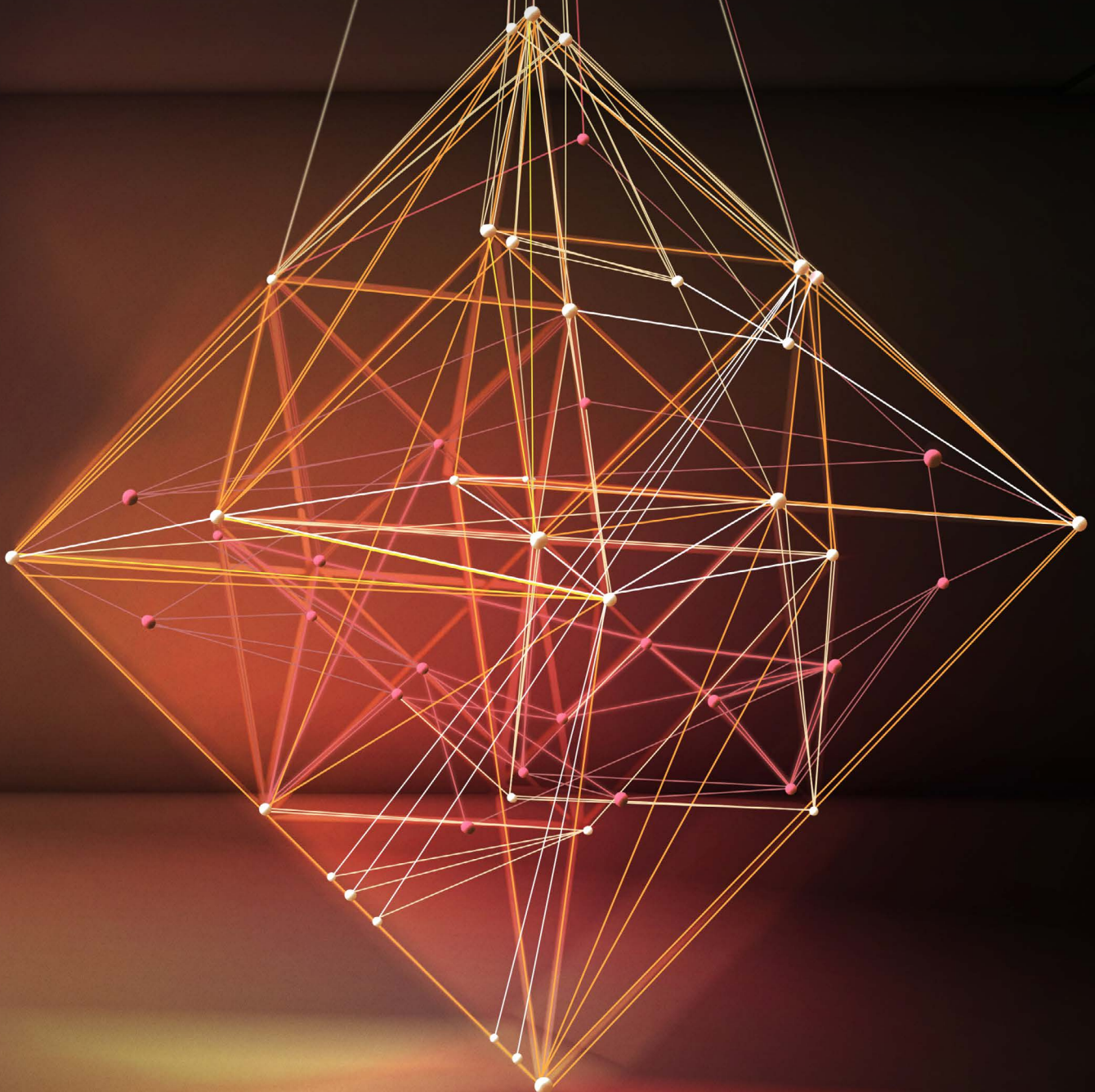


# Data Protection in Uncertain Times

Why bet on Data Protector?



**Due to the pandemic, interest in business continuity plans is growing. According to PwC's Global Crisis Survey 2021, 67 percent of respondents have implemented continuity plans at their organizations. That number is climbing. These organizations know that a backup strategy is crucial in the event of a major disruption in technology facilities or other functions. In an uncertain world, it's better to be proactive than reactive.**

Continuity plans aren't just for infrastructure disruptions like flooding or power outages. They also help you prepare for cyberthreats. The high-profile ransomware attack on Colonial Pipeline's oil pipeline system is just one of many examples. Cybercriminals demanded and received an almost five-million-dollar ransom before the company could regain access to their data and network.

Organizations around the world constantly struggle with ransomware, phishing, and other threats. It's no wonder that they rely on backup solutions and implement disaster recovery plans to better protect customer and employee data and, in turn, protect the organization itself.

**67**

percent of respondents have implemented continuity plans at their organizations. That number is climbing.

-PwC's Global Crisis Survey 2021

# Data Protector provides effective protection.

IT teams must constantly evolve and make changes to successfully integrate and manage increased virtualization, application modernization, and hybrid cloud deployment. And don't forget their day-to-day tasks like keeping the infrastructure fully operational, maintaining efficiency and capacity, and striving to reduce costs. With all these responsibilities, your team needs a backup and disaster recovery tool it can trust.

Data Protector is an enterprise-class, software-based backup and recovery solution for large, complex, and heterogeneous IT environments. Its scalable architecture combines security and analytics, enabling you to meet business continuity needs while maintaining cost efficiency.

We constantly evolve Data Protector to meet the needs of the market. New editions feature a simplified licensing model and a comprehensive set of features to provide full protection, real-time security using the latest technologies and transparent, simple cost control.

## The latest versions of Data Protector offer:

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**1**

A fully integrated set of features, giving you the comprehensive protection you need.

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**2**

Advanced, integrated reporting that provides insights to optimize your IT environment, as well as certified integrations with critical business applications.

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**3**

Full cloud backup using native integration through a cloud gateway or backup appliance, while meeting the rigorous recovery expectations of advanced recovery.

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**4**

Automated, rule-based protection of virtual environments.

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**5**

Customizable dashboards for quick planning and backups.



# Capacity license and migration.

Data Protector’s licensing model responds to ever-changing IT environments, such as hybrid infrastructures, rapidly growing data sources, and complex operating systems.

Customers using Data Protector or competitive software can upgrade their versions and choose to migrate to one of the latest editions, significantly reducing technical support costs.

## The new, simpler model is based on capacity and offers:



**Unlimited number of licenses, full functionality, and unlimited backup ability for the price of three-year support.**



**High scalability and availability in a flexible fee model adapted to system development.**



**Easy forecasting of future needs thanks to a simple licensing model.**



**Option for administrators to extend the feature selection and take full advantage of Data Protector’s capabilities.**



**Flexible integrations that allow you to easily adapt your backups to the changing requirements of your IT environment.**



**Reduced cost for existing customers—pay almost three times less for technical support after three years.**

# Two editions to choose from.

## 1 Data Protector Express

**Available in a variant of the price list based on the number of sockets.**

This edition is designed for highly virtualized environments, protecting VMware workloads and Agentless Hyper-V. Advanced VM recovery features include Granular Recovery (GRE), Power On, Live Migrate, and integration with Downtime Backup (ZBD). The Express edition is equipped in the functions of creating reports and analyses.

## 2 Data Protector Premium

**Available in a capacity-based pricing variant.**

This edition is for enterprises that need a unified backup and disaster recovery solution for physical, virtual, and hybrid environments. Data Protector Premium has all the features of Data Protector, including software encryption; integrations with IT tools, such as our Business Value Dashboard and Operations Orchestration; and integrations with critical applications, cloud platforms, and storage that is available in a subscription model. It also offers advanced reporting and analysis features.

# Invest now to save long term.

In the long term, you'll see significant cost savings from using the capacity-based licensing model. For comparison, please refer to the tables below that show a financial simulation using both euros and US dollars.



Traditional Licensing	Support Price	—
1 year support	€40,000   \$42,663	—
2 years support	€42,000   \$44,796	—
3 years support	€44,100   \$47,035	—
<b>Together after 3 years</b>	<b>€126,100   \$134,495</b>	—
4 years support	€46,305   \$49,387	—
5 years support	€48,620   \$51,856	—
<b>Together after 5 years</b>	<b>€221,025   \$235,739</b>	—

Capacity-Based Licensing	Support Price	License Price
1 year support	€16,939   \$18,066	€75,284   \$80,296
2 years support	€16,939   \$18,066	—
3 years support	€16,939   \$18,066	—
<b>Together after 3 years</b>	<b>€50,816   \$54,199</b>	<b>€126,100   \$134,495</b>
4 years support	€17,786   \$18,970	—
5 years support	€18,675   \$19,918	—
<b>Together after 5 years</b>	<b>€87,277   \$93,087</b>	<b>€162,561   \$17,338</b>

<b>Savings</b>	<b>€58,464   \$62,356</b>
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# Advantages of Data Protector:

**Supports granular recovery of data.**

**Supports zero downtime backup of applications.**

**Supports both hardware and software encryption.**

**Supports tape libraries in the Premium Edition version.**

**Supports the direct backup of NDMP devices.**

**Supports instant recovery of data from backups.**

**Includes several reporting tools.**

**Supports backup and recovery for Microsoft 365 products.**

(Data Protector for Cloud Workloads)

## What you need to know.

Customers with the traditional version of Data Protector have likely seen their year-over-year support commitments increase. Now, for the price of 36 months of support (still spread across the 36-month term), these customers can receive Data Protector Premium Edition, providing the opportunity to take advantage of all Data Protector capabilities at the same price—it's a free upgrade. The new program also simplifies the licensing model by only measuring the TBs/PBs backed up, minimizing the risk of improper licensing.

## Protect your data in uncertain times.

Data Protector is the perfect addition to your business continuity plan. It boasts the capabilities you need to keep your data safely backed up during major disruptions and cyberattacks. And our licensing and edition options are flexible enough to fit your environment and budgetary needs.

# Neatly summed up, here are the benefits of Data Protector:



## Technical:

Best full product functionality.



## Financial:

Significant savings after 3 years.



## Legal:

Minimize the risk of not having a license and non-compliance.

Think our solution might fit your organization?

We'd love to hear from you!

[Contact us](#) to learn more.