



The Data Resiliency Cloud

We are on a mission to make **data resilient, secure, accessible and actionable** for organizations around the world.

Winnie Chan

September 23 2022

The New Cloud-First Enterprise



Hybrid Workforce, Security and Collaboration

Microsoft Teams/Slack, workforce resilience and security.



Digitalization

Enterprise agility — Service delivery and supply chain, data intelligence.



Multi-Cloud

Multi-cloud — Build on and shift applications to AWS, Azure, GCP.



Data Centric Security

Cyber, data and operational resiliency. Data visibility and governance.



SaaS-First

Skill-set gaps, consumption models, build as you go.

Druva: Industry's First & At-scale SaaS Platform for Data Resiliency



2.5B+
Backups / year



50%
YoY growth in
data managed



89
Certified NPS



60+
Fortune 500



16
Global regions



200 PB+
Data under
management

ACMOORE
ARTS & CRAFTS

AMOREPACIFIC

ANDRITZ

ANGLO-EASTERN

APPTUS

BECKMAN
COULTER

BROWN-FORMAN

CLEVELAND
BROWNS

DHL

DHS
DEPARTMENT OF
HUMAN SERVICES

EGAN

FOREVER 21

Gap International
Partners In Exceptional Growth

HITACHI
Inspire the Next

IMMEDIATE
MEDIA

druva

jamf

NASA

OHEL
Orthopedic Hospital of
Eastern Long Beach

REGENERON

SAMSUNG
SOLUTIONS

ospirent

STARZ

UMBRA GROUP

Enterprises are Rethinking Data Strategy in the Cloud

70%

of new production-grade applications are expected to be Cloud Native by **2024**.

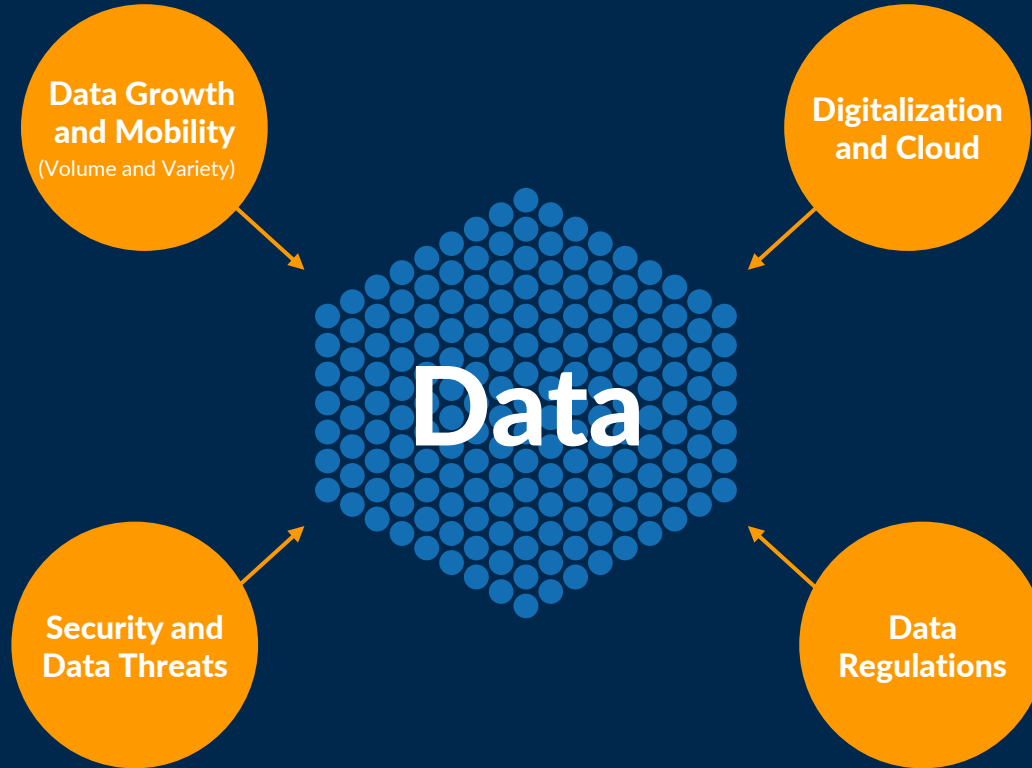


85%

of infrastructure strategies will integrate cloud delivery by **2025**.

Gartner®

Compounding Challenges to Enterprise Data



Data Protection is Not a New Challenge... But it's Becoming More Complex

Code Spaces folds
after hacker deletes
customer data and backups

.....



June
2014

Equifax announces the data of
~150M customers were
compromised by a hacker

.....



September
2017

Ransomware attack
shuts down biggest U.S.
Gasoline pipeline

.....



May
2021

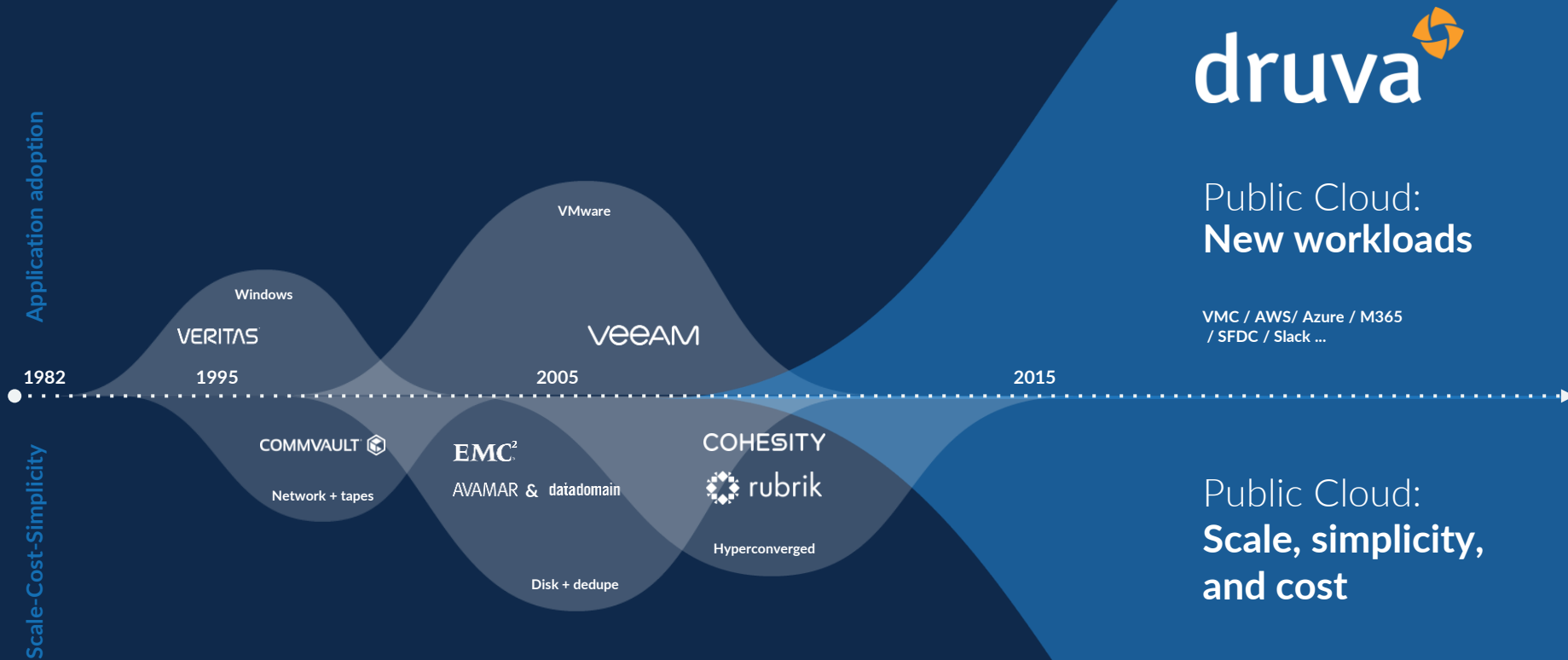
WhatsApp faces
\$267M fine for breaching
Europe's GDPR

.....



September
2021

Evolution of Data Protection



Ransomware: Forcing Yet Another Change in Data Protection

Global Damage from Ransomware is Projected to Exceed \$20 Billion (2021)¹

Phishing

Identity Theft

Financial Fraud

Firewall

Spam

Spyware

Remote Admin

CONFIDENTIAL

Password

Virus Computer

Botnet

Rootkits

Malware

Hacker

Internet Scam

Username

Skimming

Trojan Horse

Backdoors

Password

Critical Customer Requirements



No Data Silos

Data Protection, Governance,
Compliance



Support Multi-Cloud Apps

Protect all data across multiple
clouds while eliminating silos



Transparent Business Model

Vendor consolidation, consumption
and subscription pricing



Cloud Simplicity & Scale

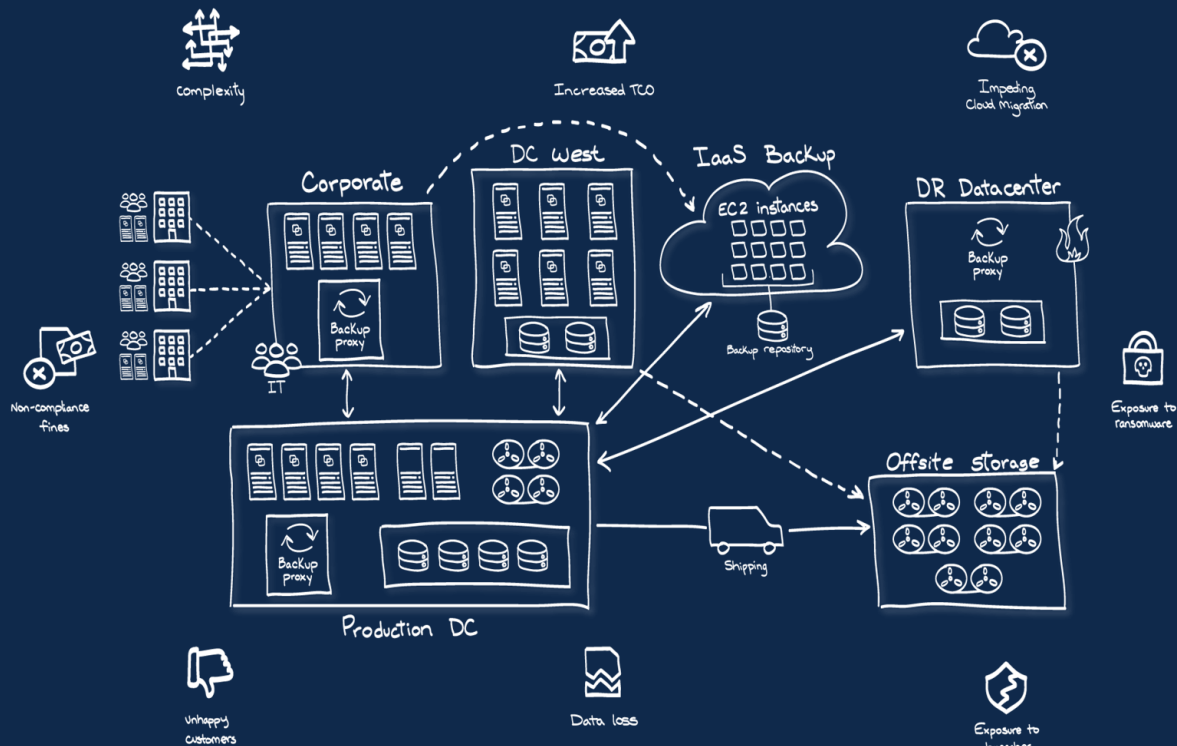
No expensive hardware,
software or services



Cyber Resilient

Data integrity, security and
orchestrated recovery

Existing Solutions are Complex



7 Vendor Problem

Software, hardware, services, tapes, cloud ...

Appliance Dependent

Cloud an afterthought

Siloed Data Architecture

Different for locations, clouds, workloads

Cyber Exposed

Too many moving parts, lack of SecOps

Complex and Expensive

Just not worth it ...

A Revolutionary Approach

Data Resiliency Cloud



Cloud Operating Model

Significant investments and multi-year market lead against competition

Deployment



- Capacity planning
- Hardware procurement
- Deployment services
- Performance tuning

Management



- Software and OS patches
- Upgrades
- Security pen-testing
- Security certifications
- Cost optimization

Value



- Time and resources
- Enterprise agility
- Data governance
- Visibility and controls
- Cyber security

Drive Savings And a Better TCO

Traditional solution hard and soft costs:

- o Backup HW, SW, compute and storage
- o Retention & offsite: Disk, tapes, & cloud
- o Services: MSP, Professional Services
- o Power, cooling and hosting
- o Upgrades, maintenance and egress
- o Onsite IT staff to manage infrastructure

SaaS-based solution benefits:

- o No HW/SW/Cloud management
- o Transparent, pay-as-you-go pricing (website)
- o Improved security
- o Centralized visibility

TCO Calculator (tco.druva.com)



Transparent and Flexible Pricing (website)

Data Center	SaaS Applications	Endpoints	AWS Infrastructure
Credit-based, per-TB* pricing	Starts as low as \$2 / user / month	Starts as low as \$8 / user / month	\$7 / server / month
<small>*per-TB of data after deduplication & compression (aka back-end TB)</small>			
Plans & Pricing	Plans & Pricing	Plans & Pricing	Plans & Pricing

Druva: The Data Resiliency Cloud



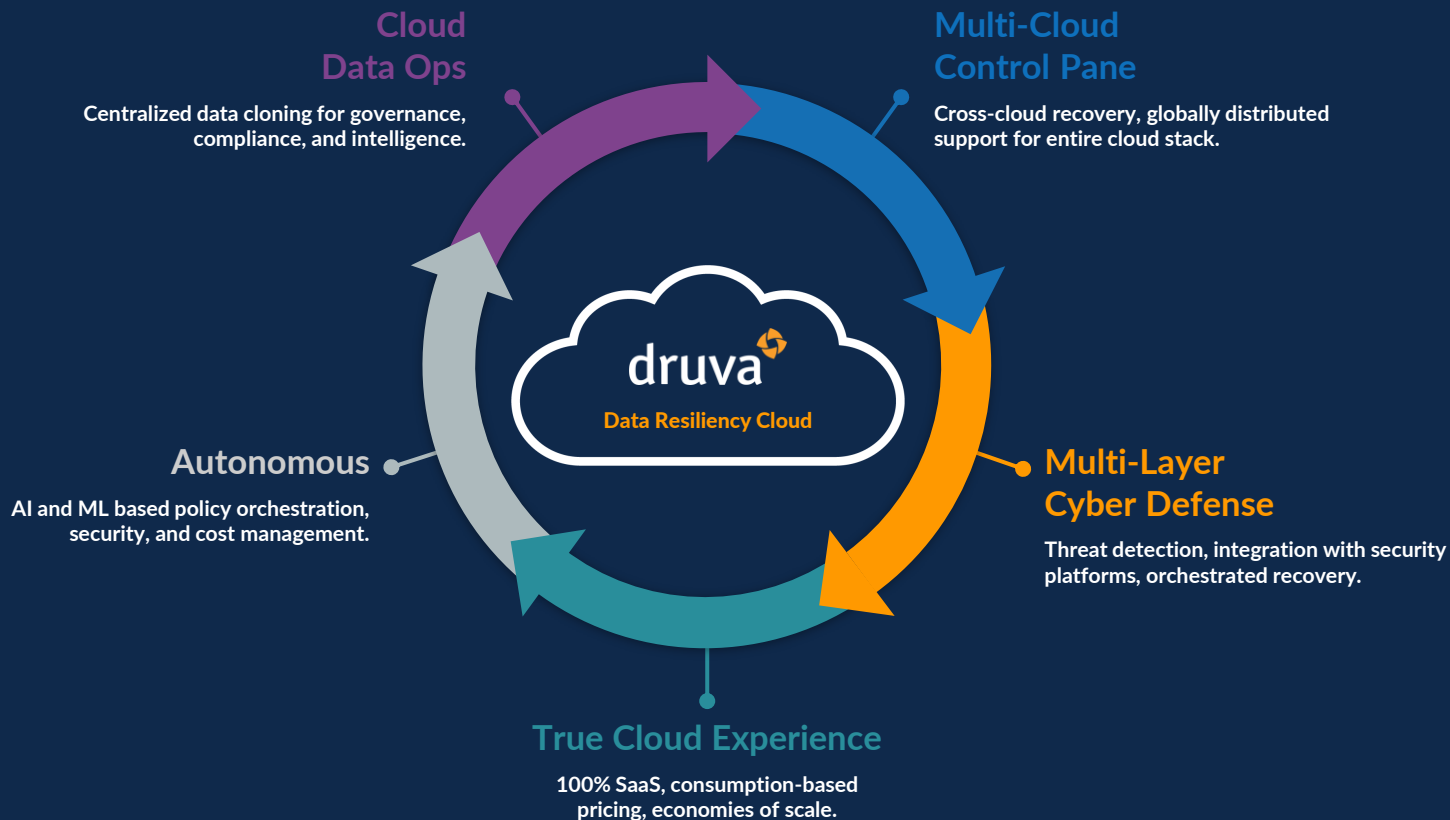
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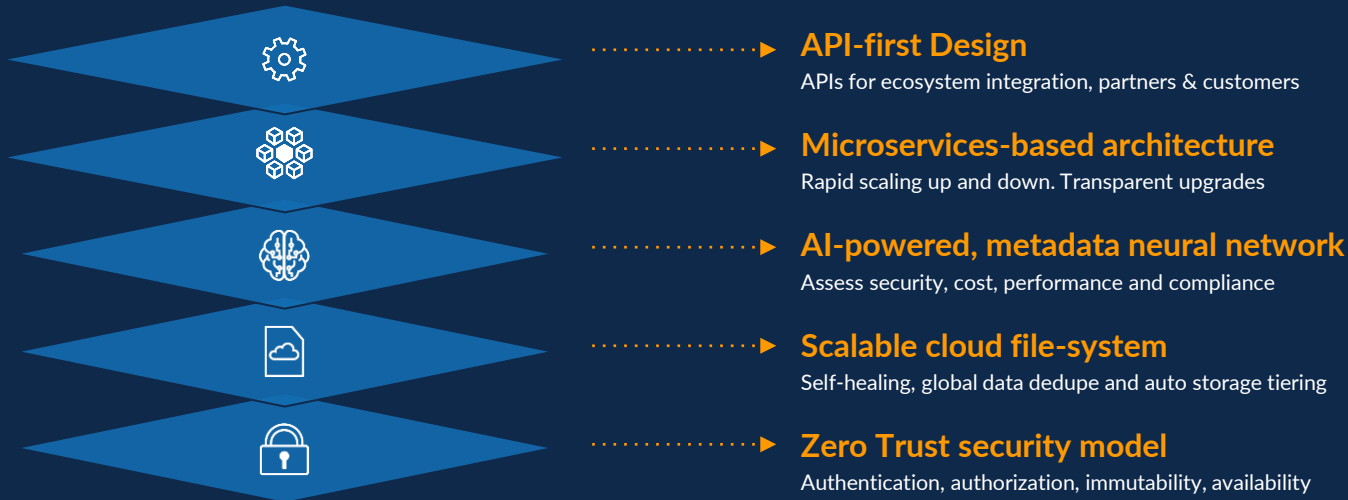
paloalto
networks

splunk>

The Data Resiliency Cloud



Our Unfair Advantage: Druva Cloud Architecture

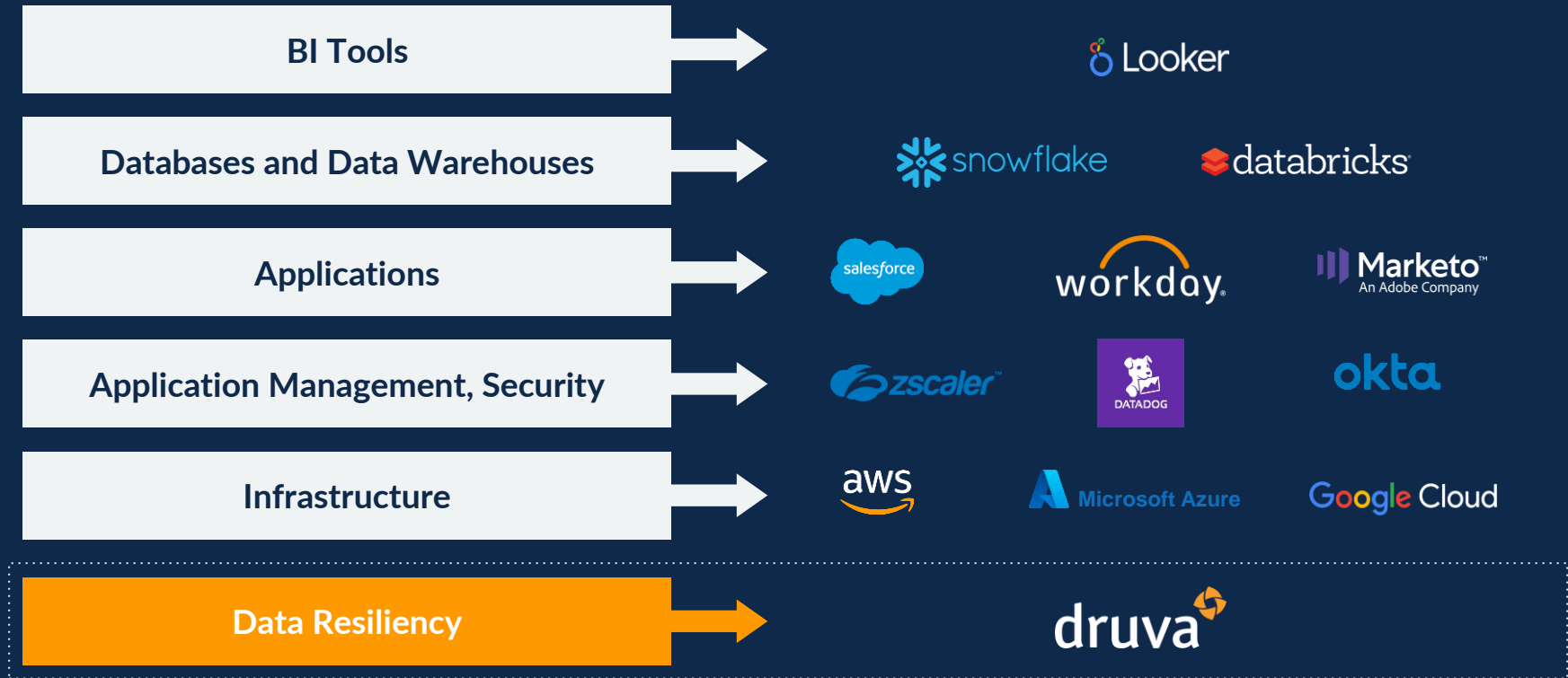


2.5 BILLION
BACKUPS/YEAR

200+ PB DATA UNDER
MANAGEMENT

16 REGIONS GLOBAL
AVAILABILITY

The SaaS Transformation



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https://docs.google.com/presentation/d/144v18UM48-mvwvXX-10C2TS-xmb7p9Zhb3UsC8u-18KUM/edit#slide=id.ge5c669cc2a_3_0

The Strongest Partnerships in the Industry

Strategic



DELL Technologies

Dell EMC
PowerProtect
Backup Service

Powered by
druva

vmware



Technology

SaaS Apps



Google
Workspace

Cyber Security



splunk>

Infrastructure

NUTANIX ORACLE

NetApp

Identity & Access
Management

okta
onelogin

eDiscovery

exterro



DISCO

opentext

VAR & Solution Providers



PRESIDIO

Insight

Softcat

ARROW

Technologist

AHEAD

IBM

carahsoft

Softchoice

harbor

DextraData
Trusted Advice

Druva once again named a Visionary - Recognized for ability to execute & completeness of vision

July 2022 Gartner Magic Quadrant™ for Enterprise Backup and Recovery Software Solutions.

Druva benefits:

- ✓ Mature SaaS-based BaaS solution for backup, restore and DR for distributed environments across data centers, public cloud and edge
- ✓ Comprehensive data management capabilities like eDiscovery, ransomware detection and recovery, and storage optimization
- ✓ Flexible and transparent, consumption-based licensing



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Forrester Names Druva a Leader in New Wave

Druva received the highest possible scores in usability, planned enhancements, and product vision

- Druva has experience in serving large enterprises and addresses backup security needs
- Druva is a great option for replacing existing backup tools while adding Google Workspace, Microsoft 365, or Salesforce protection
- Druva has an easy-to-use management console. Customers reported satisfaction with both the product and the cost

FORRESTER®

THE FORRESTER NEW WAVE™

SaaS Application Data Protection

Q4 2021



*A gray bubble or open dot indicates a nonparticipating vendor.

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Forrester Total Economic Impact (TEI) study shows a 253% ROI

Capture the benefits of switching to Druva:

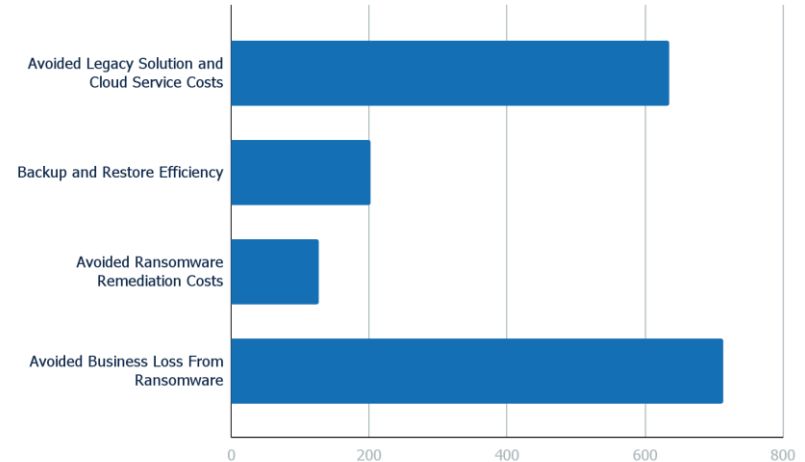
- ✓ Avoided legacy solution and cloud service costs
- ✓ Increased backup and restore efficiency
- ✓ Avoided ransomware remediation costs
- ✓ Avoided business loss from ransomware

FORRESTER

“

In terms of security with Druva, we are much more fully protected from ransomware attacks, crypto viruses, and infection, which can totally destroy backup sets in local data centers.

— System administrator, chemical manufacturer



Customers Love Us!



Gartner
peerinsights™

Rating: 4.8/5



Rating: 4.5/5



Rating: 8.9/10



So Does the Industry!



Data Management
Company of the Year

Endpoint Solution
of the Year

Best-in-class certified
NPS score of 88

Certified Cyber
Catalyst Solution

Why Druva?



- ✓ **100% SaaS**, no infrastructure dependencies
- ✓ **Transparent**, consumption-based predictable pricing
- ✓ **Zero-trust**, compliant and scalable cloud data protection platform
- ✓ **Unified customer experience** across all workloads and use cases
- ✓ **Maximize the value** of all your business critical data



The Druva Data Resiliency Guarantee

Messaging

All cyberthreats,
zero
compromises



Internal negligence – not external attacks – is the #1 cause of ransomware. The Druva Data Resiliency Guarantee covers both, up to \$10M, to ensure your data is always safe and always ready when you need it.

Total coverage
against risk
events



Data loss and downtime isn't limited to cybercrime. The Druva Data Resiliency Guarantee protects customers, up to \$10M, against all 5 major categories of risk: Cyber, Operational, Human, Application, and Environmental.

Protection for
businesses of all
sizes



Ransomware is more than just an enterprise-level threat. The Druva Data Resiliency Guarantee has lower qualifying offers, to meet the needs of all business sizes.

Improved cyber
insurance
strategy



Some cyber protection carries terms and conditions that create hurdles for complete coverage. Qualified customers receive the Data Resiliency Guarantee with their Druva service, to augment existing cyber insurance strategies.

Increased ROI of
your SaaS
investment



The Data Resiliency Guarantee adds immediate value and improved ROI, built on the simplicity of our 100% SaaS data protection, security, and recovery platform – the Data Resiliency Cloud.

How Druva Can Help You



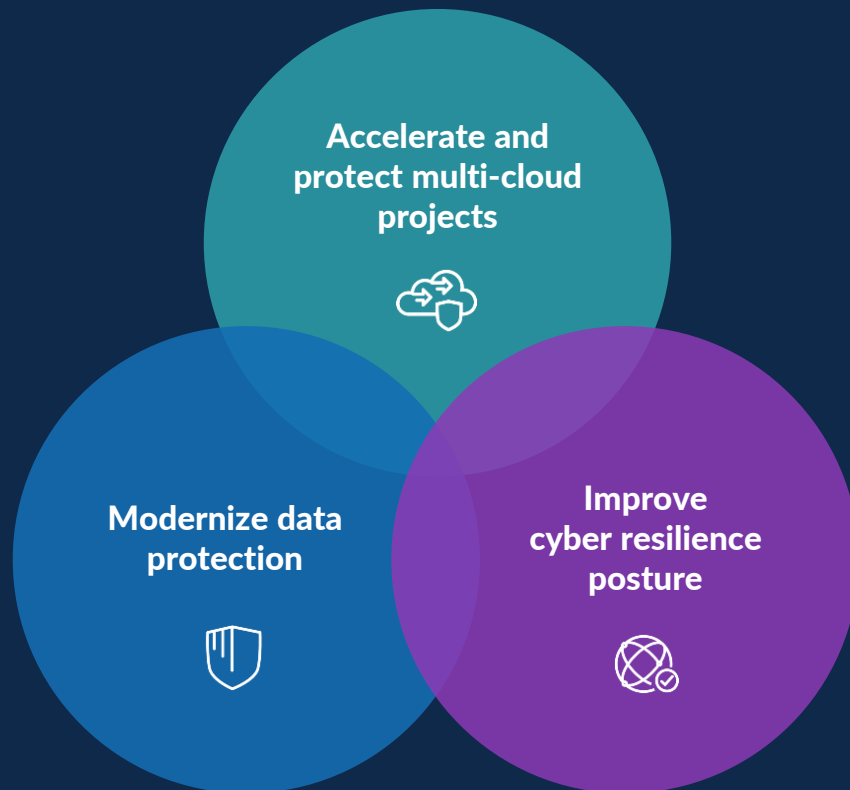
Modernize your data protection strategy.
Reduce cost and complexity of managing your data center workloads.



Make data resiliency foundational to your multi-cloud journey with central visibility, security, and protection across workloads and applications.



Future-proof your organization's cyber resiliency across operational, data, and services, and automate ransomware recovery.



Ensure the Resiliency of Your Data, Today...



Try Druva free trial

Enjoy the experience

druva.com/free-trial



Try our TCO calculator for hybrid workloads

tco.druva.com



Get in touch with us

druva.com



Case Studies



嘉里建設有限公司
KERRY PROPERTIES LIMITED

Kerry Properties is a world-class property development company with significant investments in key cities in Asia Pacific (APAC) including Shanghai and Hong Kong. It boasts an enviable portfolio of prestigious properties in APAC including Megabox, the 1.1 million square feet shopping, dining, and entertainment complex in Hong Kong.

Challenges

Used a variety of on-premises solutions like Veeam and Veritas across all IT locations, which made backups inconsistent. No centralized visibility into backup status for data on 500 VMware VMs as well as Windows and Linux servers. Reliant on a Windows file server to store backups of Microsoft 365 data (Exchange Online, SharePoint Online, OneDrive, and Teams)

Solutions

The Druva Cloud Platform provides a single pane of glass through which IT can manage backups of VMs, Windows and Linux servers, and Microsoft 365 data and ransomware protection. It has replaced Veeam at the Megabox property, Veritas NetBackup at the Hong Kong data center, and local Windows file servers for Microsoft 365



"For the first time, thanks to Druva, we know exactly what is backed up because of its centralized visibility and we know the backups are stored in the cloud and isolated in case anything goes wrong. That's priceless."

- Max Yip, head of infrastructure, security, and operations

Replaced Veeam and Veritas

US\$3M

Savings in infrastructure costs, including, hardware, software, maintenance, and support

2.33x

Global deduplication storage savings

Katz Media Replaces Legacy, with Cloud Backup & DR

Customer Challenges

- Complexity & lack of scale (multiple providers — Veritas, Veeam)
- Performance issues — mission-critical workloads at risk
- Escalating costs — over-provisioning & support/ maint.

Solution

- Druva Cloud Platform (Phoenix & Cloud Ranger)
- Druva DRaaS — Globally available DR — 1-click automated recovery for on-premises & cloud-based workloads

Results

- 52 workloads migrated to AWS in 3 months (**5X faster**)
- Improved IT productivity
 - 50% less time managing backup
 - Speed of migration allowed IT to get dev. env. in AWS
- **Migrated DR to the AWS cloud**



“Druva's DR-as-a-Service (DRaaS) enabled us to rapidly migrate about 52 production workloads into AWS during the COVID-19 pandemic. It drastically simplified the process of making the jump from on-premises to cloud.

– Marc Almodovar, Manager of Network & Sys. Engineering

Suez Accelerates Cloud-First Journey with Druva

Customer Challenges

- Corp. acquisition required new environment quickly
- Silos of backup data (on-premises and AWS) globally
- Lacked centralized control and visibility of data & costs
- Protection for workloads migrated to AWS

Solution

- Simplified data management and compliance
- Accelerated migration of workloads to AWS
- Increased efficiency, agility, & leverage for global infrastructure team

Results

- 50%+ reduction in storage consumption (615TB to 300TB)
- Unified experience for on-premises and cloud workloads
- Transparent business model allows teams to predict & control costs
- Druva cloud expertise allows teams to learn and respond quickly



“ Thanks to the visibility Druva offers, we were able to cut our backups in half, and, leveraging Druva’s solution for Oracle, achieve a four times reduction in EBS storage consumption.

– Timothy Loranger, cloud infrastructure services leader

Vertrax Recovered from Ransomware with Druva

Customer Challenges

- Microsoft 365 data corrupted with ransomware while using Veeam
- Managing four different management consoles for individual Microsoft 365 apps
- Restoring lost or deleted files while using Veeam took 30 minutes

Solution

- Ransomware protection leveraging SSO, MFA, and RBAC, impenetrable to encryption or attack
- A single pane of glass to manage all endpoints and Microsoft 365 apps
- Cloud-native backup and recovery, minimal administration

Results

- 10x faster data restoration compared to Veeam
- 4x reduction of consoles required to manage backup data
- 50% cost savings with Druva compared to Veeam



“ We needed our Microsoft 365 data to be backed up offsite, plus endpoint protection, robust disaster recovery (DR) capability, and ransomware protection — preferably all in the same place.

– Rob Ljunggren, IT Director, Vertrax



Thank You!