

TRANSFORMING BUSINESSES WITH AN INTEGRATED AND HYBRID APPROACH TO CLOUD WORKLOADS

The Problem Customers are Facing

VMware Cloud on AWS is an integrated cloud offering jointly developed by AWS and VMware delivering a highly scalable, secure, and innovative service that allows organizations to seamlessly migrate and extend their on-premises VMware vSphere-based environments to the AWS Cloud running on next-generation Amazon Elastic Compute Cloud (Amazon EC2) bare metal infrastructure. The service enables organizations to continue using existing VMware tools and skillsets to manage VMware Cloud on AWS environments without having to purchase custom hardware, re-architecture applications, or modify their operating models. However, data protection for these workloads continues to be increasingly cumbersome and complicated by the ever-growing amount of structured and unstructured data spread across disparate storage locations.

This complexity arises from the legacy architectures of on-premises data protection technologies (hardware appliances, software, storage, and tape) as well as on-premises-based software hosted in the cloud that doesn't scale efficiently, is difficult to maintain, and leaves the customer with an unpredictable and expensive cost model. This complexity multiplies with the growing number of sites and the need for long-term retention, information governance, and business continuity.

How Druva + VMware Cloud on AWS Address this Problem

With applications running on-premises or in the cloud, Druva offers a single control plane for data availability and governance for all your VMware workloads. Offered "as-a-service," Druva's unique cloud-first approach combines high-performance, scalable backups, archival, disaster recovery, and analytics, which improves visibility and dramatically reduces the risks, costs (up to 60%), and effort of managing today's complex information environment.

Druva + VMware Cloud on AWS Key Benefits

The integration between VMware Cloud on AWS and Druva provides fast, seamless backup to the Druva Cloud, helping you protect and manage your critical files and virtualized workloads. This solution provides the following benefits:

- **Centralized management** — Phoenix provides a comprehensive, single point from which you can view your cloud and on-premises data backup statuses, perform restores of VMs, and manage all your data protection services across your environments (e.g., inside your data center or in the VMware Cloud on AWS environment) and across multiple geographies. There is no need to deploy separate instances for each environment—global deduplication takes place within the Druva Cloud across all data sources.
- **Cloud-native solution** — Built on top of the AWS public cloud, Druva Phoenix is the only VMware Cloud on AWS-certified SaaS-based solution that is simple, secure, and scalable and can be deployed globally across all AWS regions. Druva Phoenix leverages a multi-tenant public cloud architecture and microservices like S3, DynamoDB, and RDS to create a scale-out service without any single point of failure or performance bottleneck.
- **DRaaS, workload mobility and test/ dev** — Backed-up VMs can be configured to failover to VMware Cloud on AWS or utilize vMotion to failback

Bringing together best-of-breed technologies and capabilities that create a seamless and flexible hybrid cloud future for customers, VMware and AWS enable services that easily grow and evolve as enterprise needs change. Whether expanding services on-premises or in the public cloud, the VMware Cloud on AWS eliminates the need to make changes to operating models or architectures. The result is the most flexible approach to evolving enterprise cloud strategies to keep pace with digital transformation. driving business environments.

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PARTNER SOLUTION BENEFITS

One-Click Simplicity

Seamless backup, archival, and DR policy management across on-premises, cloud, and VMware Cloud on AWS workloads

60% Lower TCO

Proven results from customers like TRC, removing the need for unused infrastructure expansion

Centralized Management

Global control, leveraging AWS for distributed environments and remote sites

The Only VMware Cloud on AWS-Certified SaaS Solution

As a VMware-certified technology partner, Druva provides the confidence of 100% compatibility and supportability

LEARN MORE

See the Druva solution on the VMware Solution Exchange for more details.

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on-premises within an RTO of minutes. In addition, once Phoenix is in the cloud, it enables workload mobility across geographies as well as replication for test and development.

- **No hardware requirements and no hassle for on-premises workloads** — There's no need to purchase new hardware or software in order to start using Phoenix. Simply configure your environment, and you'll have global reach and scale at your fingertips in minutes.

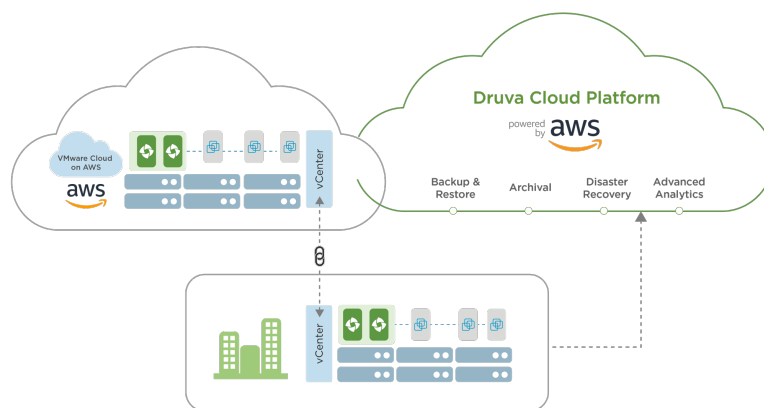
Partner Solution Overview

Druva is the global leader in Cloud Data Protection and Management, delivering the industry's first data management-as-a-service solution that aggregates data from endpoints, servers and cloud applications and leverages the public cloud to deliver a single pane of glass to enable data protection, governance and intelligence—dramatically increasing the availability and visibility of business critical information, while reducing the risk, cost and complexity of managing and protecting it.

Druva's award-winning solutions intelligently collect data, and unify backup, disaster recovery, archival and governance capabilities onto a single, optimized data set. As the industry's fastest growing data protection provider, Druva is trusted by over 4,000 global organizations, and protects over 100+ petabytes of data. Learn more at www.druva.com and join the conversation at twitter.com/druvainc.

How It Works

- **vCenter Integration** — An agentless backup proxy enables customers to auto-discover virtual machines (VMs) and configure change block tracking (CBT) and includes guest processing and data backup.
- **Policy Orchestration** — Customers can easily define VM groups, retention times, and recovery point objective (RPO) and recovery time objective (RTO) policies.
- **Proxy Load-Balancing** — Proxies can be deployed through vCenter and be configured to automatically load balance from multiple backup streams.



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