



Veritas and Hitachi Vantara deliver software-defined backup-as-a-service

Scalable, flexible utility model for data management

This full-featured solution enables service providers to create a standalone managed backup service or add to a storage-as-a-service offering to more seamlessly manage customer data.

Did you know?

- **86% of the Fortune 500** trust Veritas solutions to protect and manage their data.
- Gartner named Veritas a leader in the Magic Quadrant for Data Center Back Up and Recovery solutions **15 times in a row**.
- Veritas delivers **360-degree data management**; provides an **open, software-defined approach** to data management; focuses on **data value** instead of just data storage; delivers **performance at scale** for the virtualized enterprise; supports **one-click backup** to the cloud; and ensures predictable resiliency and availability across hybrid clouds.

Proven software, now available as a service

For the first time, Veritas™ is making its NetBackup software available to customers in an as-a-service model through Hitachi Vantara® and its global and regional service providers. This offering is one element in a unified approach that addresses the data management and security needs of large enterprises. With this solution, organizations are empowered to transform and compete in the digital age by following a software-defined approach to data management. Service providers will gain peace of mind knowing their customers' data is managed by market-leading solutions from Veritas and Hitachi Vantara.

Data backup—challenging and critical

Increasing amounts of data creates greater complexity

Backing-up data has always presented obstacles, both in terms of restore times and storage capacity. Today, these challenges are further exacerbated by the exponential rate at which data is growing and by the fact that all that data must be frequently backed up, quickly restored, and constantly protected.

BaaS setup requirements

- Public/private cloud
- Partner BaaS NetBackup telemetry data via HTTPS (SSL port 443)
- Usage aggregation database
- Entitlement ID
- Media server(s)
- Master server
- Monthly aggregated bill
- Usage report

A more flexible model for data backup pricing

Save your customers from the escalating challenges of creating a backup solution on their own by offering them a managed backup-as-a-service (BaaS) solution provided by Veritas and Hitachi Vantara. Designed to be used independently or as a layer on top of your existing storage-as-a-service (STaaS) platform, this proven solution includes industry-leading technology that will empower your customers to visualize, protect, access and mobilize their data.

This joint BaaS solution leverages the extensive capabilities of NetBackup™ to create a flexible, full-featured solution for your enterprise customers. Our industry-leading data management and storage solutions can even be customized to meet each customer's unique need.

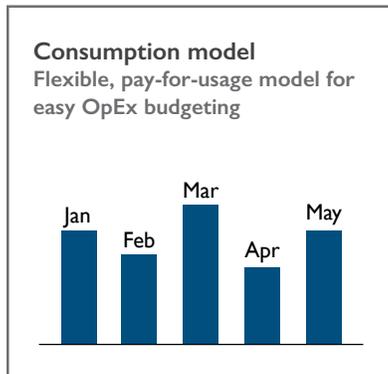
With the Veritas and Hitachi Vantara BaaS solution, you can:

- **Simplify licensing** by following a utility consumption model
- Choose a **flexible deployment model**, offered as a fully managed or hybrid service
- Enhance budgeting with **predictable billing**
- Drive **superior value** by boosting efficiency and improving service levels
- **Increase productivity** by using a managed service based on software-defined technology

Why Veritas and Hitachi Vantara for data backup and management?

Strategic alliance delivers an industry leading solution

Help your customers make informed decisions based on the real value of their data by offering proven solutions from two global leaders—information insight and data management delivered by Veritas, running on advanced storage platforms from Hitachi Vantara. Our fully tested solutions enable your customers to cost-effectively manage ever-growing volumes of data in any environment—physical or virtual, across public, private or hybrid cloud.



Solution highlights

<p>Veritas BaaS</p> <p>Unified data protection for business</p> <ul style="list-style-type: none">• Services offered in a managed services environment• Solution delivered and built on site• Data backup performed in the cloud• Service billed as part of managed service offerings• “Leased” licenses incur no up-front costs	<p>Hitachi Vantara storage and BaaS</p> <p>Accelerated business operations for a superior experience</p> <ul style="list-style-type: none">• Provide a flexible consumption model OpEx• Place a premium on data sovereignty• Provides greater flexibility in a scalable “pay for what you use” model• Increase security by moving cost-efficient cloud storage and backup inside the firewall• Deliver high data availability• Offer practically unlimited scalability
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Let’s get started

[Contact](#) your Veritas or Hitachi Vantara representative today to learn how we can help manage and protect your data. Discover more about the benefits of backing up data using a flexible, cost-efficient data management model delivered as a service. For more information and to learn how Veritas and Hitachi Vantara can help you transform your data, visit transformingyourdata.com.



transformingyourdata.com