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We'll be starting in just a moment...



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# Episode 7: Partners and AWS Outposts

TODAY | 11:00AM—12:00PM PDT  
June 22, 2020



More information  
and registration at:

<https://bit.ly/3jnGE4v>

Scan for a link to  
more information



# What are we covering today?



Introduction to AWS Outposts



Outposts Service Ready Program



Partner look at Pure



Partner look at Veritas



Ask the expert style Q&A

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Rob Czarnecki is a Principal Product Manager for AWS Outposts, focused on the AWS and Partner services and solutions that run on Outposts. In this role, he helps make it easier for customers to extend their workloads to Outposts for a truly consistent hybrid experience.



**Rob Czarnecki**

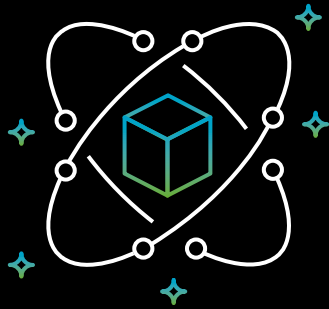
Principal Product Manager Tech  
AWS Outposts



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## Low Latency



Rendering, inference,  
data processing

## Application Modernization



Modernize enterprise  
applications running  
at the edge

## Data Residency



Regulatory, security,  
process requirements

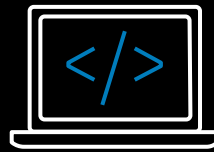
## Local Data Processing



Local control  
systems, 5G/IOT

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Same reliable,  
secure, and high  
performance  
infrastructure

Same operational  
consistency

Same services  
and APIs

Same tools for  
automation,  
deployments, and  
security controls

Same pace of  
innovation as in  
the cloud

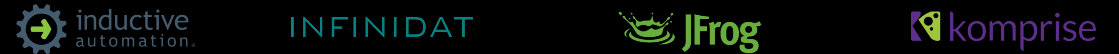
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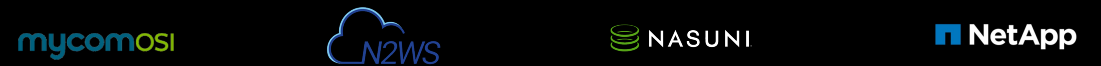


# AWS Outposts Service Ready Program



64 partner solution offerings have been tested on an Outpost

<https://aws.amazon.com/outposts/partners>





slalom



Cognizant

accenture

Deloitte.



NTT DATA



ONICA

Booz | Allen | Hamilton

CANDID PARTNERS



# APN Consulting Partners

Provide expertise and training to drive customer outcomes

Provide consulting services to modernize applications, and implement solutions

virtusa

enimbos

blazeclan

HITACHI Inspire the Next



mantalus

HCL

NEC

MEGAZONE CLOUD

DXC.technology

rackspace



野村総合研究所  
Nomura Research Institute

logicworks

edrans BACK TO BACK



VERSION 1



REPLY STORM

CONTINO

Tech Mahindra

Pythian love your data

Infosys Navigate your next

cloudpack

linke

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Mo Hasan is a Global Technical Alliance Manager at Veritas and among other partnerships, he is responsible for partnership with AWS and Pure Storage. His most important responsibility is to bring joint-solutions to the market that enables customer digital transformation journey.



**Mo Hasan**

Global Technical Alliance Manager  
@ Veritas



# 15x

A LEADER IN GARTNER'S MQ  
FOR DATA CENTER BACKUP  
AND RECOVERY SOLUTIONS

# VERITAS™

# #1

MARKET SHARE FOR BACKUP  
AND RECOVERY SOFTWARE

87%



Fortune Global 500  
Trust Us

800+



Supported  
Workloads

80,000+



Global  
Customers

20,000+



Global  
Partners

2,140+



Global  
Patents

6,000+



Employees  
Worldwide

2,000+



Engineers  
Worldwide



# Cloud Strategies

High level view of Enterprise customers Cloud Strategies



## Backup to the Cloud

Applications are running on-premise and using cloud as Storage target



## Hybrid workload

Some application running on-premise and some in the Cloud



## All-in on the cloud

No on-premise IT , everything is running in the Cloud

# Veritas & AWS | What it means to you?



Solve Challenges across Backup, Archiving, Disaster Recovery, Migration and Primary Storage use cases



Build joint solutions with confidence; Completed AWS Well-architected review (WAR)



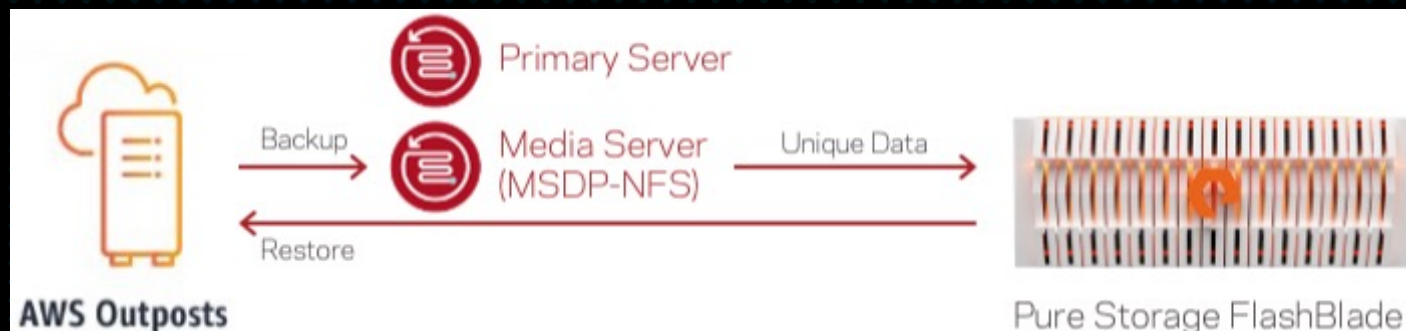
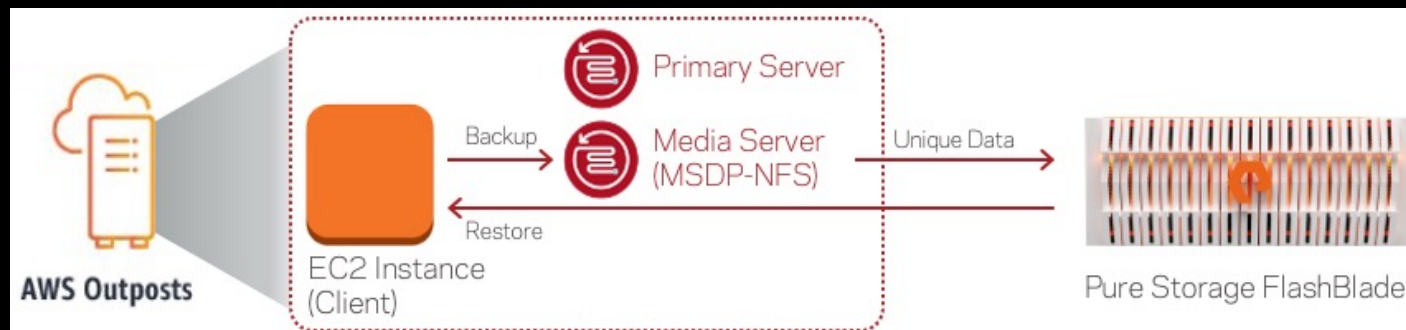
Implement Validated solutions; Completed AWS Outpost Service Ready requirements for Veritas NetBackup & InfoScale



Deliver up to 30% Cost savings with Storage Hardware & Software

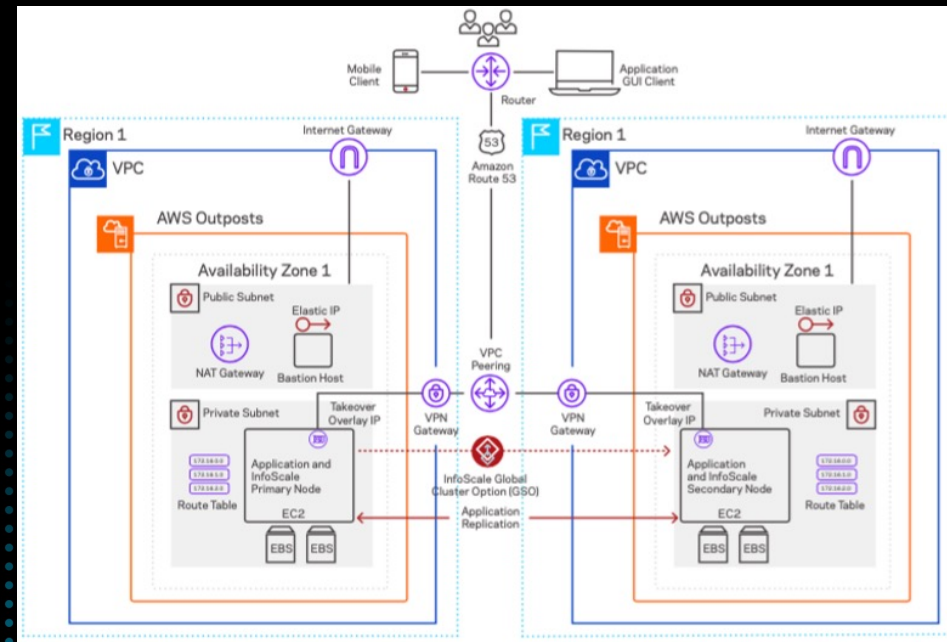
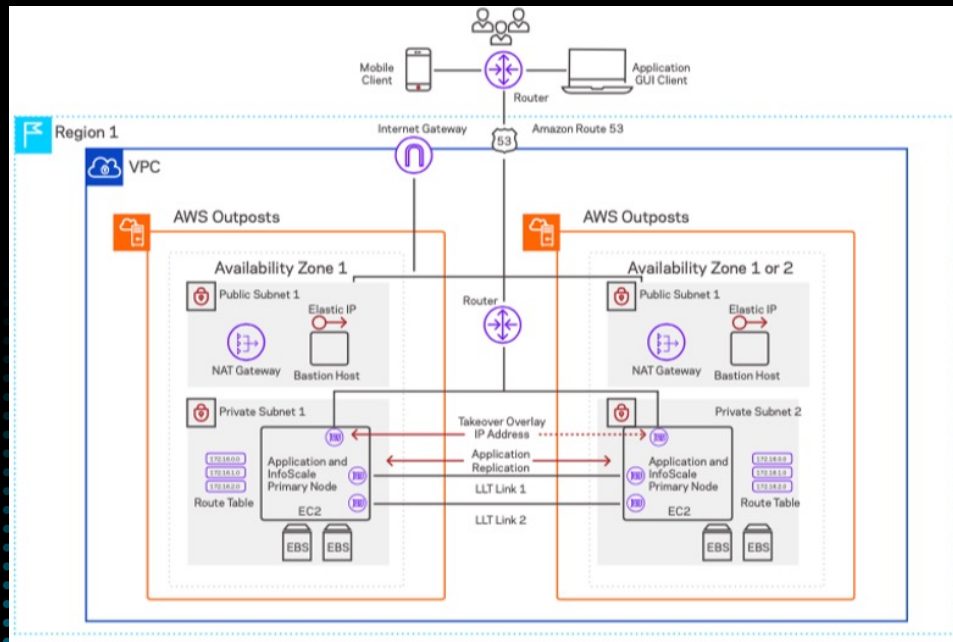
# Veritas NetBackup with AWS Outpost and Pure Storage

- Consistency of experience across the hybrid cloud
- Partnered with AWS and Pure Storage to deliver a high performance backup and recovery solution
- Delivers Ransomware protection
- Customers enjoy same NetBackup tenets: Simplicity, Reliability and Cost savings



# Veritas InfoScale with AWS Outpost

- Uninterrupted migration of multi-tiered applications  
Setup , Rehearse , Migrate
- Application resiliency across AZ and across Regions  
Flexible storage sharing; SmartIO



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Miroslav Klivansky is a Principal Field Solution Architect for Pure Storage, focused on analytics and AI solutions at enterprise scale. He enables customers to meet their most demanding storage requirements, simply and reliably.



**Miroslav Klivansky**

Principal Field Solution Architect – Analytics & AI  
Pure Storage





# Pure Storage®

## Flexible Storage for Hybrid Clouds

S3 Compatible | Scalable | Performant | Amazon EKS  
enabled



# Who is Pure Storage?

Pure Storage is **THE Leader**  
7 Years in a Row!

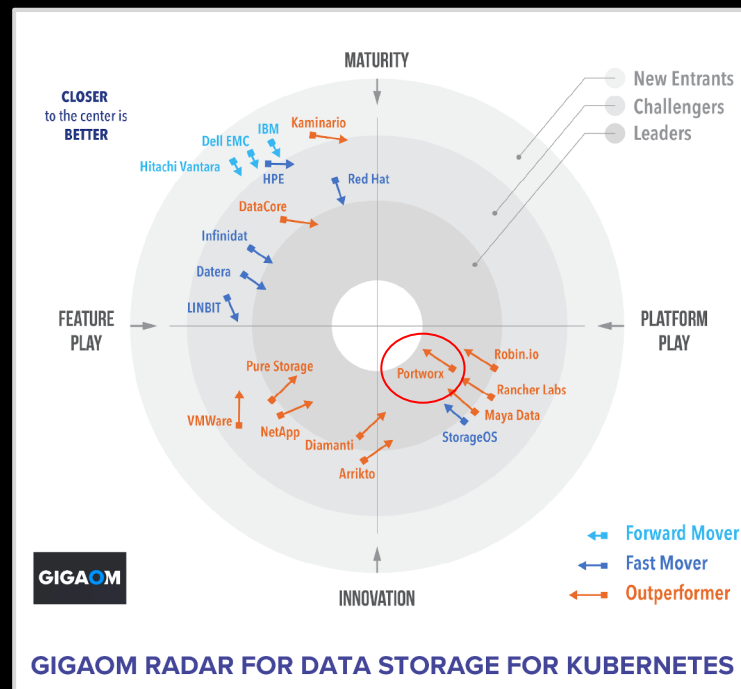
- ✓ Advanced Technology Partner
- ✓ AWS Storage Competency
- ✓ ISV Accelerate Co-Sell Partner
- ✓ AWS Outposts Ready Partner

Figure 1: Magic Quadrant for Primary Storage Arrays



Source: Gartner (November 2020)

Portworx by Pure:  
#1 for Kubernetes Data Services



8000+ happy Pure customers

~1000 Global Enterprise  
Data Sales Experts

2000 new customers in 2020

NPS Top 1% for B2B Companies



# Pure Storage – AWS Outposts Ready

## AWS Outposts Ready FIRST

Pure Storage was the first and ONLY technology partner to achieve Ready status with our entire portfolio, including our datacenter storage devices.

## Pure Storage Unique Value to AWS

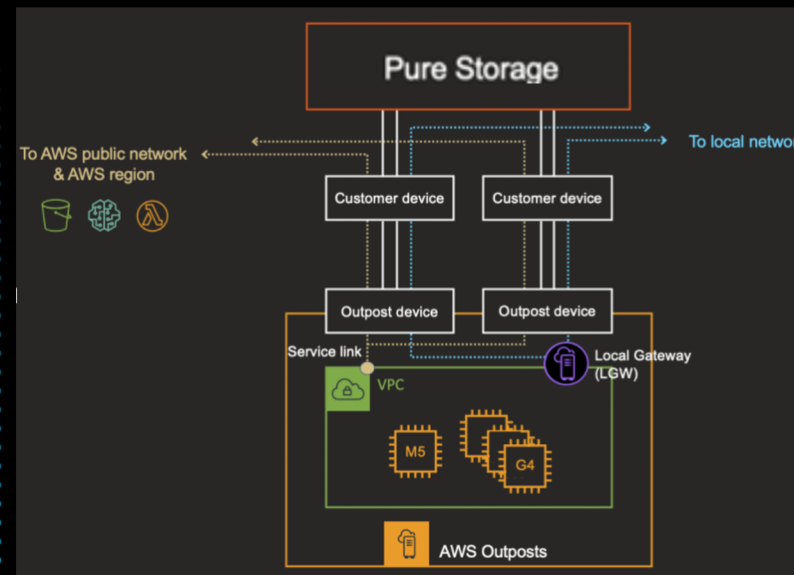
Pure Storage is the only high-performance, validated & scalable UFFO, block & S3 target, unlocking many new use cases.



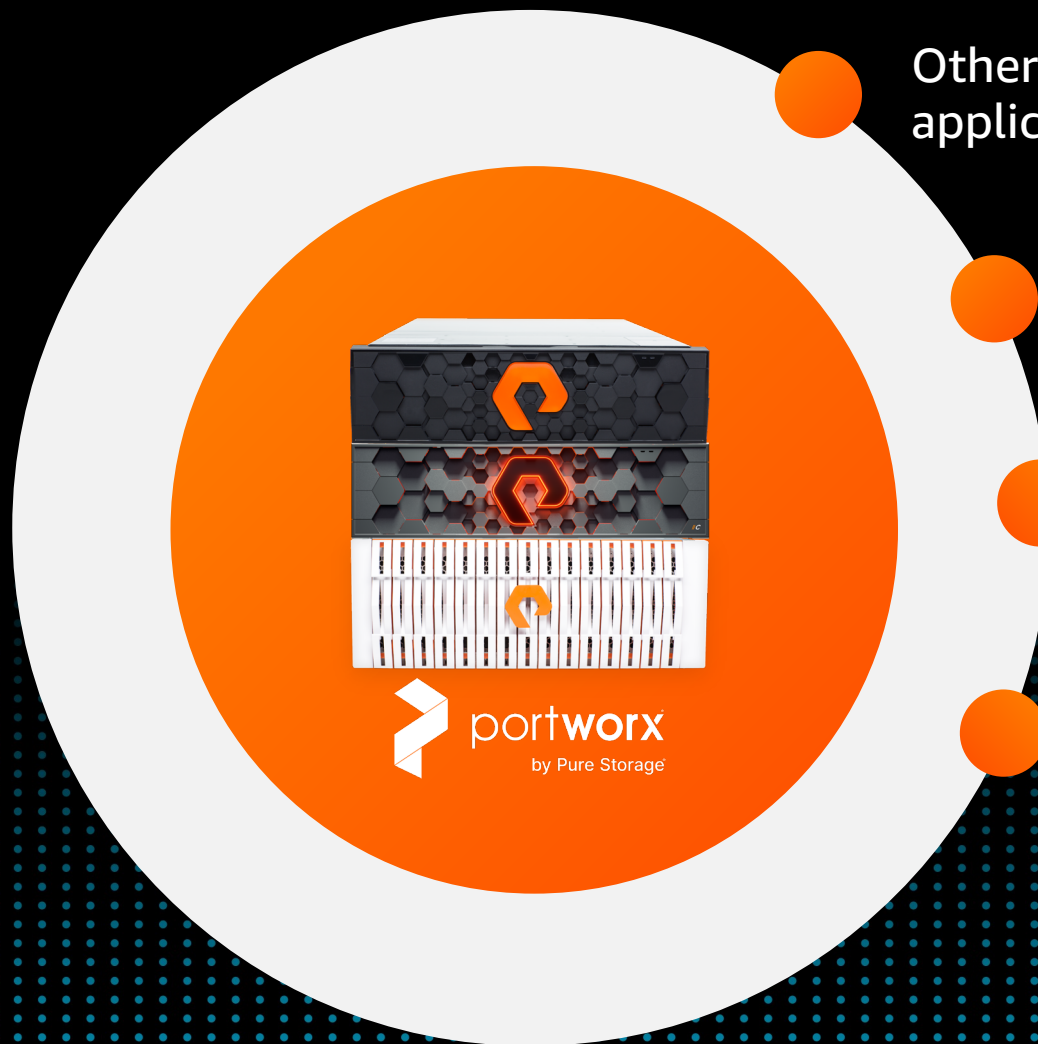
service ready



Pure Storage Solutions Lab  
Santa Clara, CA



# Connect AWS Outposts to your Critical Data with Pure Storage



Other data center applications and data

AWS

Data in other public clouds

Other hyper-converged systems

aws



# Portworx

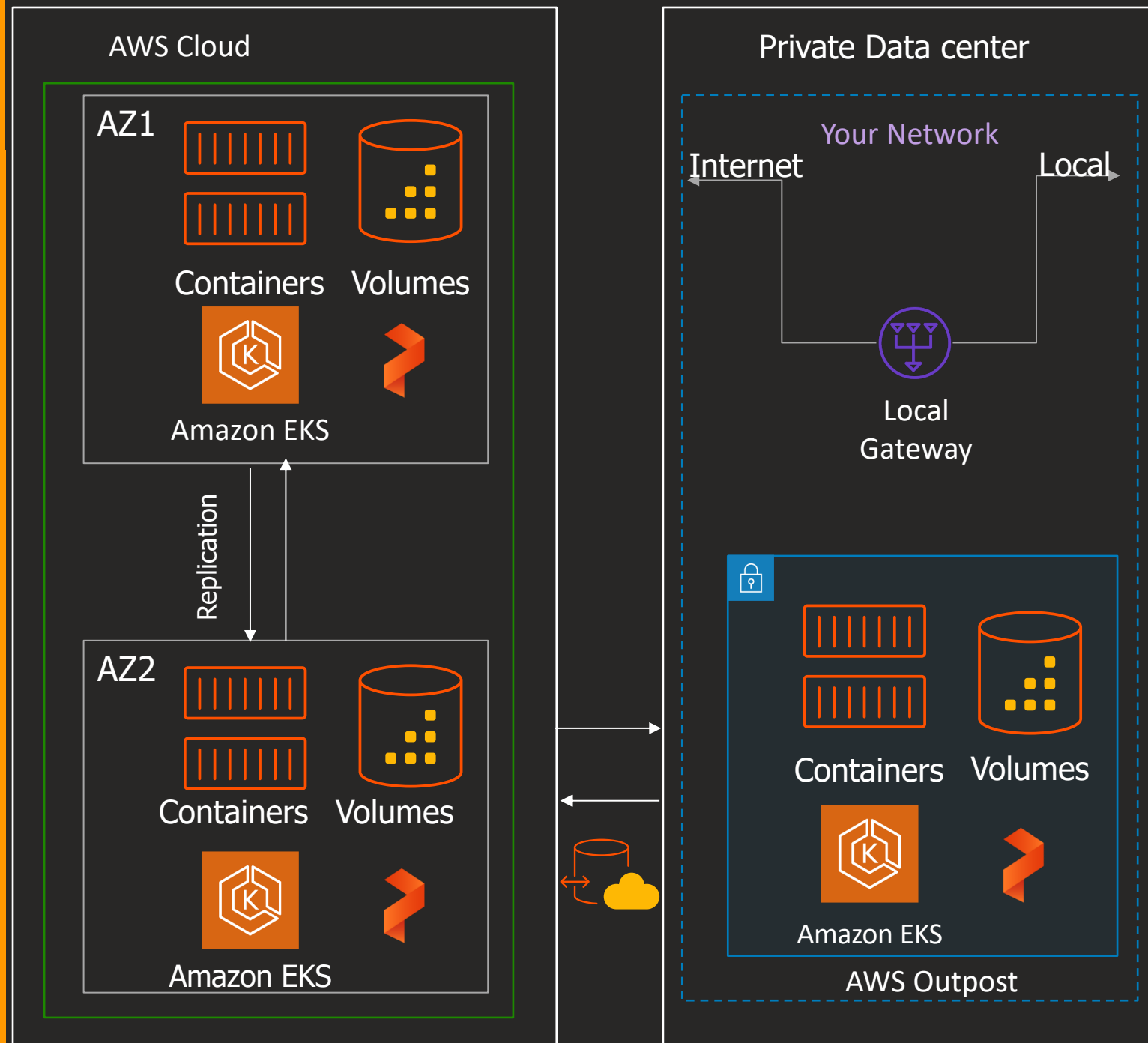
## Service Ready Solution for AWS Outposts

Your complete data services platform for Amazon EKS

Get a single data management layer for all your Kubernetes apps running on AWS and AWS Outposts

Proven enterprise features. It's why we are the #1 Kubernetes storage platform according to GigaOm Research.

Simplify management of Kubernetes applications in an AWS region or AWS Outpost



# Demo



# Fast Co slide

<https://www.fastcompany.com/90637907/how-can-organizations-bring-the-cloud-wherever-they-need-it>

**FAST COMPANY**

W FASTCO WORKS

05-18-21 | AWS

## How can organizations bring the cloud wherever they need it?

In today's business, you need greater flexibility and speed to accelerate innovation—requiring a “cloud anywhere” approach.

BY AWS

For many organizations, adopting a cloud model is a compelling option when compared to owning and operating an on-premises data center. The cloud delivers a range of advantages, including lower costs, increased agility, and faster innovation. It also accelerates digital transformation because it provides access to hundreds of tools and capabilities only possible with the breadth of services and scale of the cloud.

Although the vast majority of data and applications can be easily migrated to the cloud, some applications need to stay on-premises, often necessitating a hybrid cloud approach that includes cloud and on-premises solutions. For example, some applications need to be

**MORE LIKE THIS**

How to best engage with customers as business returns to normal

Why customer-experience management is essential to building long-term brand relationships



Solution Briefs,  
E-Books,  
And more!



## More resources

<https://aws.amazon.com/outposts/resources/>



# AWS Outposts Gives Manufacturers the Power of AWS On Premises

AWS Outposts brings fully managed AWS infrastructure and services to virtually any customer site to support modernization of manufacturing workloads and business critical plant floor applications. With common infrastructure, services, APIs, and tools across their cloud and on-premises environments, manufacturers can become more agile, efficient, and competitive.

Many manufacturers are looking to modernize and innovate

### Benefits of AWS Outposts

- Bring AWS services and infrastructure to virtually any customer site that runs time- and latency-sensitive plant floor applications
- Improve IT efficiency and reduce



Solution Briefs,  
E-Books,  
And more!





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**Thank you!**