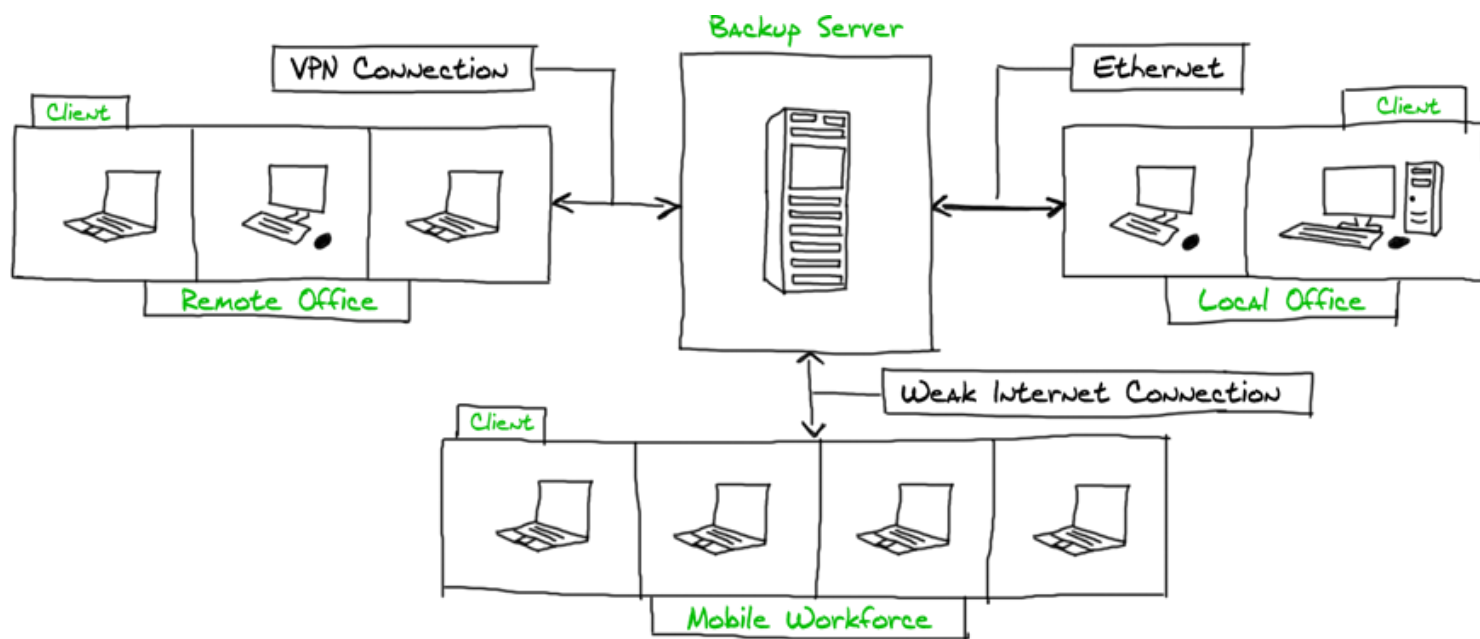




Druva InSync: Corporate Laptop Backup

Enterprise Data: at constant risk

- Corporate data loss is growing at **260%** annually
- Data at the edge of the network has never been more exposed
- Today's legacy solutions aren't the answer

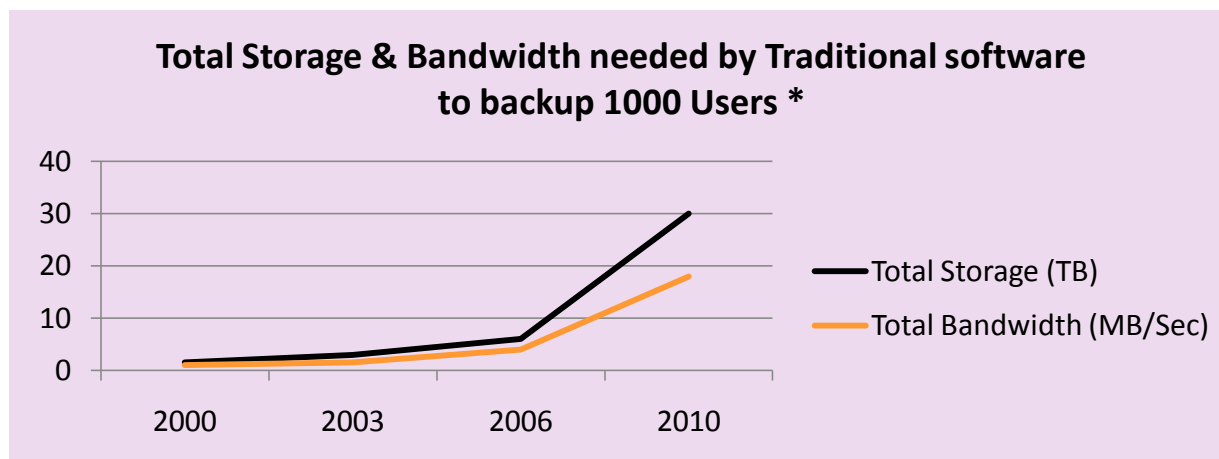
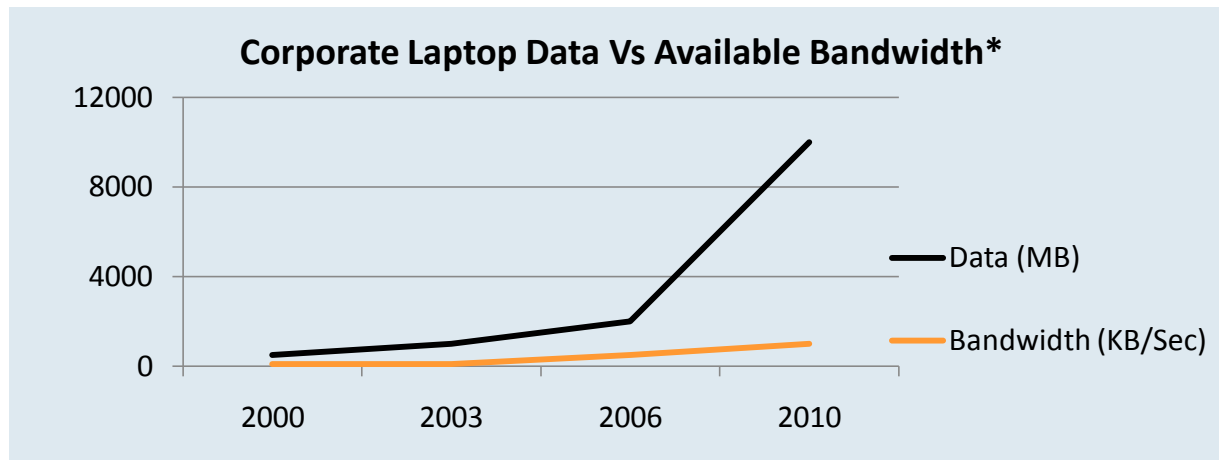


Remote Laptops: The new math

- Data is doubling every **18** months
- **14%** of corporate employees now work remotely
- **28%** of all corporate data resides exclusively on its laptops
- Only **35%** of those laptops are backed up regularly
- **17%** of those laptops lose data that can't be recovered



Laptop backup: IT's painful problem



Corporate IT: The struggle to keep pace

Key Concerns

- Making sure backups are non-intrusive
- Keeping up with the storage Explosion
- Remote data/branch office concerns:
 - Bandwidth
 - High cost of supporting mobile/remote users (4x)

Limitation of Existing Solutions

- Antiquated mindsets:
 - Based on mainframe and tape
 - The laptop is an afterthought
- Antiquated technology:
 - Server-triggered backups
 - Dependence on low-latency, low noise, high-bandwidth and secure networks

6 Must have Features for Laptop Backup

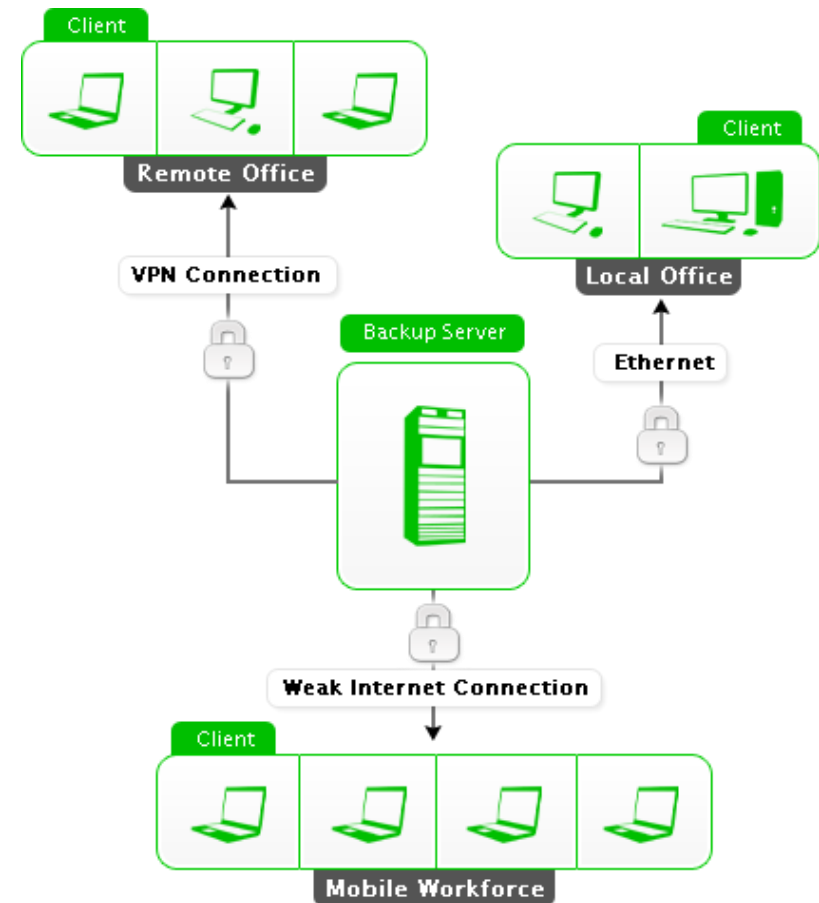
- Simple/scalable
- Low btw utilization
- Low storage
- WAN-optimized
- Low TCO/ Zero maintenance
- Simple, fast data access

Druva inSync: Design goals

- Simplicity: The Pizza Factor
- Bandwidth: Work from the weakest link upwards
- Storage Saving: Minimal storage impact
- Security: Never assume anything is safe
- Backup is meaningless without restoration
- Fresh mindset: Designed ground up for Laptops

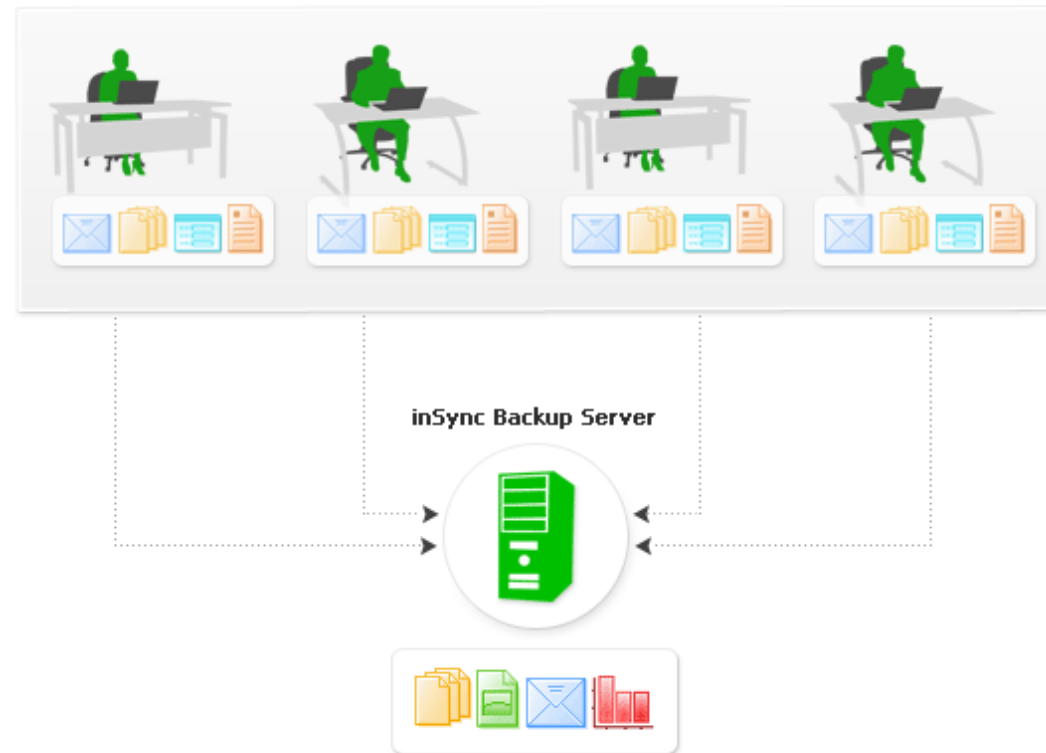
Druva inSync: Solution overview

- **Simple, non-intrusive** laptop backup solution for local & remote users
- **Centralized deployment** and management for remote users and branch offices
- **Data Deduplication** saves over 90% backup time, bandwidth and storage
- **WAN Optimization** ensures that backup never breaks



The Blackbird Engine/ “App-Aware Dedupe”

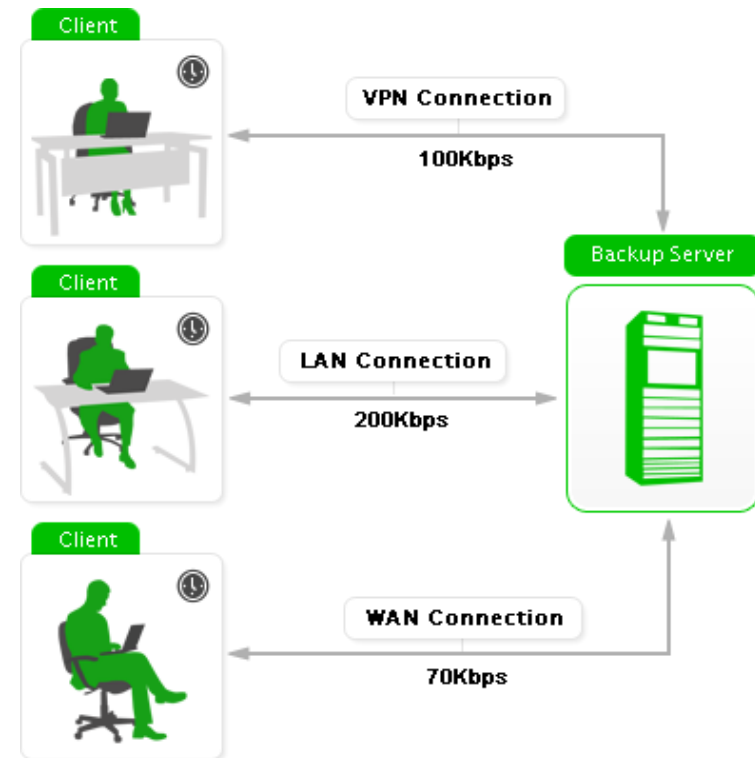
- **App-Aware Data Deduplication**
 - Saves only a single copy of content duplicated across users
 - 10x Faster backup with 90% reduction in storage/bandwidth
 - Application content aware – 100% accuracy
- **Continuous Data Protection**
 - Timeline based, from the past restores.
 - Restore computer to a point in time e.g. before the virus attack.
- **Search-based Restores**
 - Self-service search based restores



Source based data deduplication maintains only a single copy of duplicated files saving bandwidth & storage

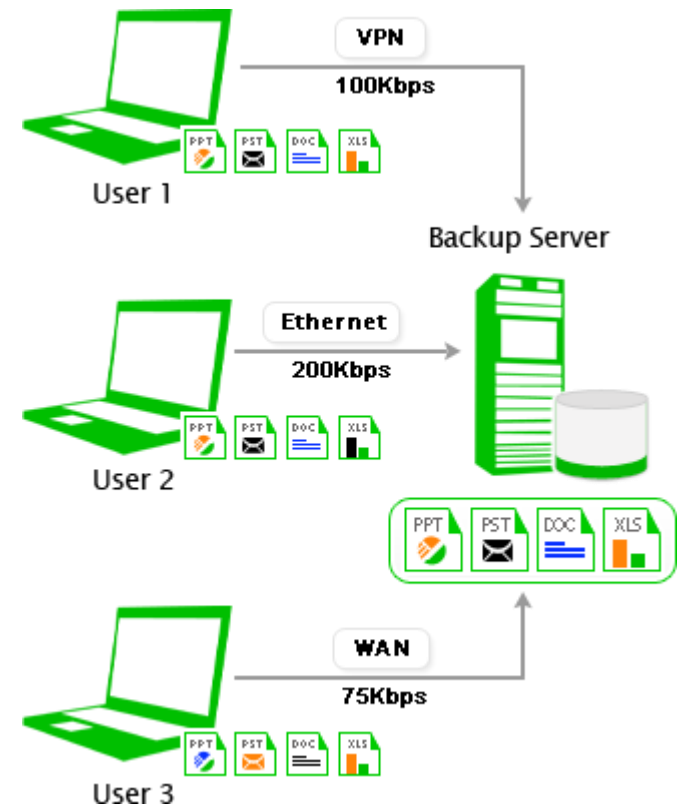
WAN Optimization

- **New Octopus WAN Optimization Engine**
 - 5X faster backups over WAN
 - Chooses optimal packet size
 - Opens up to 8 parallel connections
- **Auto Backup resume on reconnect**
- **Automatically Detects Network Changes**
 - Applies relevant WAN optimization settings
- **Smart Bandwidth Throttling**
 - Percentage-based limit for different networks
 - Auto-detects network latency and bandwidth

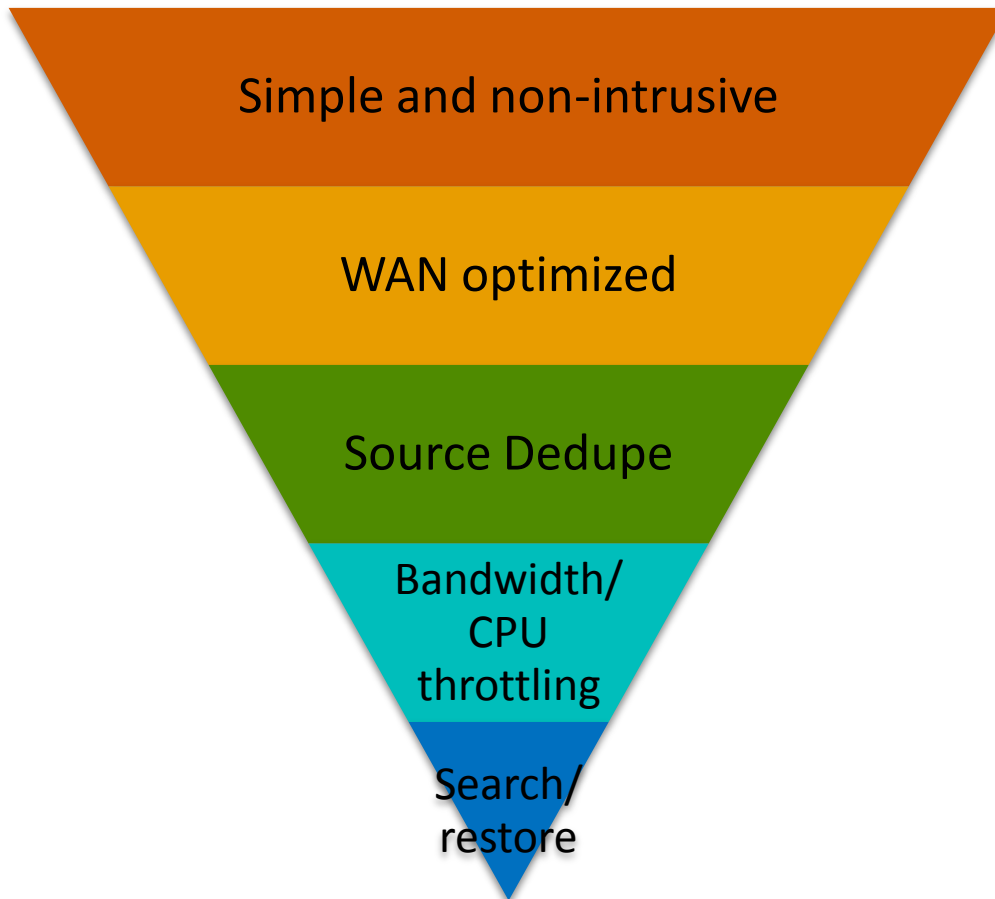


Designed from Ground-up for Laptops

- **Flexible Opportunistic Scheduling**
 - **Auto Backups** on availability of bandwidth
 - **Avoids backup** during heavy load
- **Client-Triggered Backups**
 - **Secure Server**
 - **Scalable Solution**
 - **Simpler backup over WAN**
- Smart **Bandwidth** and **CPU throttling**
- Automatic client updates
- Non-intrusive backups



The Funnel



Veritas, EMC, CA, Comvault,
IronMountain, Yosemite, Acronis,
Atempo, Druva



EMC, Acronis, IronMountain,
Druva, Atempo

EMC, IronMountain, Druva

EMC Avamar, Druva inSync

Druva inSync

Druva inSync

Why Druva

- A Fresh Approach Towards Backup
 - Unique Cutting-Edge Technology
 - Simplified Management
 - Enterprise Grade Support
 - Affordable Solutions
- 600 Customers across 26 Countries

” Everything is there. I checked already... I've been in this game a long time and I can honestly say that I have never seen something so simple.

This, frankly, is brilliant. :-)

Cheers !

Christian R., Bechtel Corporation



CAPITA

LOUIS VUITTON

Schlumberger

