

The data opportunity.

Jane Zhu | Senior Vice President, Engineering, Enterprise Data Protection
and Compliance

VERITAS[™]

The truth in information.



Data is changing lives.

It helps doctors improve outcomes for patients. It helps organizations bring products to market quicker. It helps businesses—both large and small—move in new directions.

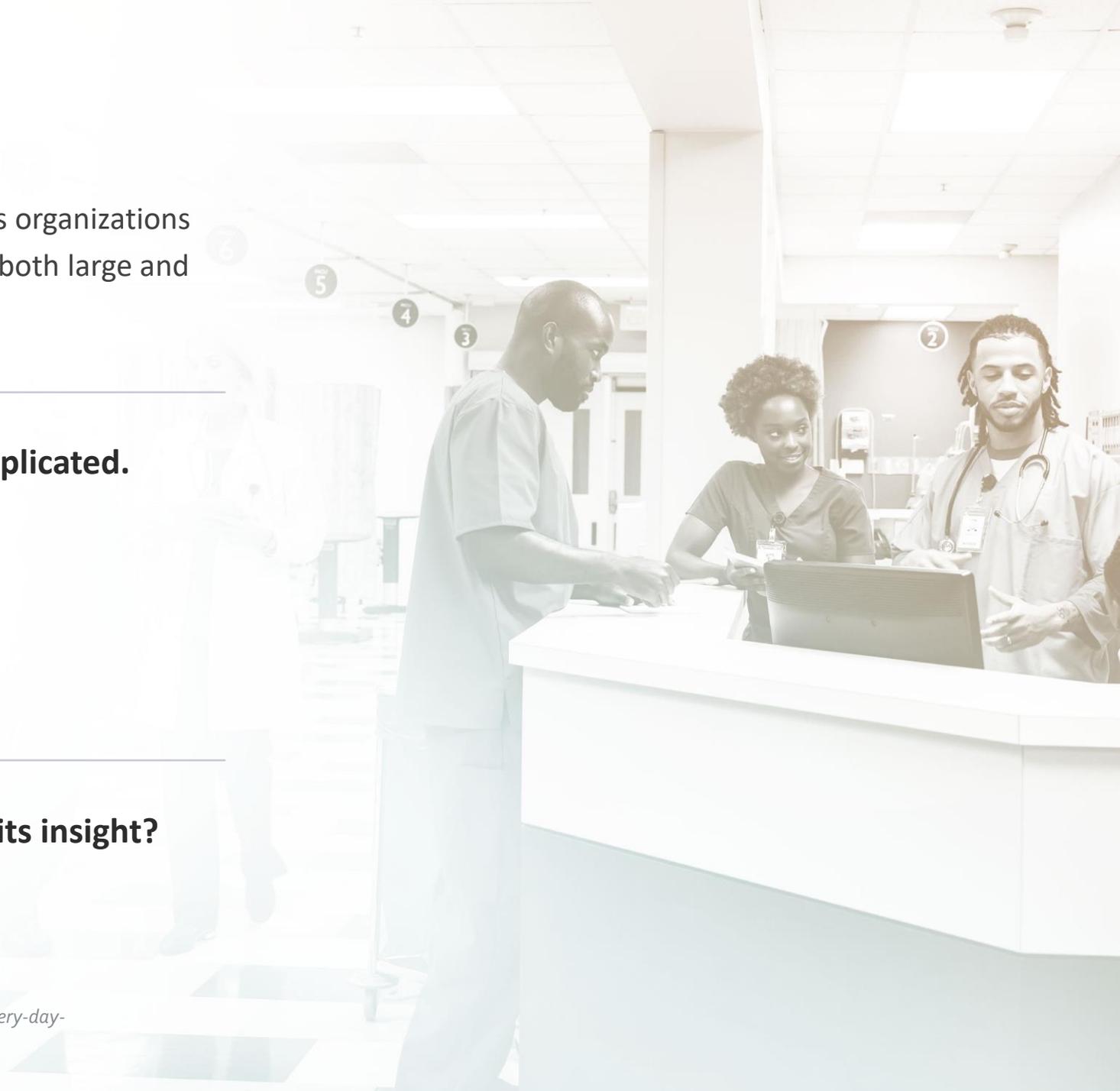
Data is doing amazing things. But, it can be complicated.

- *An estimated 163 ZB of global data will exist by 2025.*
- *An estimated 2.5 quintillion bytes of data created daily.*
- *An estimated 50% of data is dark.*

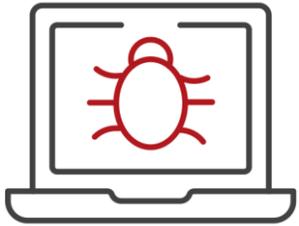
How will you manage it, protect it, and harvest its insight?

Truth is, Veritas can help.

<https://www.forbes.com/sites/bernardmarr/2018/05/21/how-much-data-do-we-create-every-day-the-mind-blowing-stats-everyone-should-read/#3f45a6c76oba>



Business depends on data, but there are challenges.



Ransomware



Cloud



Storage
Costs



Big Data



Compliance



Business
Continuity

Cybersecurity Ventures predicts ransomware damage will cost \$11.5 billion in 2019.

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Business
Continuity

According to a 2017 survey, although 92 percent of organizations' business strategies involve moving infrastructure or workloads to the cloud, more than one-third said the complexity of the migration was a serious challenge.

Business depends on data, but there are challenges.



Ransomware



Cloud



**Storage
Costs**



Big Data



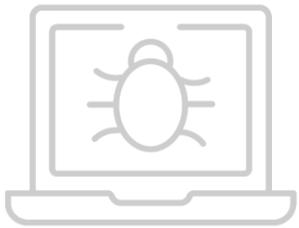
Compliance



Business
Continuity

By 2020, IDC estimates the digital universe—all the data created by individuals, businesses and IoT—will reach 44 zettabytes, making demand for storage and its cost continue to soar.

Business depends on data, but there are challenges.



Ransomware



Cloud



Storage
Costs



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Compliance



Business
Continuity

By 2020, IDC estimates that as much as 37 percent of the digital universe will contain information that might be valuable if analyzed, and organizations that do so will realize an extra \$430 billion in productivity gains compared to those that don't.

Business depends on data, but there are challenges.



Ransomware



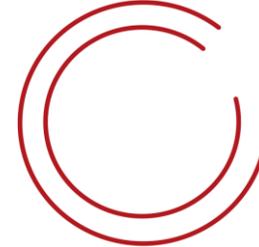
Cloud



Storage
Costs



Big Data



Compliance



Business
Continuity

Gartner estimates that more than 80 percent of enterprise data is unstructured and likely to contain personally identifiable information (PII) that must be portable and available for download if requested by its owners—a huge compliance requirement for regulations like the GDPR that many organizations may be unable to meet.

Business depends on data, but there are challenges.



Ransomware



Cloud



Storage
Costs



Big Data



Compliance



**Business
Continuity**

According to a research report by the Ponemon Institute, a data center outage costs around \$9,000 per minute.

And IT is having to adapt. Rapidly.

The demands are real.

- Be more agile.
- Scale faster.
- Be available. Always.
- Prove your value.
- Make data an asset.

90%

Use multiple cloud services and platforms by 2020.

95%

Use open source software in mission-critical IT portfolios.

47%

IT staff will be “versatalists” by 2021.

50%+

Data is dark, impeding the ability to drive insights and analytics.

60%

Companies plan to have Hadoop clusters running in production by end of 2018.

\$2.9T

Value generated by “AI” by 2021, saving 6.2B hours of worker productivity.

Seizing the opportunity.

To overcome the challenges, you need more than backup.

You need a modern, data management strategy.

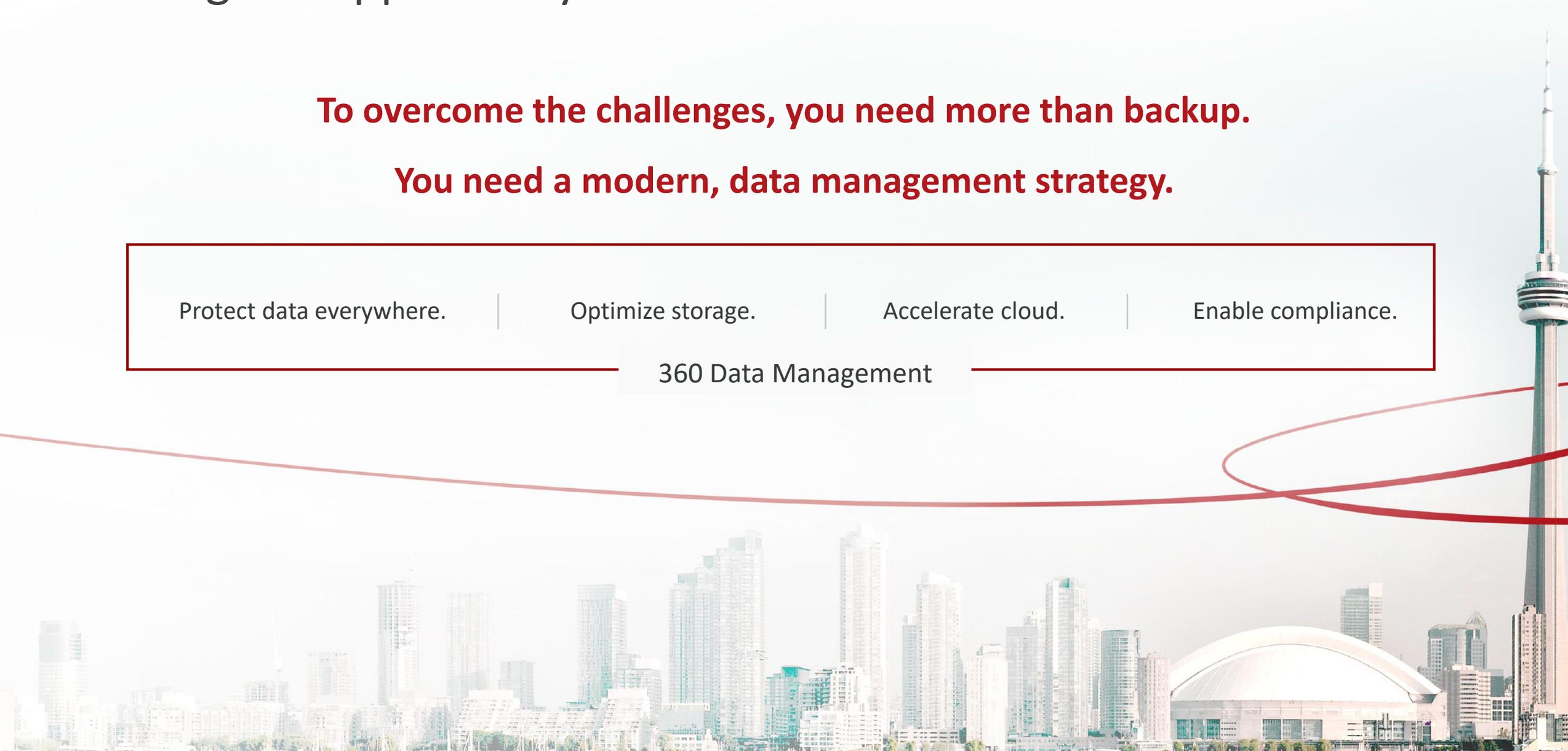
Protect data everywhere.

Optimize storage.

Accelerate cloud.

Enable compliance.

360 Data Management



The Veritas difference: Data protection.

Protect data everywhere.

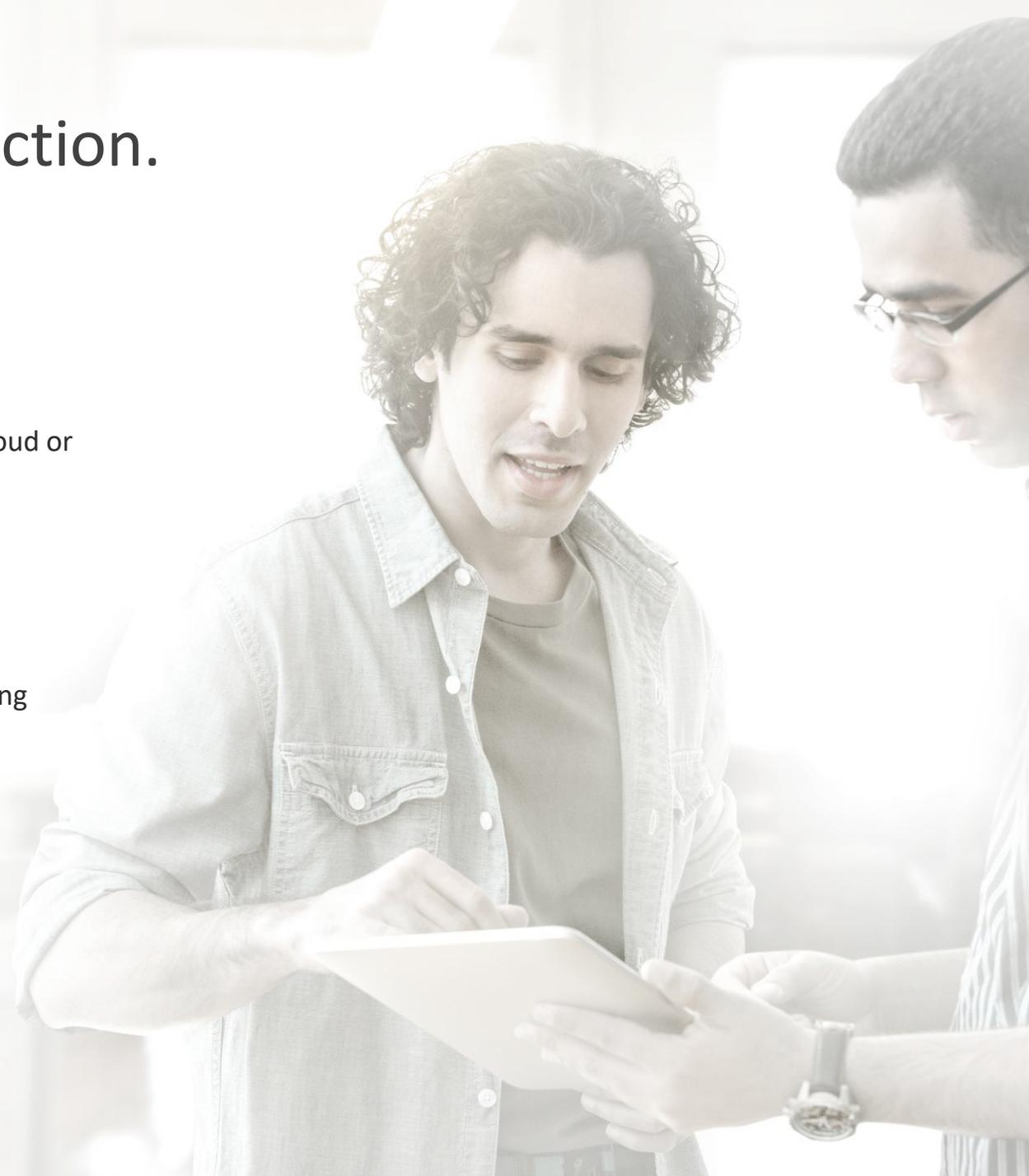


Protect data no matter where it lives—in the cloud or in virtual or physical environments.

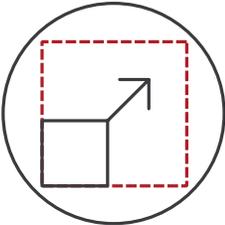
Manage and restore all types of data, including structured, unstructured and dark.

Flexibility to accommodate modern and emerging workloads.

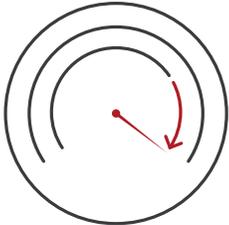
We are the #1 data protection company.



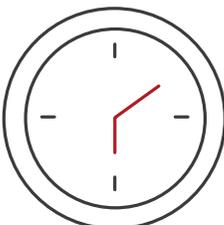
NetBackup: Why it's the best.



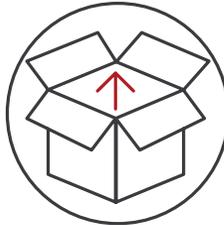
SCALE



SPEED



EFFICIENCY

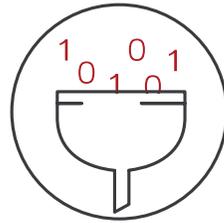


OPENNESS



SUPPORT

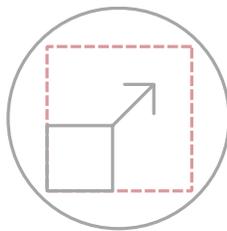
NetBackup: The best just got better.



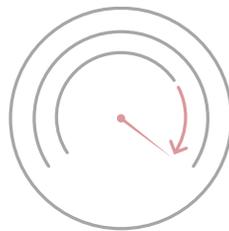
+ SIMPLE



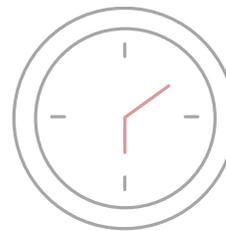
+ MODERN



SCALE



SPEED



EFFICIENCY

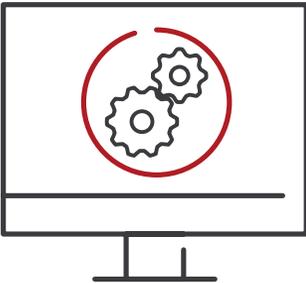


OPENNESS

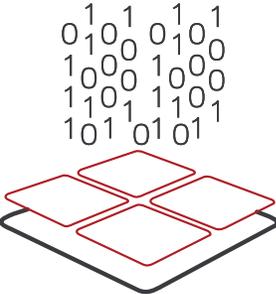


SUPPORT

NetBackup: Any flavor.



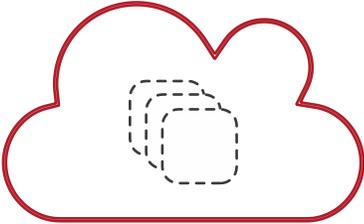
Software



Virtual Appliances



Physical Appliances



Cloud Marketplaces

The truth for our customers.



Protect data.

The challenge

- Ensure high availability of systems for two million daily commuters.
- Automate disaster recovery.

The solution

- Using Veritas InfoScale for 20 years to manage high availability and contingency environments.

The outcome

- Ease of use.
- Automated disaster recovery.
- Ensured business continuity and quality of service.



The Veritas difference: Software-defined storage.

Optimize data storage.



Flexibility to deploy SDS solutions as software-only or software-defined turnkey appliance, eliminating vendor lock-in.

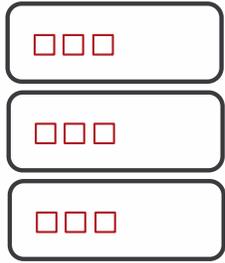
Combine CapEx and OpEx savings characteristic of cloud storage with the low latency of an onsite solution.

Deliver near primary-storage performance at or below the price of tape and cloud at 70% less than proprietary silos.

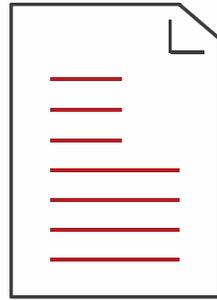
We are the #1 software-defined storage management company.



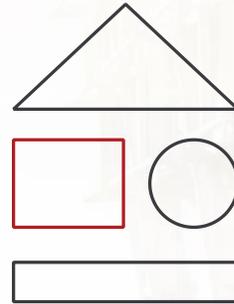
Software-defined storage from Veritas.



Block



File



Object

The truth for our customers.



Optimize data storage.

The challenge

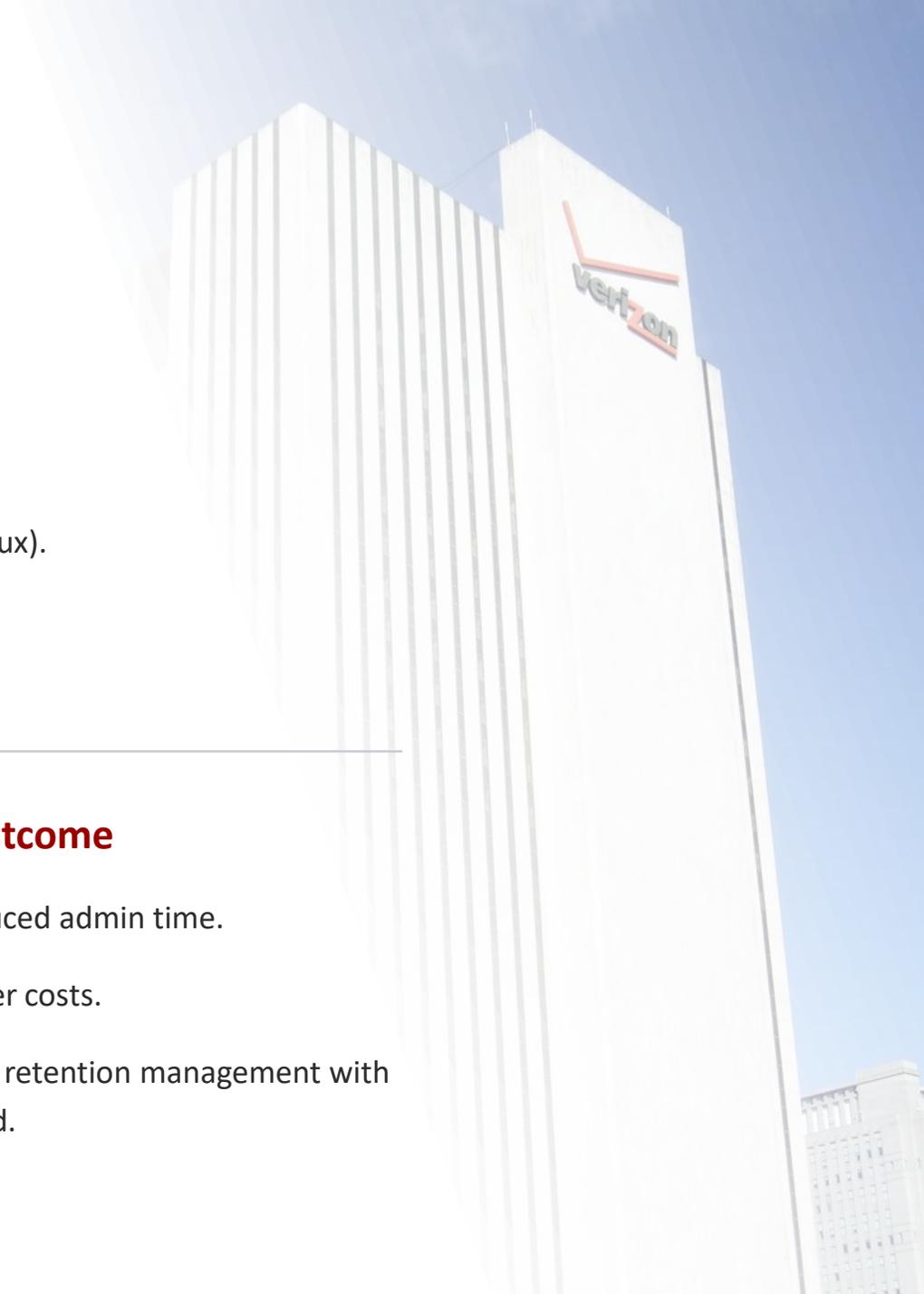
- Reduce cost with community-based software (Openstack, Linux).
- Ability to flex data retention to the cloud as needed.
- High EMC Data Domain costs.

The solution

- Veritas Access for long term retention with commodity hardware.

The outcome

- Reduced admin time.
- Lower costs.
- Data retention management with cloud.



The Veritas difference: Multi-cloud data management.

Accelerate cloud.



Back up to 59 cloud storage service providers.

Visualize and manage data from over 27 cloud, on-premises and SaaS applications.

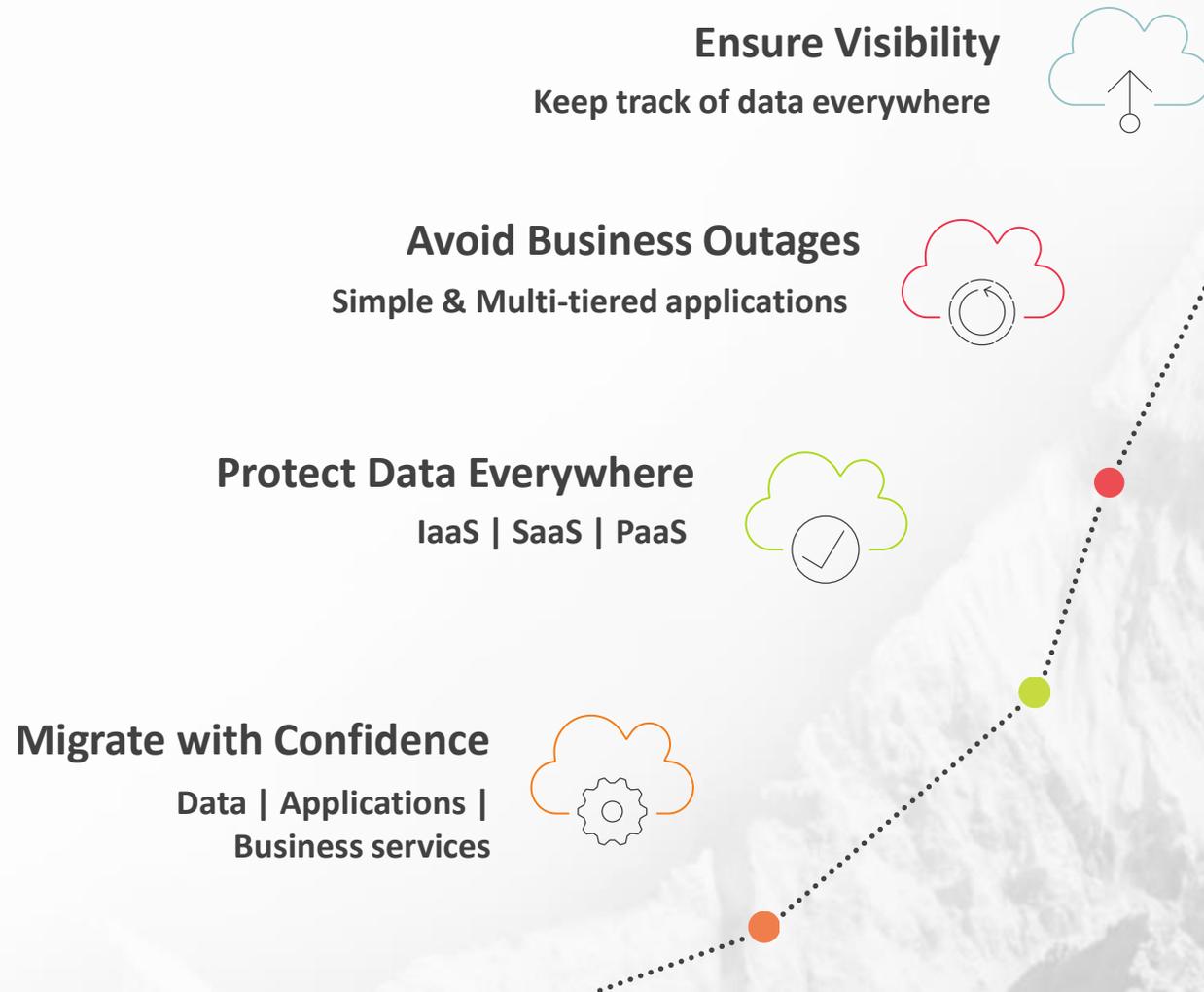
Migrate to, from or between clouds, simply with flexibility and control.

Protect workloads natively across top three cloud service providers.

We are the #1 choice for data protection in multi-cloud environments.



Cloud is a journey best taken with a guide.



The truth for our customers.



Accelerate cloud.

The challenge

- Regulatory requirement to maintain DR capability with < 1 hour recovery time objective.
- 10's of complex, multi-platform it applications to monitor & migrate.

The solution

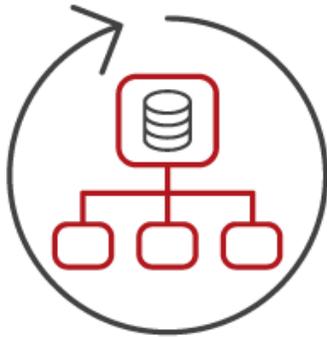
- Veritas resiliency platform and veritas services to provide new resiliency service.

The outcome

- Reduced complexity.
- Minutes rather than hours for recovery.
- Predictability to their SL.

The Veritas difference: Compliance.

Enable compliance.



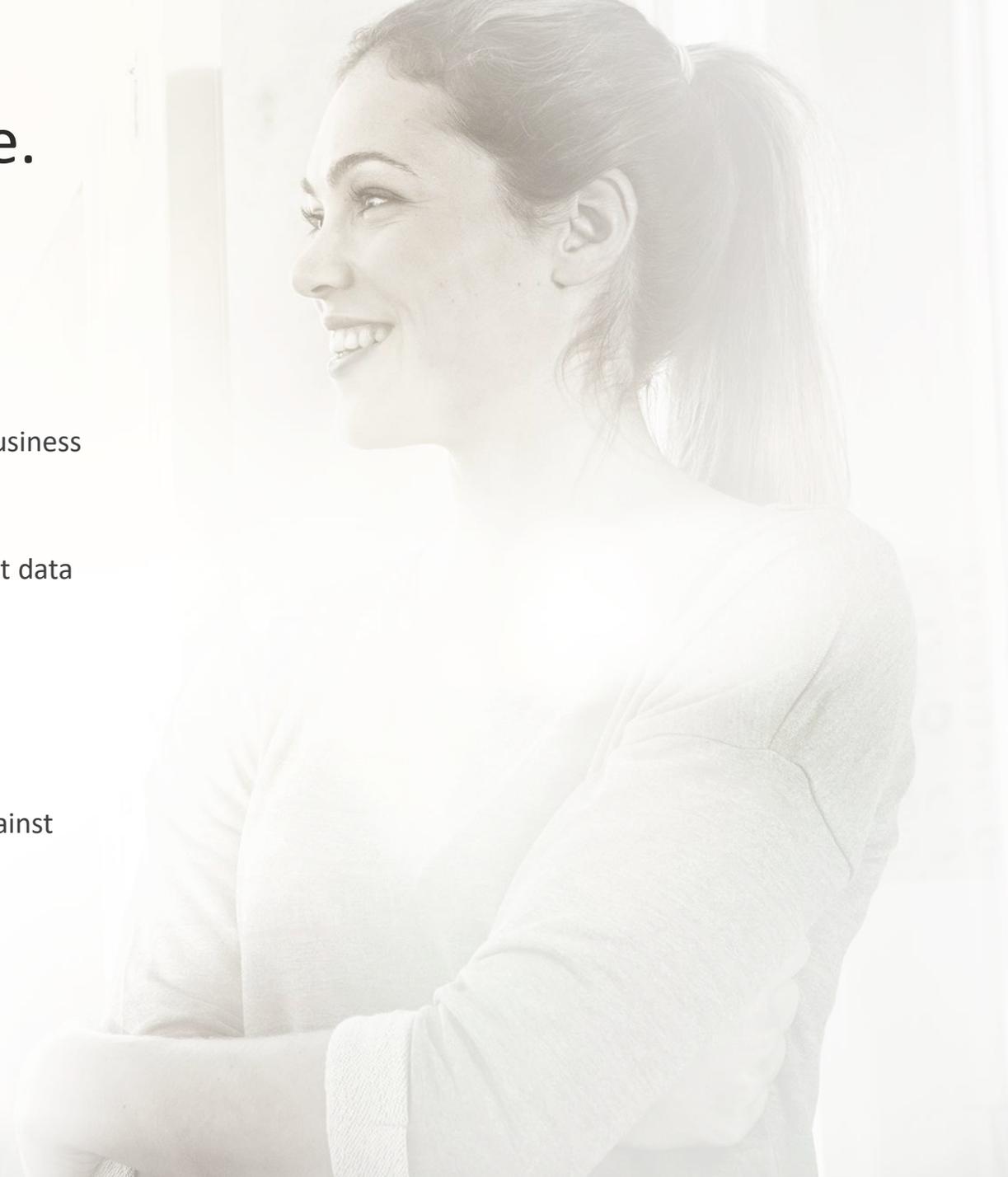
Global visibility to identify personal, sensitive, business critical data.

Powerful classification engine to identify relevant data quickly for compliance requests.

Store only the data you need to for the duration required.

Monitor user access behavior to protect data against unwanted activity.

We are the #1 enterprise information archiving company.



The truth for our customers.



Enable compliance.

The challenge

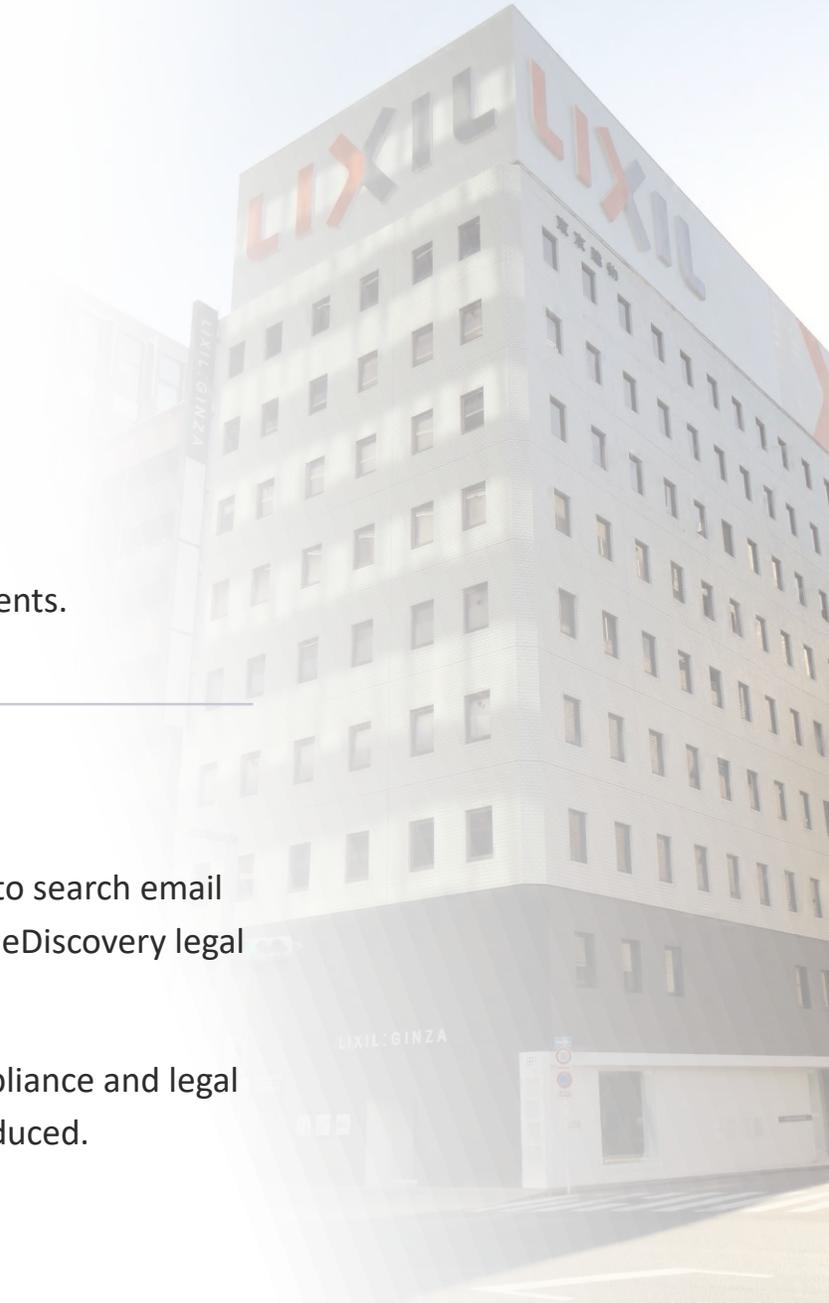
- Global IT infrastructure standard to support global business management.
- Global-scale email archiving that complies with eDiscovery legal requirements.

The solution

- Deployed Enterprise Vault.cloud for email searching, archiving and compliance.

The outcome

- Enhanced ability to search email quickly and meet eDiscovery legal requirements.
- Exposure to compliance and legal risk drastically reduced.



360 Data Management portfolio.

Data Protection *

- Enterprise: NetBackup
- SMB: Backup Exec
- Cloud: CloudPoint | SaaS Backup

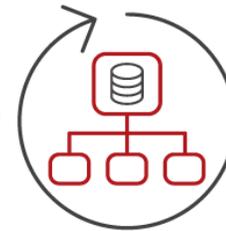
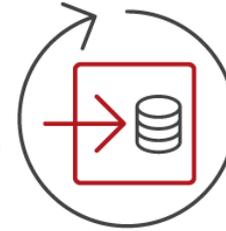
IT Resiliency / Disaster Recovery

- Resiliency Platform



Shared Intelligence

- Data Visibility
- Data Classification
- Predictive Insights



Software-Defined Storage *

- Block: InfoScale
- File: Access
- Object: Cognitive Object Storage

Digital Compliance

- Information Map
- Enterprise Vault
- Data Insight
- eDiscovery Platform

* Indicates market leadership

Your partner for the data opportunity.



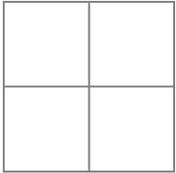
96%

Of the Fortune 100 entrust their data to Veritas



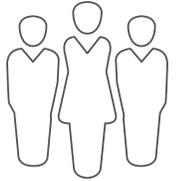
10 of 10

Leading commercial banks, financial data service providers and telecommunications companies trust Veritas



17x

Named a leader in Gartner's Magic Quadrant for Data Center Backup and Recovery Solutions



50,000+

Customers

The world's leading cloud providers partner with us.



NEC

Hitachi

Fujitsu

The truth. Only Veritas can do this.



Proven

30 years as the market leader and innovator in data protection.



Modern

Providing a comprehensive approach to the data opportunity.



Trusted

Helping 96% of the Fortune 100 seize the data opportunity.

Learn more about what you can do with Veritas.

Veritas.com

Get the latest information.

Download, try our solutions.

Hear from our customers.

Vox community

Engage with technical experts.

Get timely blogs and podcasts.

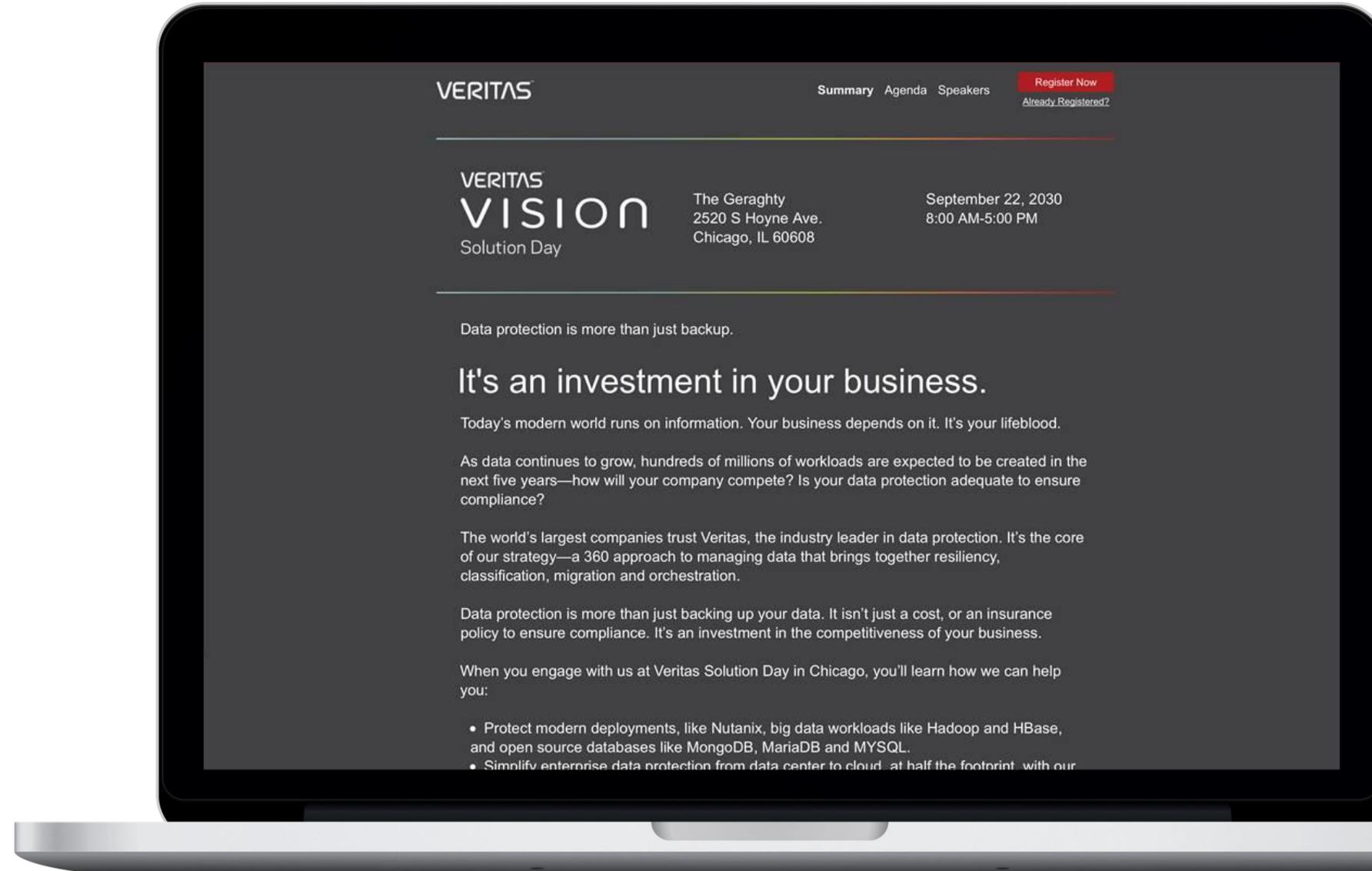
Get your voice heard.

Vision Solution Days

Connect with us in person.

Hear from our leaders.

Meet industry peers.



Thank you!

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