HBI3487BUS - Rethink Data Protection & Management for VMware

5 years from now - SaaS as the default

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The World is Changing
Cloud storage costs continue to decline. 67 price decreases in AWS storage with CAGR of (60%) - AWS
68% (110+) of countries have Data protection and privacy legislation - United Nations
40% of IT will be "Versatilists" by 2021 - Gartner

54% of CIOs believe streamlining storage is best opportunity for cost optimisation - ESG
80% of enterprises will migrate away and close their on-premises DCs by 2025 - Gartner
256% of increase in demand for Data scientists in last 5 years - Indeed

Druva's 4 Pillars of Value
Costs Decrease - storage designed to optimise performance and cost reduces per TB costs, leaving more money for innovation
Eliminate Effort - Capacity management, patching, upgrades, certification, training, professional services gone.
Retire HW/SW silos - Druva builds in data services: DR, Archive, eDiscovery and more
Put Data to work - eliminating silos allows global tagging. Searchability, access and governance.

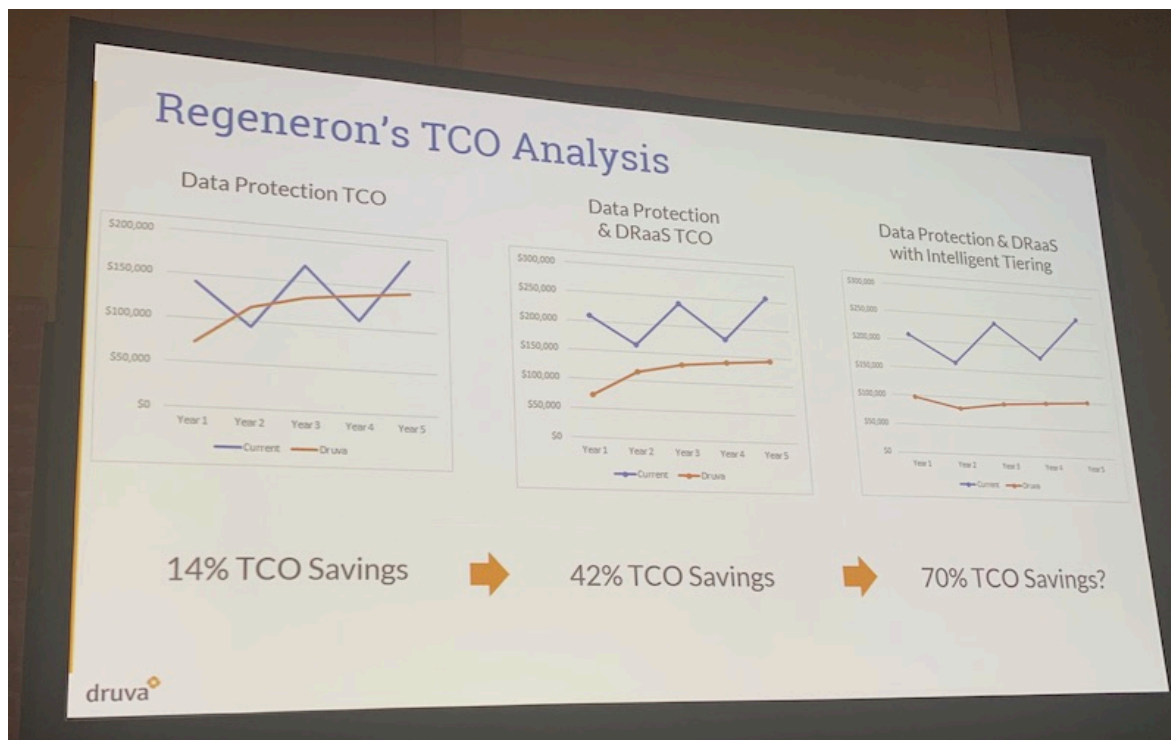The best work you can do is when you don't have to do it.

Curt - Customer
Data is our greatest asset

Drivers to move to cloud

Challenges	Opportunities
Ireland backup platform is nearing end-of-life	Regeneron has a perfect opportunity to consider cloud as an alternative solution for backup and DR
3 distinct tools for managing backups	Harmonize backup tool set
Expansion and upgrades are costly and time-consuming	Minimize operational overhead
Need to improve business continuity posture	Instantly enable offsite backups & disaster recovery requirement
Scientists have tough time accessing the data they need	Advanced search capabilities to offer greater value added data services

Regeneron's TCO Analysis

Druva Enables Intelligent Tiering in the Cloud
Traditional, expensive, and inflexible on-premises storage
- limited and expensive to scale and store
- complex administration
- lack of visibility and data silos
- tradeoff between cost and visibility for Long Term Retention requirements
Modern, scalable and cost-effective multi-tier storage
- scalable, efficient cloud story
- intelligent progressive tiering of data for maximum cost effiencey with minimum effort
- support cloud bursting, hot/cold data
- cost efficient storage on most innovative AWS tiers
- enable reporting / audit on historical data

Regeneron's Adoption of Cloud Journey
- DC modernisation / consolidation
- workload migration to the cloud - Amazon EC2
- simplify and streamline backup / recovery and DR
- longer-term retention for advanced data mining
- protecting cloud applications - Sharepoint, O365, etc
- Future - do more with data

How did Druva help?
Basics
- cheaper
- simpler
- faster
- unified protection

Future Proof
- scalable
- ease of integration
- no training
- business continuity
Data Value
- Search
- Data Mining
- Analytics

Looking Beyond Data Protection