



# ▶ Extending the Value of Cisco

Multi-Cloud, Single Platform,  
Native Workload Backup & Recovery

ScaleProtect™ with Cisco UCS

▶ Tim Gutter – Theatre Alliance Architect



## ▶ Agenda

- 1 Updates
  - 2 Why Commvault?
  - 3 Hyperflex with Commvault
  - 4 Cloud
-

# ▶ 5 Ways Commvault Drives Dollars for you



**Increase Margins**

**Makes your Deals Bigger**

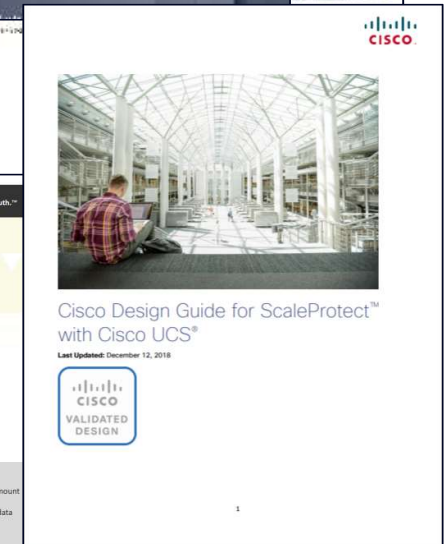
**Brings New Workloads**

**Displaces Your #1 Data Center Competitors**

**Puts Cloud Conversation on Your Terms**

# ▶ Cisco & Commvault Partnership

- In Progress – Cisco HyperFlex Sprint
- Commvault IntelliSnap® Integration for Cisco HyperFlex (December 2018)
- Setup demo labs in Resell Partner environments
- Spiff available to partner AM & SE through Tech Data (Disti)
- In Progress – dCloud about to start break ground
- In Progress – Final stage, ScaleUP Performance
- In Progress – Early stages, ScaleOUT Performance
- In Progress – Final stages, HX and Commvault marketecture



# ▶ Cisco & Commvault Assets (some)

## CVDs

- Cisco UCS for ScaleProtect with Cisco UCS S3260 Storage Servers
- Cisco Design Guide for ScaleProtect with Cisco UCS
- FlashStack Virtual Server Infrastructure with Commvault for Data Protection

## White Papers

- ESG TCO white paper (ScaleProtect with Cisco UCS)
- Commvault® MediaAgent on Cisco UCS S3260 Storage Server
- Commvault® MediaAgent on Cisco UCS C240 M5 Rack Server
- Commvault® ScaleProtect™ with Cisco UCS S3260 Storage Server
- ScaleProtect with Cisco UCS on the Cisco UCS C240 M5 Rack Server
- Data Protection for SAP® Applications on FlashStack™ with Commvault® on Cisco UCS® S3260 Storage Server



The collage features three main assets:

- Top Slide:** A presentation slide titled "ScaleProtect™ with Cisco UCS®" with the tagline "SCALABILITY WITHOUT CONSTRAINT, PROTECTION WITHOUT COMPROMISE, ACCESS WITHOUT LIMITS." It includes the Cisco logo and the word "introduce" partially visible.
- Middle White Paper Cover:** A white paper cover titled "CISCO TO RESELL COMMVAULT, FULFILLING THE NEEDS OF THE DATA-DRIVEN ENTERPRISE". It features the Cisco logo and a small image of a person working at a computer.
- Bottom White Paper Page:** A page from a white paper titled "Analyzing the Economic Benefits of ScaleProtect with Cisco UCS". It includes the ESG Economic Validation logo, the authors' names (Vinny Choinski and Christophe Bertrand), the date (January 2019), and an "Executive Summary" section. The summary text reads: "The unprecedented growth of data collected and stored by companies is only dwarfed by the ever-increasing that will be generated in the near future. Ever-changing regulatory requirements and growing sophistication malicious attacks on data make traditional data protection methods obsolete. In this challenging environment protection managers are tasked with keeping data safe, available, and organized while limiting cost. It seems present an unsolvable equation. Commvault and Cisco have created a solution that is reframing the data protection industry. ScaleProtect with UCS helps eliminate silos of data by creating a scale-out infrastructure that provides the ability to succeed in heavy marketplace. This solution lets companies easily scale as needed, all the while providing management..."

# ► Commvault and Cisco: Recognized As Leaders

## A Leader in The Forrester Wave™: Hyperconverged Infrastructure, Q3 2018

Cisco HyperFlex recognized as a Leader

THE FORRESTER WAVE™  
Hyperconverged Infrastructure  
Q3 2018



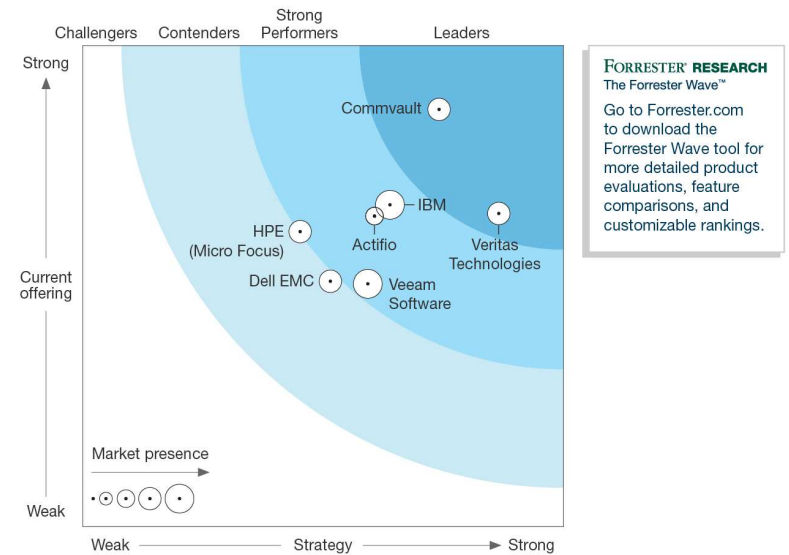
## A Leader in The Forrester Wave™: Data Resiliency Solutions, Q3 2017

Commvault ranked highest in the Current Offering Category

FORRESTER RESEARCH

### Forrester Wave™: Data Resiliency Solutions, Q3 '17

The Forrester Wave™: Data Resiliency Solutions, Q3 2017



FORRESTER RESEARCH  
The Forrester Wave™  
Go to [Forrester.com](http://Forrester.com)  
to download the  
Forrester Wave tool for  
more detailed product  
evaluations, feature  
comparisons, and  
customizable rankings.

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## WHY COMMVAULT?

### **Move data where its needed most.**

Customers are free to choose the infrastructure that's right for their applications as business and workload requirements change.

### **Manage it all.**

Consistently manage and protect data no matter where it resides.

Automated data management retention, protection and access policies that scale as needed.

### **Always be ready.**


Self-driving backup ensures you are ready to recover from any event quickly, without tedious and time-consuming tasks.

# ► Broad industry integration and coverage

*Simple! one partner to protect  
Containers, Public Cloud, key  
apps and more!*

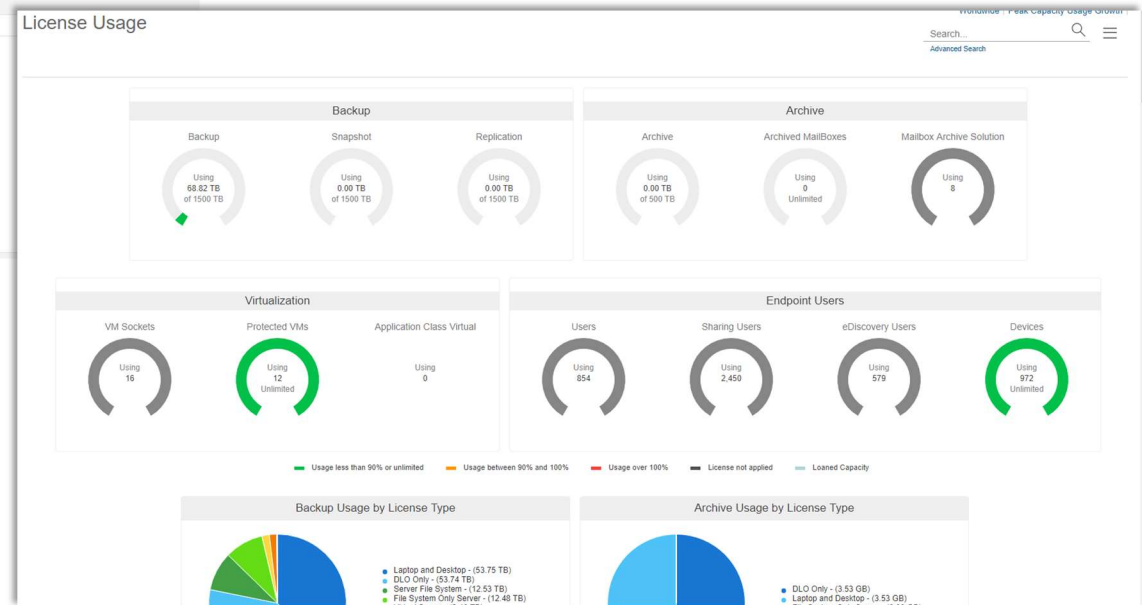
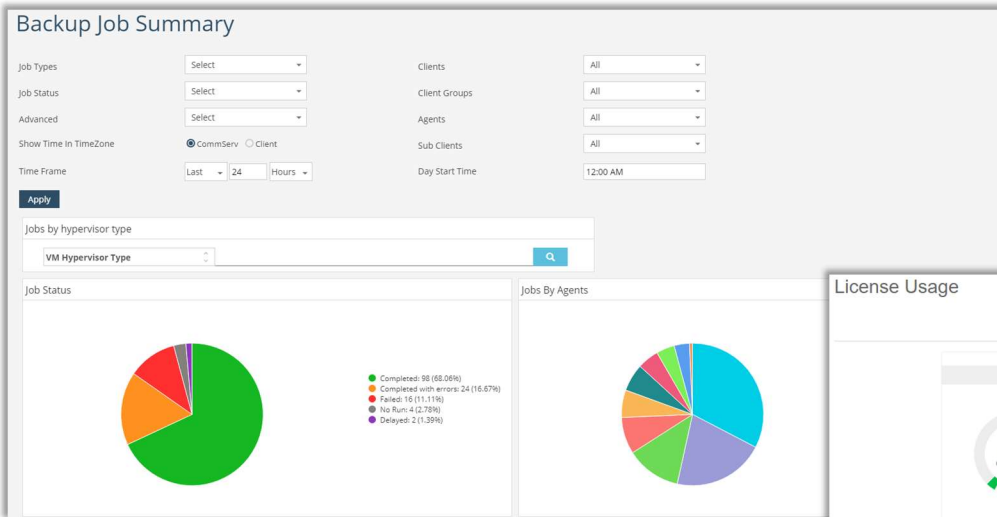
Storage Integration	OS, Apps, DBs, & Endpoint	Virtual Infrastructure	Large Files and Big Data	SaaS and Cloud-Native
	<p>And more...</p>	<p>And more...</p>	<p>And more...</p>	<p>And more...</p>
<h2>Any Application</h2>	<span style="font-size: 1.2em; font-weight: bold; vertical-align: middle;">Complete™ Backup &amp; Recovery</span>			<h2>Any Cloud</h2>
<h2>Any Scale</h2>				



	Vendor 1	Vendor 2	Vendor 3	COMMVAULT® 
Virtual Backup & recovery	✓	✓	✓	✓
Tape/cloud integration	\$ 3 <sup>rd</sup> party	\$	\$	✓ Included
File archiving	✗	\$ 2 <sup>nd</sup> product	\$ 3 <sup>rd</sup> party	✓ Included
Physical file/NAS	✗	✓	✓	✓ Included
Physical applications	✗	✓	✗	✓ Included
Premium reporting	\$	\$	\$	✓ Included
Live cloud replication	✗	✗	\$	✓ Included

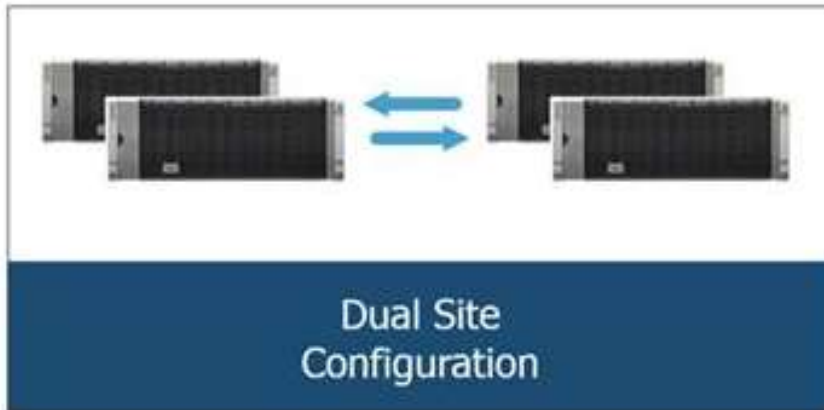
# ► Easy-to-use Enterprise Reporting

...Easily configurable  
...Customizable



...Can be scheduled  
for mass distribution

► ScaleProtect™ with Cisco UCS® use cases





▶ HyperFlex with Commvault



# Enterprise Application Ready with HX

Grow with Critical Apps! - Drag, DR, hardware, replica

## Enterprises Run Mission Critical Apps on HyperFlex



### #1 in Performance

HyperFlex vs. HCI Competition

**ESG**  
Full ESG report:  
[cisco.com/go/hyperflex](https://cisco.com/go/hyperflex)

- 1 3x higher VM density
- 2 3x reduced read/write latency
- 3 7:1 reduction IOPS variability



3x better TCO  
More workloads On Hyperconverged  
Predictable End User Experience

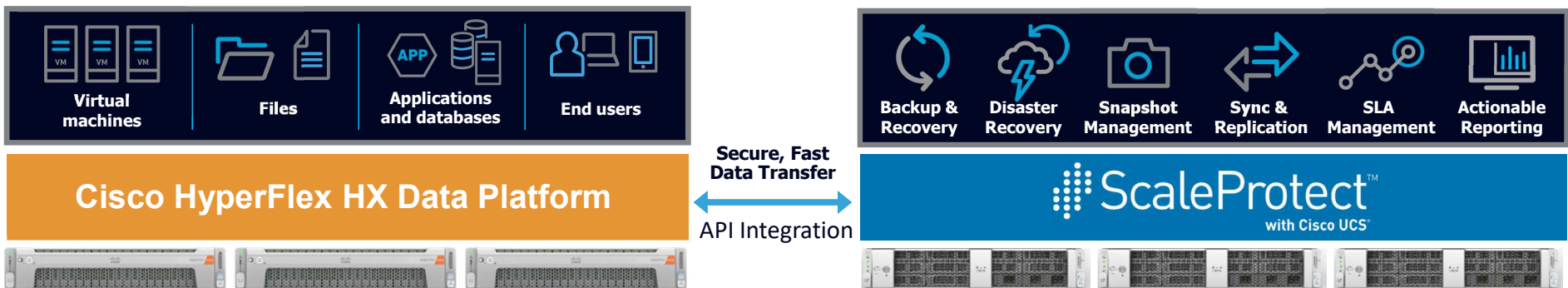
### Enterprise Grade HCI

**+35%**  
Clusters Running Databases(ASUP data)

**25+%**  
Enterprise scale deployments

**10+**  
New CVDs/Solution Guides for DB Apps

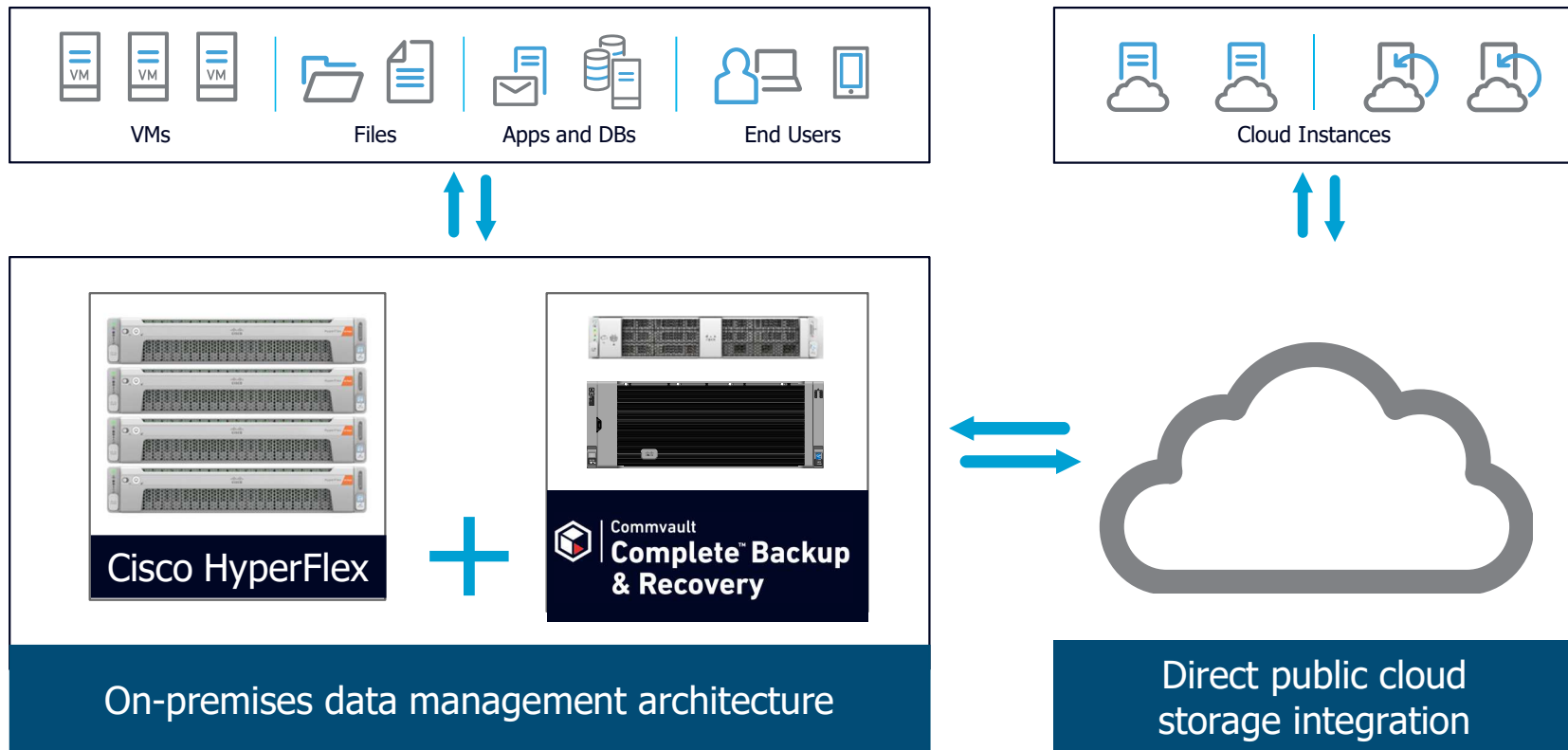
## ▶ Commvault Integration with Cisco HyperFlex™



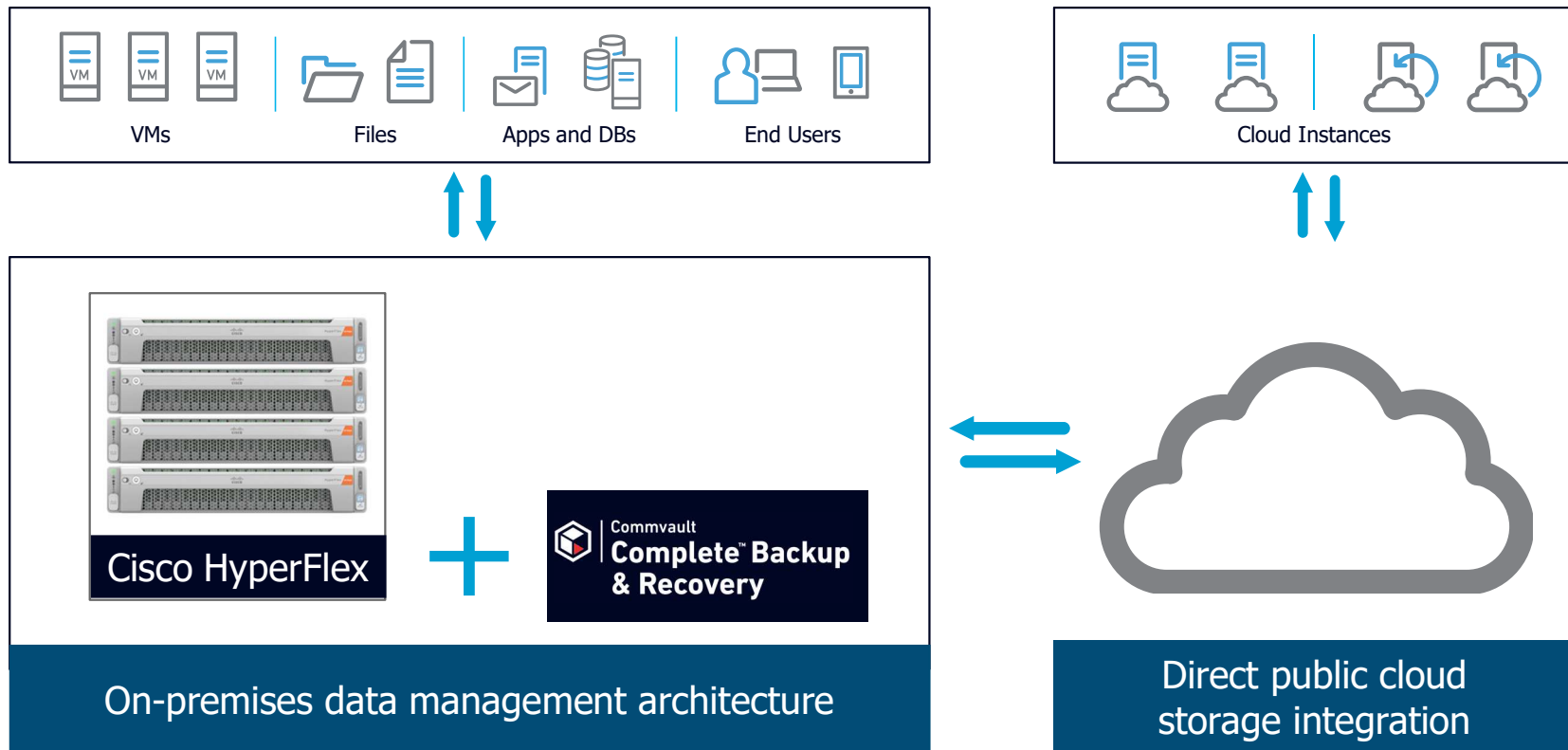
**Commvault IntelliSnap®** leverages **Cisco HyperFlex Native Snapshots**, providing the following benefits:

- Reduced stun times for app-consistent backup
- Agentless application-aware backup (AD/Exchange/SharePoint/SQL/Oracle/...)
- Minimizes VMware backup API performance impact (latency, I/O penalties) on production VMs during backup
- Improves RTO and near-instant RPO with features like short backup windows and instant mass restore
- Eliminates time consuming scripting

## ▶ HyperFlex with Commvault Complete™

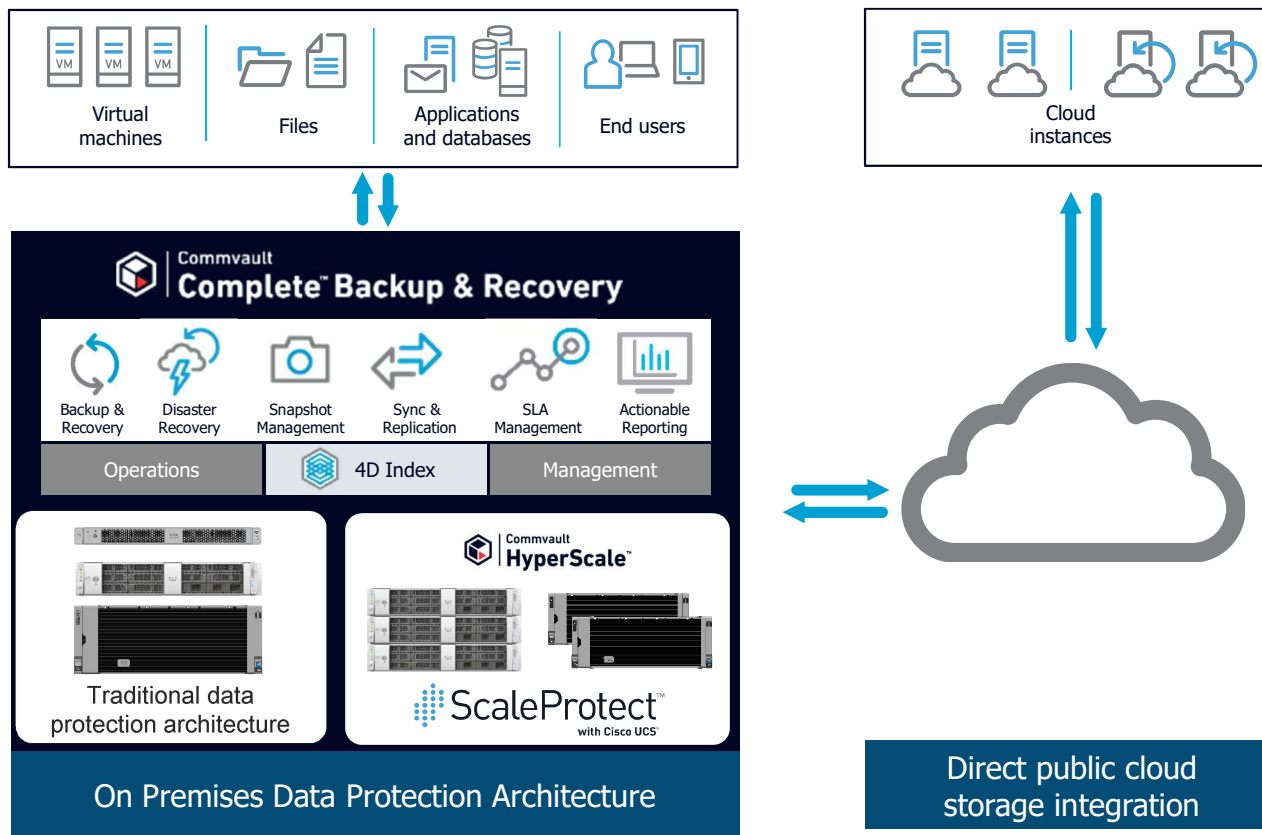


## ▶ HyperFlex with Commvault Complete™





# ▶ Commvault Complete™ on Cisco UCS



## ▶ Demo HyperFlex backup with Commvault

URL to data protection operation leveraging HX Snap

<https://drive.commvault.com/webconsole/gtl.do?gid=CXnsf>

## ▶ Demo HyperFlex restore with Commvault

URL to data recovery operation of HX

<https://drive.commvault.com/webconsole/gtl.do?gid=CXnsf>

The background of the slide is a solid blue color. Overlaid on this background is a pattern of white-outlined hexagons. Some of these hexagons are slightly offset from the main grid, creating a 3D effect of floating cubes or a staggered grid.

## ▶ Virtualization and Cloud

► **Commvault Complete Cloud At-A-Glance**  
**High data durability – setup within a few clicks**

**Backup/archive  
to the cloud**

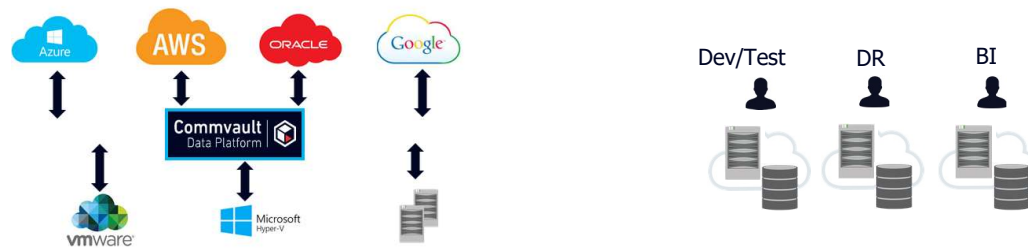
Sending on premise  
production data to  
cloud storage

**DR / Migration  
to & from the cloud**

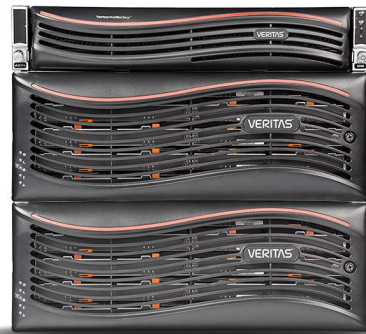
Recovering production  
workloads in the cloud

**Backup  
in cloud**

Protecting workloads  
in the cloud and  
moving to an  
alternate location



## ▶ Replace these...



- Expensive <sup>1</sup>
- Generally still requires software
- 3 year forklift refresh cycle
- Limited scale (maximum 1PB usable)
- Lock-in to proprietary hardware
- Limited or no Functionality with Modern Workloads (eg. Big Data & Cloud)

<sup>1</sup> Based on pricing obtained from global EMC Data Domain 6800 customer. May vary between customers and regions.

<sup>2</sup> Based on conservative Cisco & Commvault discounts, US Pricebook. May vary between customers and regions.

## With this... ScaleProtect™ with Cisco UCS®

COMMVAULT®   
HyperScale Software



- Cost Effective (at least 33% cost reduction in most cases) <sup>2</sup>
- No forklift upgrades
- Modern scale-out architecture
- Scalable to 10's of PB's
- Industry best support for modern workloads

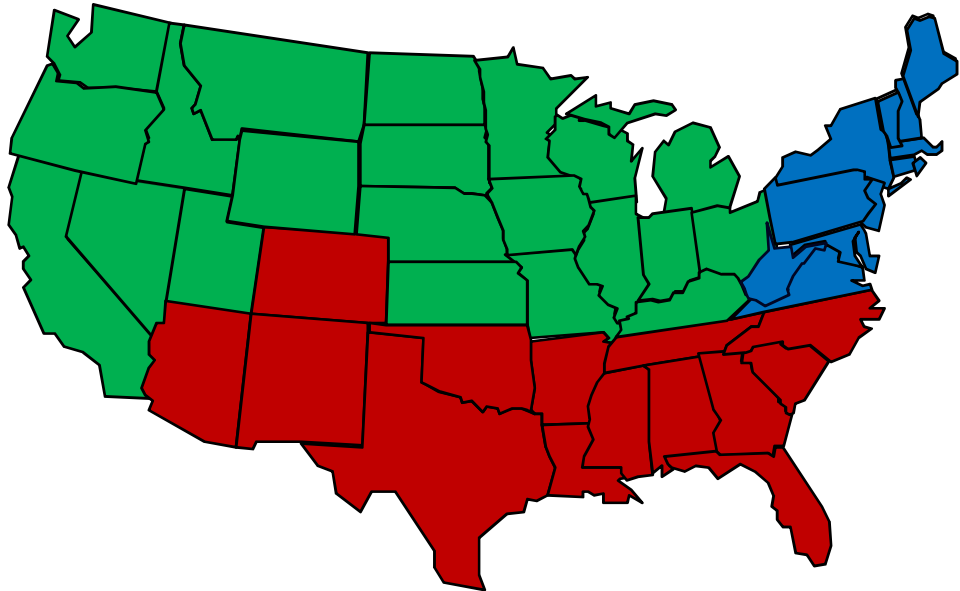
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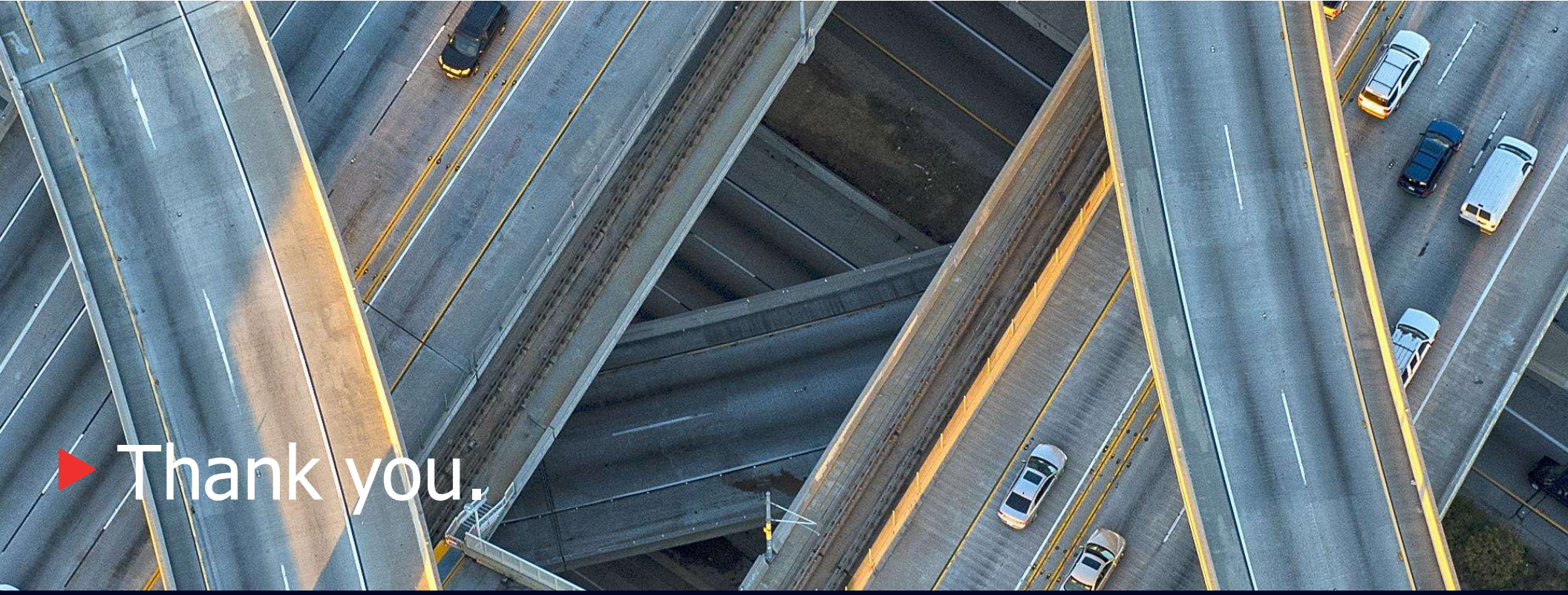
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## ▶ Call to Action

# Displace and defend against the competition

- Simple and Easy
  - Commvault Complete on GPL
  - Solution IDs for HW
  - Cisco Solution Support
  - Cisco dedicated Commvault Resources
  - Talk Critical Apps, Talk DR, Offsite Replication, Talk Cloud ready!
  - Follow and share #ScaleProtect #CiscoLive #Cisco #Commvault follow on linked in your Commvault and Cisco Contacts, reshare with your clients
- **ENTERPRISE READY!!!**
  - Priced for the **Mid-Market!**
- It's that simple! - **Engage your Partner Success Help Desk, they can drive demos too!**





▶ Thank you.

**COMMVault** 

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