



Integrated Cloud Backup Solution

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Agenda

- Dell Data Protection Solution overview
 - Cyber Resilient Multicloud Data Protection
 - Data Protection as-a-Service -- Advantage
- APEX Backup Service Introduction
 - Solution overview
 - Use case 1 - SaaS Application backup
 - Use case 2 - Endpoint Backup
- Summary

End To End Cyber Resilience



Endpoint Threat Detection and Response (EDR)

detects ransomware typically using an IOC

Security Information and Event Management (SIEM)

logs the alert

Security Orchestration, Automation and Response (SOAR)

initiates a run book

Recover with confidence from air-gapped, known good copies of backup data

Dell - Cyber Resilient Multicloud Data Protection

BEST OF BREED



Choose your own software & target appliance for best performance, scale, & efficiency

INTEGRATED



Modern all-in-one data protection appliances for a simplified operational experience

SW DEFINED SCALE-OUT



Hybrid cloud integrated appliances to scale-up or down as the business requires

AS-A-SERVICE



Data Protection as-a-Service with flexibility to scale & consume on demand without the need for HW & SW

Across Multicloud



Fortify with
Modern Security

Protect **data**
and **systems**



Enhance
cyber resilience

Overcome
security complexity

Data Protection as-a-Service -- Advantage

Tell the Full Story

Manage and Operate Costs	Traditional On-Prem	APEX Backup Services
Backup Policies	Yes	YES
Backup Software Upgrades	Yes	NEVER
Backup Servers	Yes	NEVER
Backup Storage	Yes	NEVER
Secure, Offsite Storage	Yes	NEVER
LTR Storage	Yes	NEVER
DR Storage	Yes	NEVER
Compliance Certifications	Yes	NEVER
Backup Security Monitor	Yes	NEVER
Vulnerability Management	Yes	NEVER
Penetration Testing	Yes	NEVER
Space, Power, Cooling	Yes	NEVER
Direct B/U Infra. Support	Yes	NEVER
Indirect B/U Infra. Supprt	Yes	NEVER
Code Testing	Yes	NEVER

Dell Data Protection as-a-Service



100% SaaS
No infrastructure
to manage



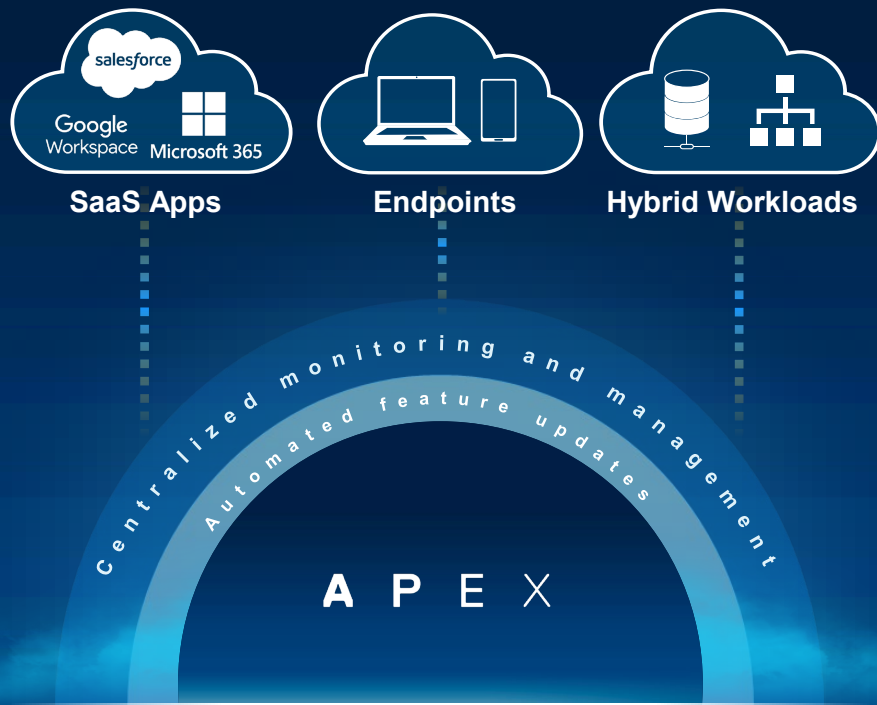
Simple and
consistent customer
experience



Cloud security
and
data privacy

Dell - APEX Backup Services

Data Protection for the Multi-Cloud Era



Protect SaaS and distributed
workloads in the cloud

Focus on outcomes,
not infrastructure

All-in-one secure protection
with backup, disaster recovery
and long-term retention

Single console to monitor and
manage all cloud workloads

100% SaaS-based,
no infrastructure to manage

Rapid time-to-value,
deploys in minutes

Unlimited, on-demand scaling
protects growing data volumes

Dell APEX Backup Services – use cases

SaaS Apps

Microsoft 365 Google Workspace Salesforce.com

 Exchange
Online

 Microsoft
OneDrive

 Microsoft
Teams

 Microsoft
SharePoint

 Gmail

 Google Drive

 Shared Drive

 salesforce

 Laptops

 Desktops

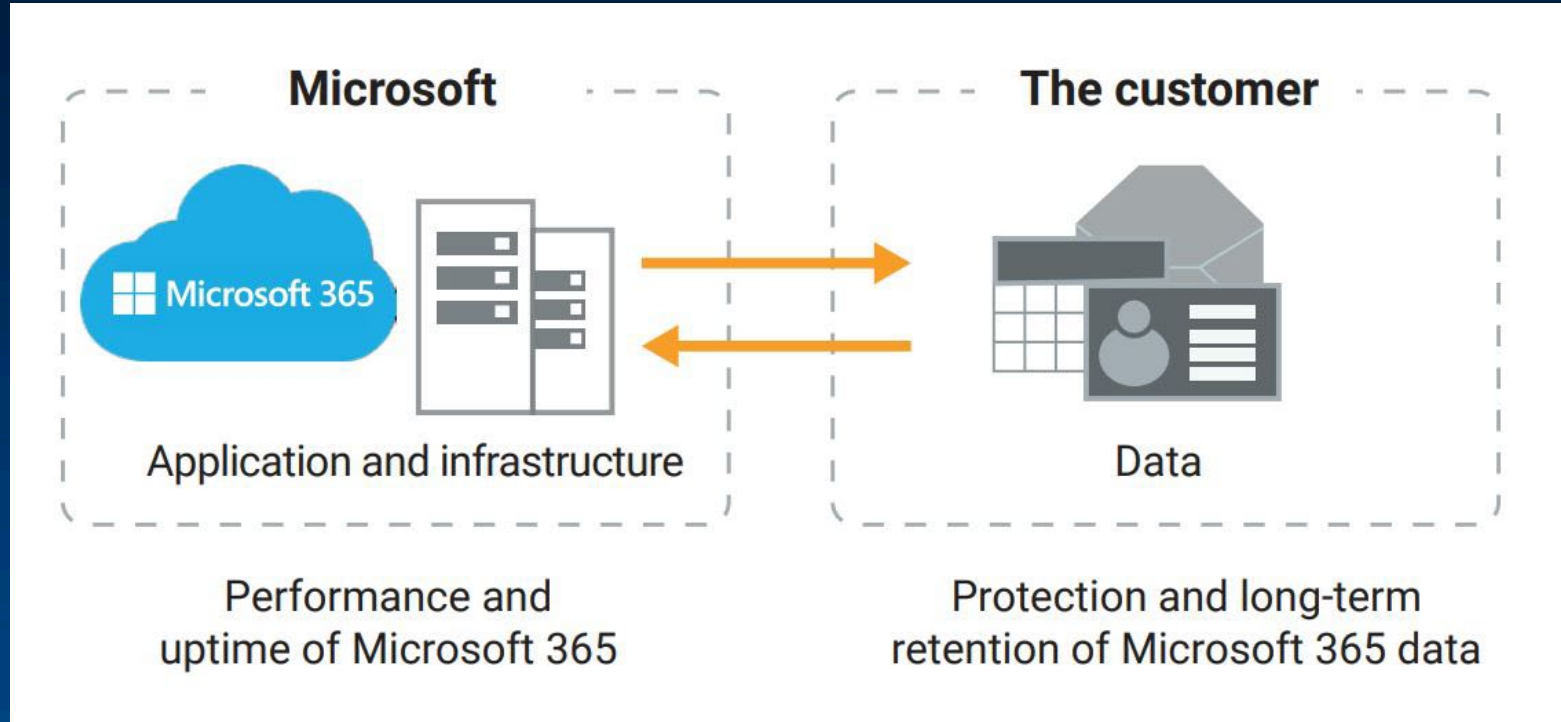
 Mobile
Devices

Hybrid Workloads

 vmware
 Microsoft
SQL Server
 ORACLE
 SAP HANA
 Hyper-V
 NUTANIX
 File
servers
 NAS

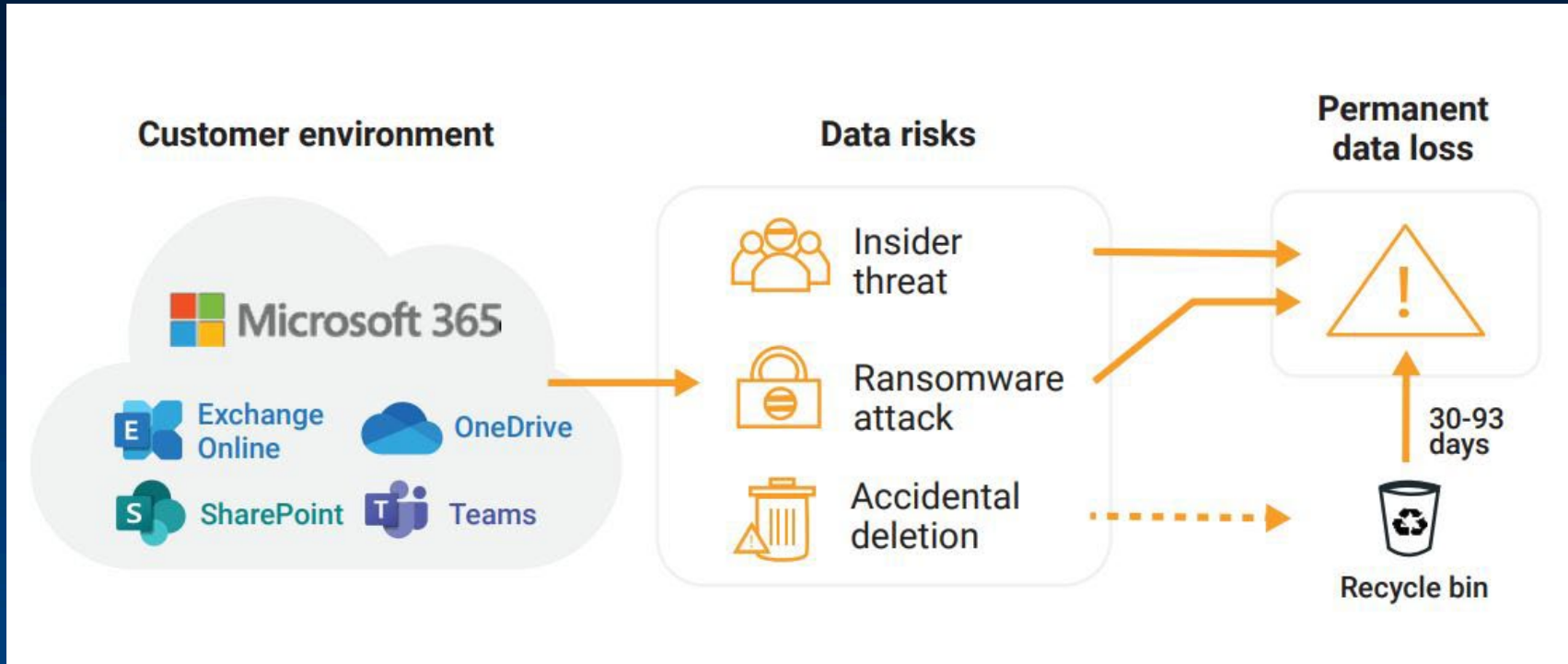
Use case I – M365

The Shared Responsibility Model for Microsoft 365



Source - https://content.druva.com/c/eb-comprehensive-office-365-backup?x=vOF_MU&lb-mode=overlay

M365 Data Protection Gaps



Source - https://content.druva.com/c/eb-comprehensive-office-365-backup?x=vOF_MU&lb-mode=overlay

Data Protection for Microsoft 365



SharePoint
Online



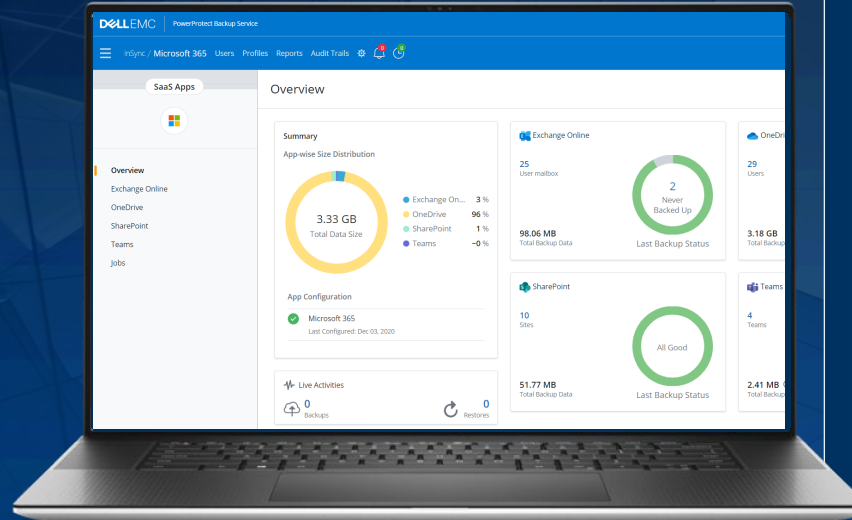
Exchange
Online



Teams



OneDrive for
Business



Guaranteed point in time
recovery



Files are kept indefinitely -
no need to worry about
purge timeframes



Complete visibility across
all Microsoft 365 apps

Legal hold and eDiscovery

Automated compliance

Federated search

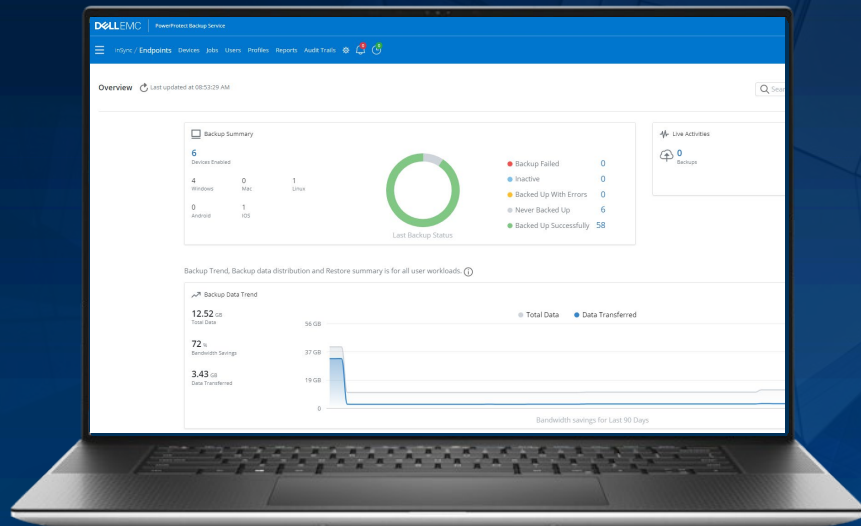
Reporting

Use case II – Endpoint

Problems of Protecting Sensitive Corporate Data

- Underestimating risk of Employee departures
- Overlooking data protection practices for remote workforce
- Risk of DIY backups
- Using “cloud-syncing service” as the “only backup”
- Legacy server solution work for endpoint backup

Data Protection for Endpoints



Remotely manage backups



Flexible restore options including self-service restores



Reimage device content within minutes

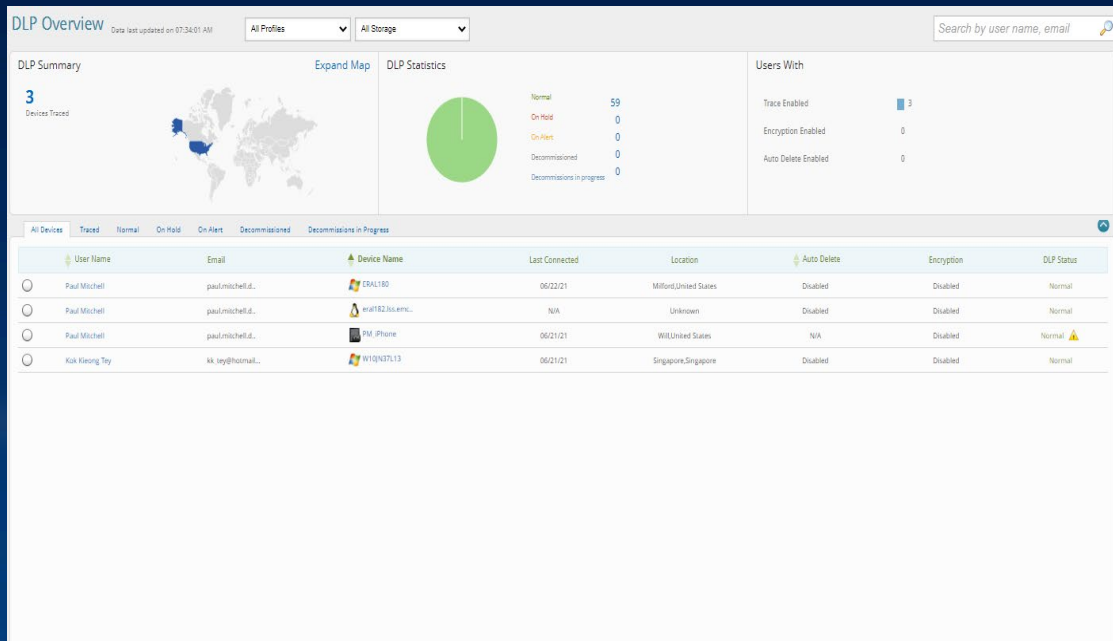
Desktops, laptops and mobile devices



Data Loss Prevention (DLP)

Contain data leaks and compliance exposure from lost or stolen devices

- Global visibility for devices, risks and actions
- Remote-wipe, encryption or auto-delete
- Global geo-tracking



Centralized monitoring and management



Unified Management Experience



Quickly Reimage Device Content



Remotely Manage Backups

NO EGRESS FEES

Granular Self-Service & Recovery Capabilities



Granular Recovery Capabilities



Self-Service or IT-led



Individual files or in bulk



Restore in-place or alternate location

Extensive Self-Service Options



Pause or Cancel Jobs



Modify Content or Schedule



Adjust Backup Resource Usage

Protect your data with confidence

Dell APEX Backup Services



Protect edge,
core to cloud



100%
SaaS



Deploy within
minutes



Consistent
experience



Complete
visibility



Secure and
scalable

Focus on outcomes, not infrastructure

DELL Technologies

A P E X

BACKUP SERVICES



Simplicity



Agility



Control

Dell.com/APEX-Backup

The logo for Dell Technologies, featuring the word "DELL" in a bold, sans-serif font, followed by the word "Technologies" in a lighter, sans-serif font. The "E" in "DELL" is stylized with three diagonal lines extending from its right side.