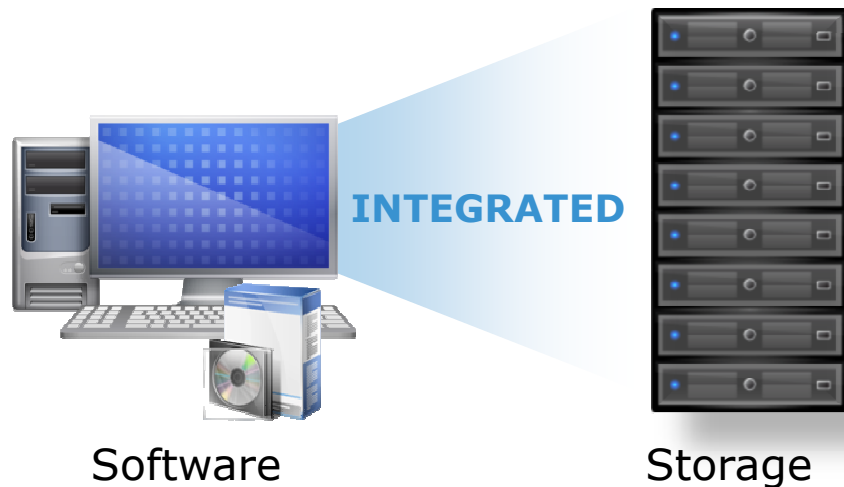
WORLDWIDE INDUSTRY BACKUP LEADERSHIP

- 10** Of The Top **10** Banks
- 9** Of The Top **10** Telecoms
- 9** Of The Top **10** Airlines
- 8** Of The Top **10** Hospitals



Innovation Through End-To-End Solutions

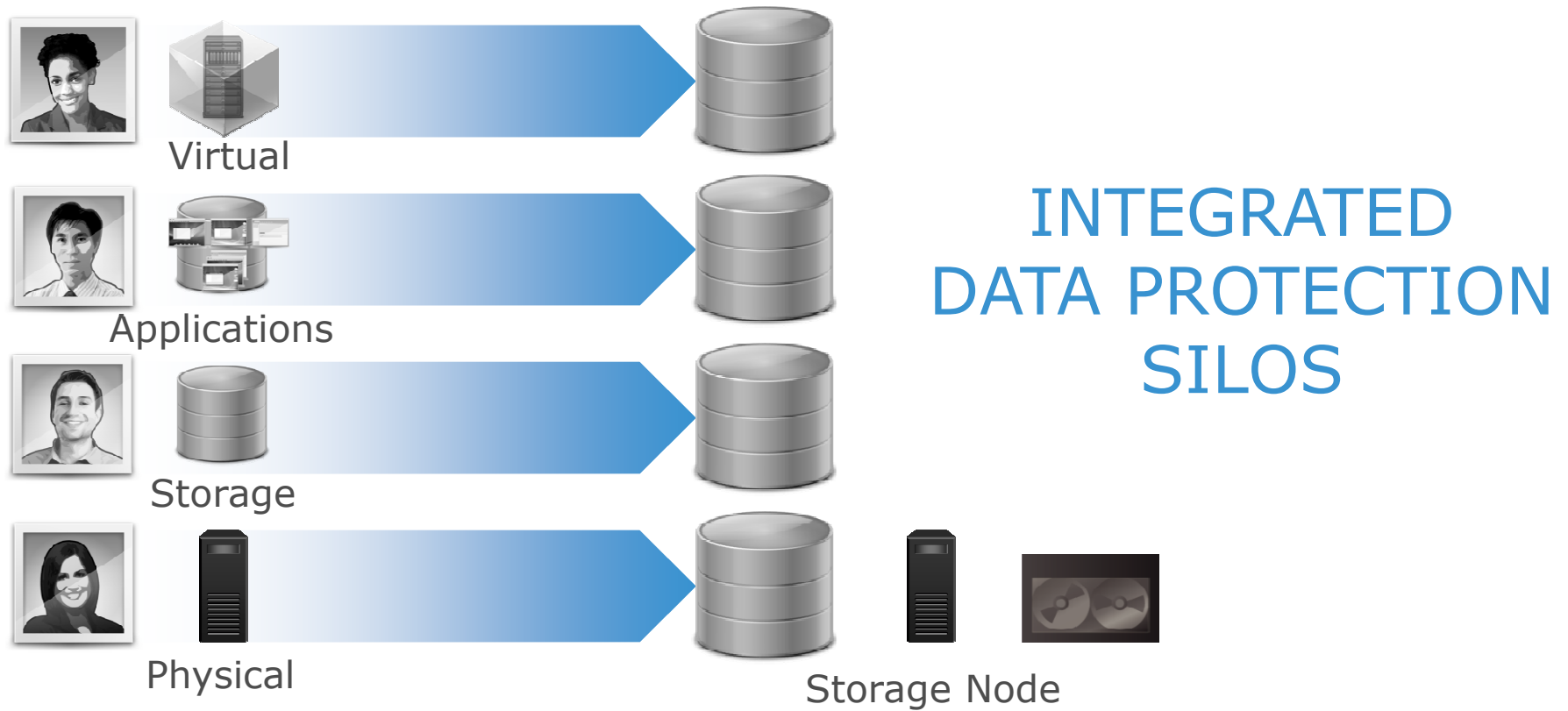
Software & Storage Designed To Work Together



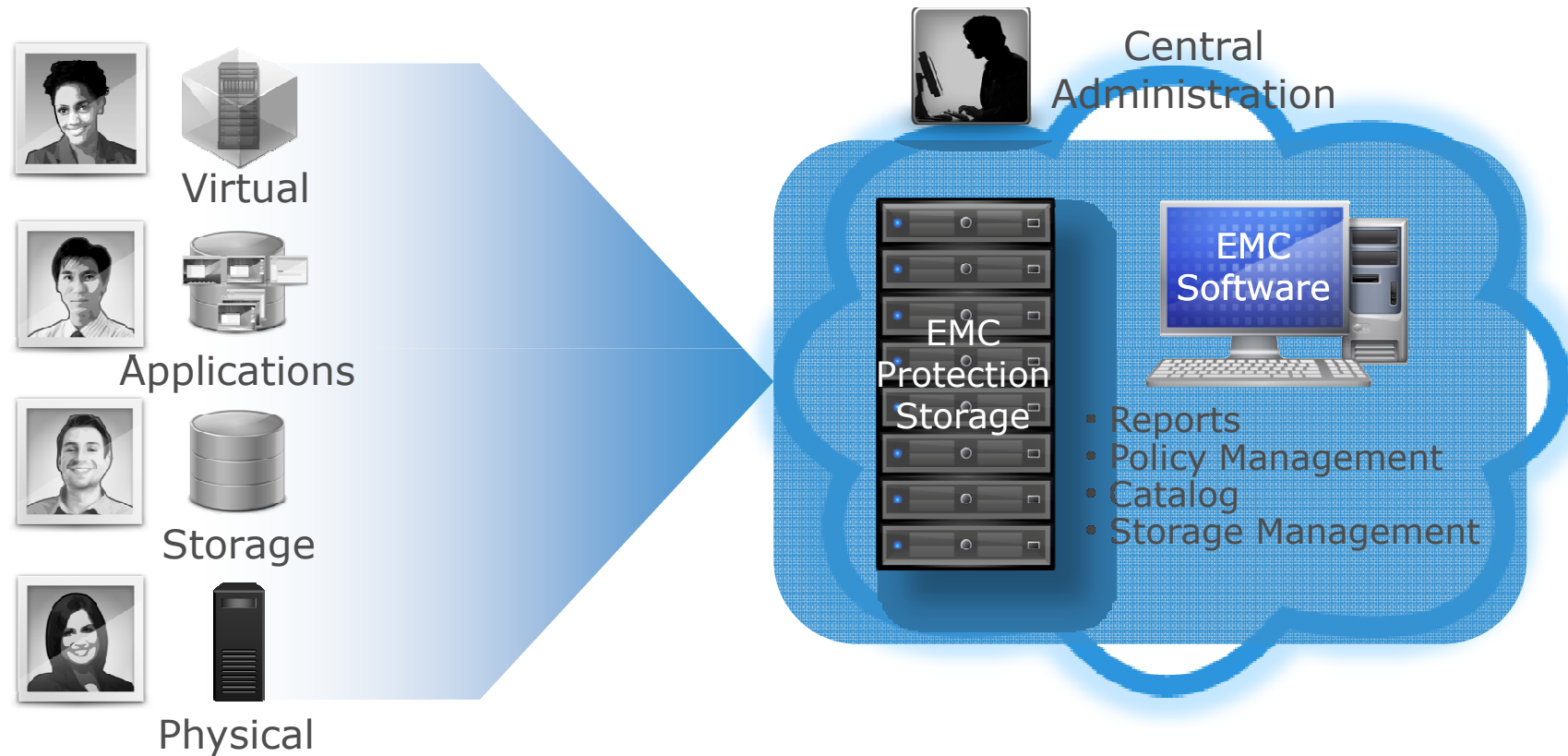
Improves

- **Performance:** Accelerates backup and recovery through optimized deduplication
- **Simplicity:** Unifies management and administration through common interfaces
- **Flexibility:** Optimizes data movement through clients or direct integration with data management consoles

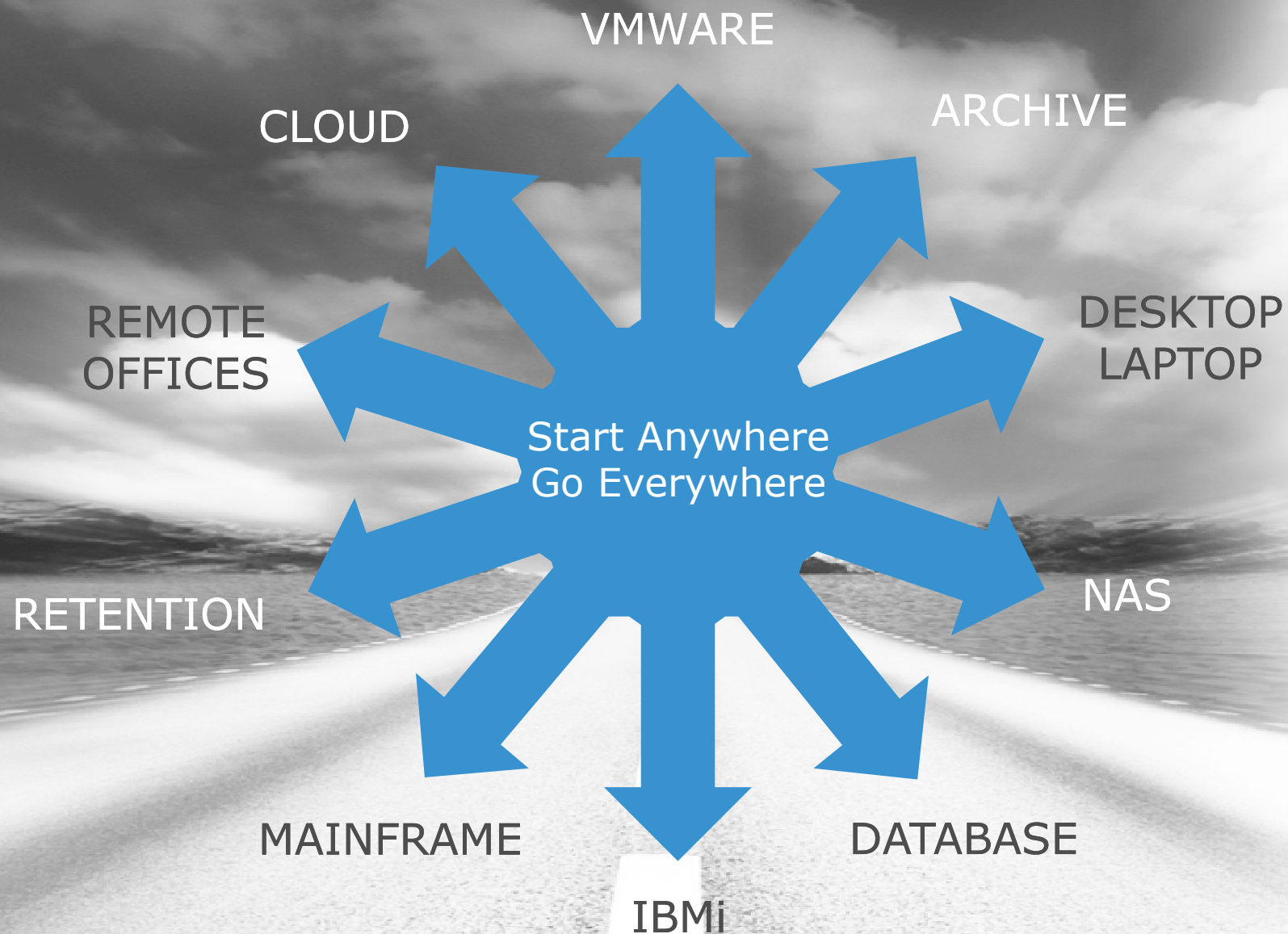
Shifting Control Over Backup



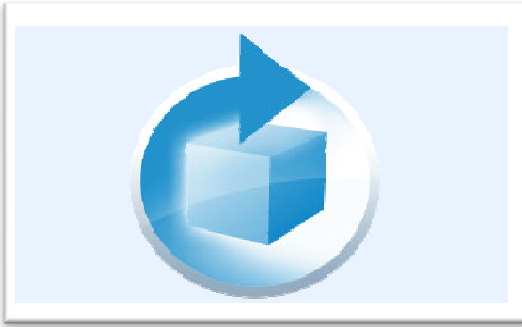
A Transformational Solution Approach



Built On EMC Backup & Archive Solutions



Backup & Recovery



Recovery

- Worlds Fastest Deduplication Backup
- 90% Reduction in VMware Backup Windows
- 30x Faster VMware Restores
- Disk Based Reliability



Efficiency

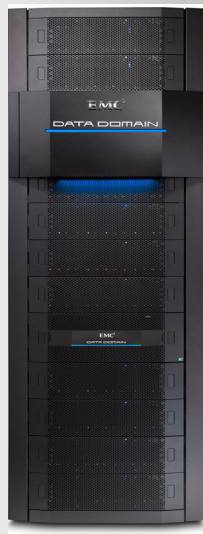
- 10-30x Reduction In Backup Storage
- 99% Bandwidth Efficiency
- 81% Reduction In Time Managing Backup
- 7 Month Payback



Agility

- #1 In Purpose Build Backup Appliances
- #1 Deduplication Software And Systems
- Protect Physical And Virtual Environments
- Future Built Architecture

EMC Backup & Recovery Solutions



Data Domain



Avamar



Disk Library
for mainframe



NetWorker



Data Protection
Advisor

EMC Data Domain

Deduplication Storage Systems



Scalable Systems

Reduce Storage By An Average Of 10-30x And Protect Up To 65 PB Of Logical Capacity In A Single System

High-speed Deduplication

Complete Backups Faster—Throughput Of Up To 31 TB Per Hour

Network-efficient Replication

Send Only Deduplicated And Compressed Data Across The Network, Requires A Fraction Of The Bandwidth, Time, And Cost Compared To Traditional Replication Methods

Easy Integration

Qualified With All Leading Enterprise Backup And Archiving Applications—Integrates Easily Into Existing Storage Infrastructures

EMC Avamar

Deduplication Backup Software & System



Faster Backups Over Existing LAN/WAN

Data Deduplication Significantly Reduces Backup Windows & Network Traffic By Only Storing Unique Changes, While Always Maintaining Daily Full Backups For Immediate Single-Step Restore

Enterprise-Wide Backup & Recovery For Both Physical & Virtual Environments

Optimized For VMware, NAS, Remote Office & Desktop / Laptop

Flexible Deployment

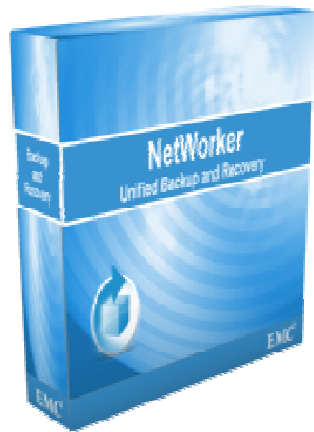
Avamar Data Store Scales To 124 TB Of Deduplicated Capacity, And Integrates With Data Domain Systems For Further Scalability Of High Change Rate Workloads

High Reliability

Patented RAIN Technology To Provide Uninterrupted Data Accessibility

EMC NetWorker

Unified backup and recovery software



Unified Management

Bring Together A Full Range Of Traditional And Next-Generation Data Protection—From Backup-To-Disk To Replication To Tape—Under A Common Management Interface

High Performance

Accelerate Backup And Recovery With Industry-Leading Speed, Security, And Scalability To Meet Demanding Service Levels

Leading Deduplication

Integrate With Avamar And Data Domain To Transform Your Backup And Recovery With Industry-Leading Deduplication

Maximum Flexibility

Backup Mission-critical Business Applications In Physical And Virtual Environments

EMC Disk Library For Mainframe

Tape Replacement For Mainframe Environments



Scalable Capacity

13 TB – 5.7 PB

Storage Efficiency

Supports Primary & Deduplication Storage

Flexible Deployment

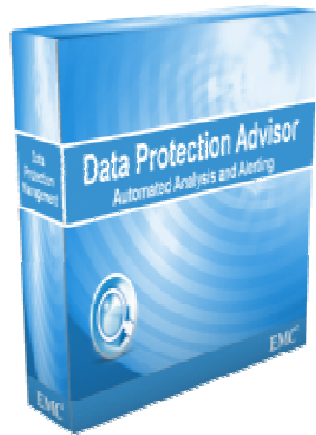
Single Solution For All Mainframe Tape Workloads
Including Backup, HSM, Archiving, & Work Tapes

Simplified Operations

Managed From z/OS Console

EMC Data Protection Advisor

Data Protection Management Software



Increase Visibility

Monitor, Analyze, & Report Across Physical & Virtual Backup Environments With A Single, Unified Product

Reduce Costs

Consolidate Information Enterprise Wide To Reduce Administrative Efforts, Accelerate Problem Resolution, & Forecast Resource & Capacity Planning

Prove Protection

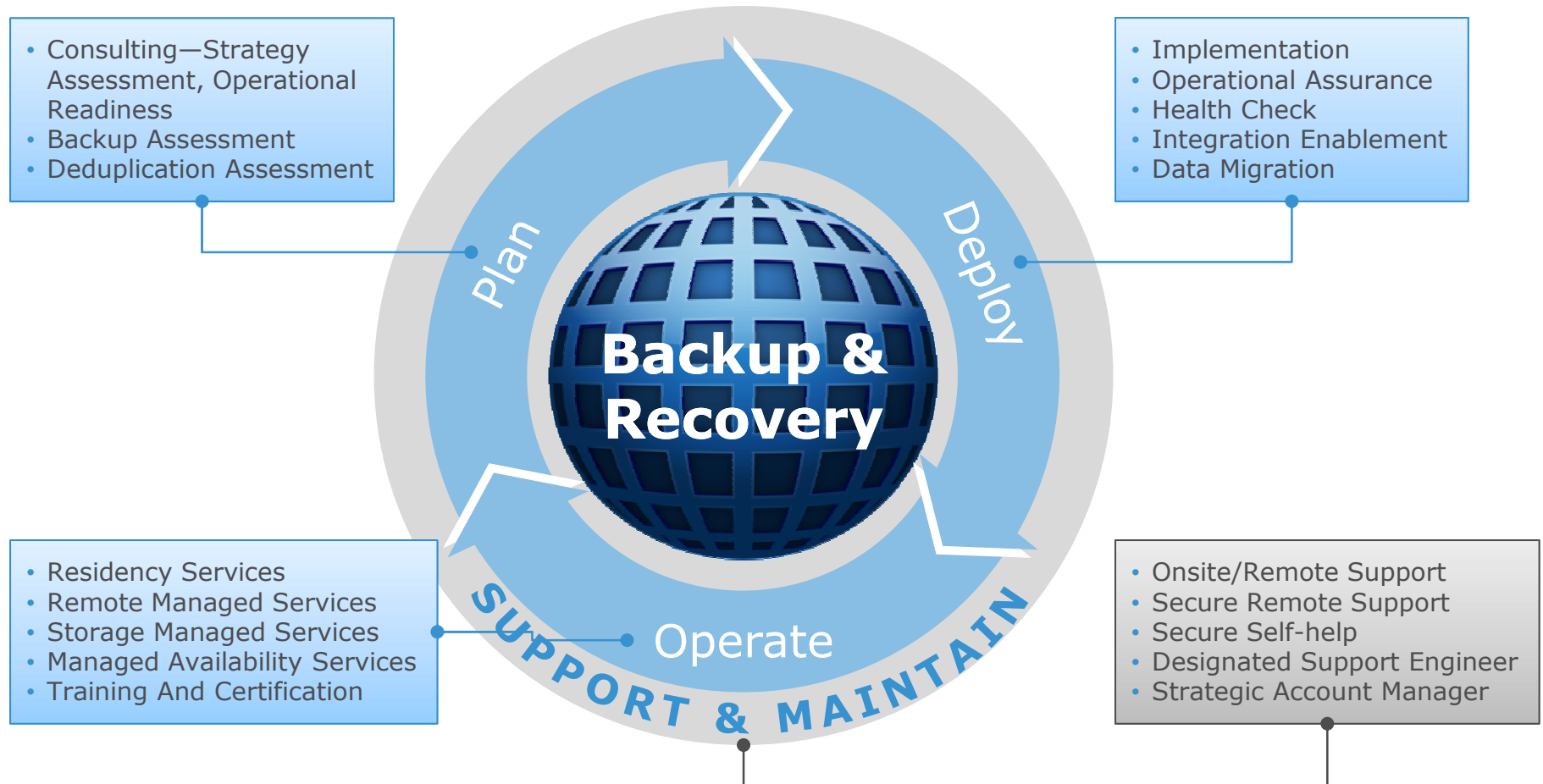
Understand Potential Risks & Data Protection Exposures Across Multiple Backup Products

Lower Complexity

Use An Automated, Unified Approach To Managing The Data Protection Environment, Greatly Simplifying The Monitoring Process & Tuning The Environment To Maximize Utilization

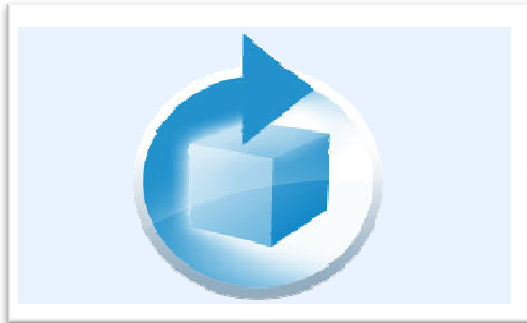
EMC Global Services

Services For Backup & Recovery



Archive

EMC Solutions For Archiving



Accessibility

- World's Fastest Deduplication
- Application Solutions For File, Email, & Sharepoint Environments
- Cost-Effective Long-Term Retention



Efficiency

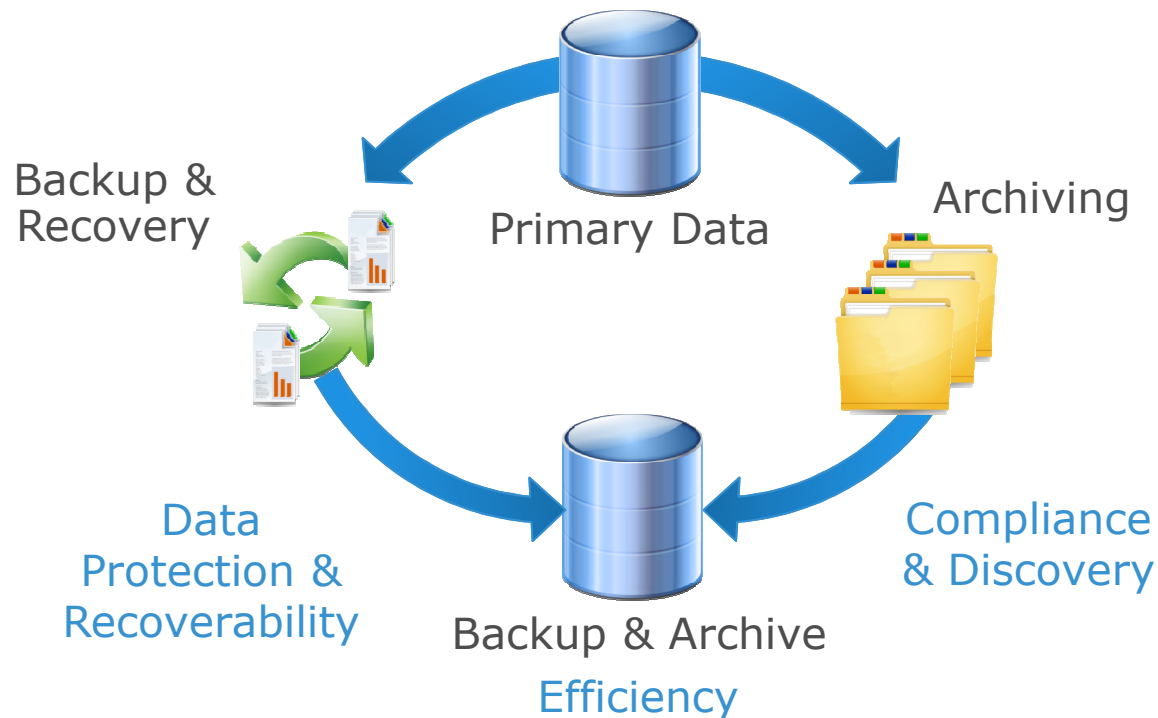
- Shared Storage Infrastructure For Backup & Archive
- Reduced Cost Of Primary Storage
- 99% Bandwidth Efficiency



Agility

- Addresses Regulatory & Corporate Governance Requirements
- Future Built Architecture

Convergence Of Backup & Archiving



EMC Archiving Solutions & Platforms



Data
Domain



Atmos



Centera



SourceOne

EMC SourceOne

Email & Microsoft SharePoint Archiving



Operational Efficiencies

- Microsoft Exchange 2010 / Microsoft SharePoint 2010 Migrations
- PST Reductions & Mailbox Quota Elimination
- System Performance Enhancements

Compliance

- Corporate Policies And Lifecycle Management
- Regulated Industries; FINRA Rules (Financial), HIPAA Rules (HealthCare), FRCP Rules (Legal), International Rules

Discovery

- Rapid Response To Legal Action Or HR Inquiries
- Search & Responsiveness Without Spoliation
- Comply With FRCP, Sarbanes Oxley, & More

EMC Data Domain

Deduplication For Backup & Archive Workloads



High-Speed Deduplication

- Complete Backups Faster, Archive More Data

Enterprise Functionality

- Storage Efficiency, Massive Scalability, & Data Retention

Network-Efficient Replication

- Less Bandwidth, Lower Cost Compared To Traditional Replication Methods

Easy Integration

- Qualified With All Leading Enterprise Backup & Archiving Applications—Integrates Easily Into Existing Storage Infrastructures

EMC Centera

Compliance Storage Platform



Governance & Compliance Leader

Write Once, Read Many (WORM)

Content Authenticity

Operational Efficiency

99.999% Availability

Broad Partner Ecosystem

EMC Atmos

Cloud Storage Platform



Single System

- Store, Manage, & Aggregate Distributed Big Data Across Locations

Seamless Scalability

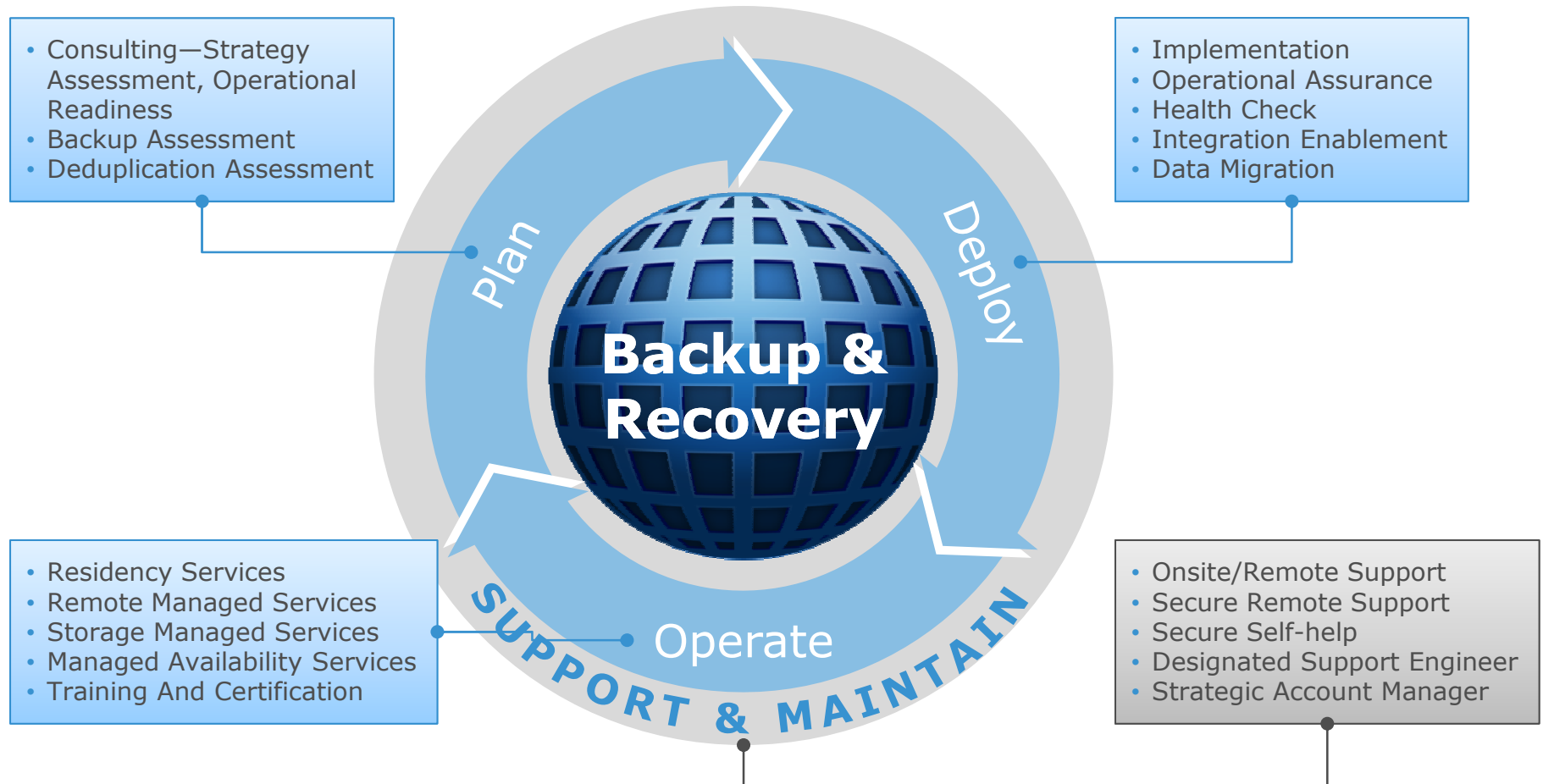
- Zero Development Time, Reduces Administration Time & Ensures Availability
- Storage-As-A-Service
- Meter Capacity, Bandwidth, & Usage Across Tenants

Easy Storage Access

- Instant Access To Data Across Networks & Applications

EMC Global Services

Services for Archive



Events

May 1

Daly Technology Showcase
The Place At Innsbrook
Richmond, VA

May 3

Daly Technology Showcase
BWI Airport Marriott
Baltimore, MD

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