

Data protection for your cloud journey

The challenge

The growth of applications and business technology has led to an explosion of data. Whether in a remote office, on a mobile device, or in a cloud-based application such as Office 365 or Salesforce, this fragmented data needs to be securely protected within compliance guidelines. If you are using an appliance-based solution, protecting this fragmented data means you need to mirror backup appliances across these environments—resulting in higher capex, scalability limitations and management complexity.

To accommodate the high data growth rate, enterprises are transforming their operating models by adopting cloud-based environments as a lower cost alternative to on-premises environments. But even as organizations are pivoting to modern data centers, data protection still remains hardware-based, complex and costly as a result of fragmented data and the use of multiple solutions to protect and ensure compliance.¹

The solution

Druva and VMware are working together to modernize both data center infrastructure and data protection to allow organizations to thrive in today's hybrid cloud environments. To keep pace with escalating business demands, VMware delivers a virtualized, software-defined and automated operating model for infrastructure and application delivery, known as the Software Defined Data Center (SDDC) and Druva provides centralized, SaaS-based data protection and management that can reduce data protection costs by up to 50 percent.

VMware Cloud on AWS

IT teams require an integrated data center architecture that supports quick deployment, management and on-demand scalability for infrastructure and application delivery. VMware's SDDC provides a rich offering that modernizes data center infrastructure with best in class compute, storage and network virtualization technologies.

VMware's SDDC infrastructure is extended to the cloud with VMware Cloud on AWS, a premier offering that allows existing applications to move into the cloud without complex code conversions or re-architecture. A jointly engineered solution by VMware and Amazon Web Services (AWS), VMware Cloud on AWS delivers:

- **Reduced operational overhead** by leveraging existing skills, tools and processes familiar to IT personnel.
- **Cost alignment** with flexible consumption options and investment protection.
- **Single inventory view** across on-premises and VMware Cloud on AWS resources.

Druva Cloud Platform

Druva centralizes data protection across endpoints, SaaS applications, cloud workloads and data centers. This 100% SaaS-based solution eliminates dependence on infrastructure dedicated to backup and disaster recovery as well as the administrative tasks associated with its management.

Built on AWS, Druva layers on top of AWS microservices, allowing customers to backup to the cloud and easily manage the cloud infrastructure. While customers are typically required to provision, manage and maintain solutions that are hosted on a virtual machine in a cloud instance, Druva eliminates these administrative tasks for the customer—allowing them to focus on business innovation, not business administration.

Druva's single console allows IT to globally manage all VMware workloads, both on-premises and in hybrid cloud environments such as VMware Cloud on AWS. Druva collects data from all sources, then centralizes it into a single data pool into which IT operations can apply policies for data protection, security, eDiscovery or data intelligence.

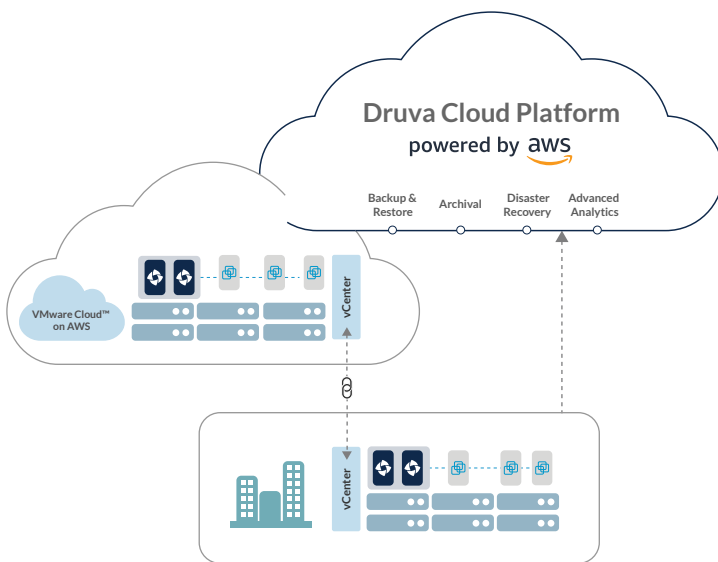
¹ Forrester, 2018

Druva delivers the following business value:

- **Simplified operations** with a single SKU that auto deploys in 15 minutes and eliminates the need for implementation services to configure and tune cloud infrastructure.
- **Transparent, dynamic scaling** allows IT teams to eliminate storage utilization monitoring and manual scaling of compute and storage instances.
- **Enterprise-grade security** for data both in-flight (TLS) and at rest (AES-256) keeps data safe and secure while ensuring that only customer-authorized users have access to data.
- **Speed and efficiency** with global source deduplication to reduce data redundancies at the source before transmitting to the Druva Cloud Platform, enabling faster backups/restores and reducing network congestion.
- **Cost-efficient retention of data** with automatic tiering across the Amazon S3 storage family.

How does it work?

Druva integrates with VMware vCenter through an agentless backup proxy that allows customers to auto-discover virtual machines (VMs) and configure change block tracking, including guest processing and data backup.



vCenter integration allows customers to easily define policies and configure components from a single management console, such as defining virtual machine groups and data retention times as well as establishing

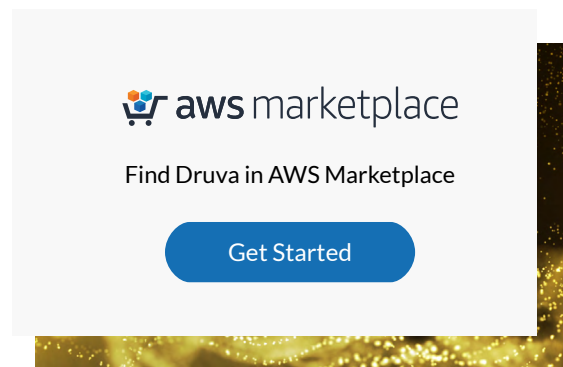
recovery time and point objectives. From the console, customers can deploy proxies through vCenter and configure policies to automatically load balance multiple backup streams.

Summary

As data continues to grow rapidly, enterprises need to transform their data center to accommodate hybrid cloud instances for more flexible and agile service delivery. Druva and VMware partner together to simplify customers' journey to cloud. VMware's software-defined data center delivers consistent infrastructure anywhere, and coupled with Druva's capability to aggregate multiple data sources and centralize them into a single data pool, customers achieve simplified data protection, e-Discovery and data intelligence functions.

Learn more about [Druva](#) or watch this [video](#) on the integration between Druva and VMware Cloud on AWS.

Learn more about [VMware Cloud on AWS](#).



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Druva™ delivers data protection and management for the cloud era. Druva Cloud Platform is built on AWS and offered as-a-Service; customers drive down costs by up to 50 percent by freeing themselves from the burden of unnecessary hardware, capacity planning, and software management. Druva is trusted worldwide by over 4,000 companies at the forefront of embracing cloud. Druva is a privately held company headquartered in Sunnyvale, California and is funded by Sequoia Capital, Tenaya Capital, Riverwood Capital, Viking Global Investors, and Nexus Partners. Visit [Druva](#) and follow us [@druvainc](#).