Facts from the Market
Growing danger of Ransomware

73%

of SMBs who experienced ransomware attacks paid a ransom

Source: Infrascale 2020

Every **11 sec**

ransomware attacks will occur this year

Source: Cybercrime Magazine March 2020

46%

of SMBs have been victims of ransomware attacks

Source: Infrascale 2020

$5,600

per minute

Average cost of downtime for a small-to-midsize business is

Source: Gartner

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Facts from the Market

Backup and Recovery

Downtime can cost businesses

$150K-$540K

per hour

Source: Gartner

The average ransomware incident takes

287 days

to recover

Source: HIPAAtrek February 2020

61%

migrating to the cloud due to COVID-19

Source: talentlyft.com

80%

of enterprises will adopt cloud infrastructure & apps 2x faster than before the pandemic

Source: Gartner

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Customer Challenges
with Backup and Recovery

Mitigate risk of cybercrime and ransomware

Backup and recover your data more efficiently

Protect Endpoints / SaaS apps

Eliminate costly downtime and reduce efforts for recovery

Security & Compliance

Backup & Recovery Performance

Complexity & Growth of Data Environment

Cost Optimization

Customer

Lack of Skills and Resources

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BackupSimple | Backup & Restore Managed Service

CUSTOMER

GUIDED ONBOARDING

ONGOING MONITORING & MANAGEMENT

SERVICE SUCCESS MANAGER

SELF-SERVICE PORTAL

BackupSimple
powered by Metallic®

Enterprise-proven data protection in a simple, cloud-native solution

HYBRID CLOUD WORKLOADS			SAAS APPS			ENDPOINTS
VM & Kubernetes Backup	Database Backup	File & Object Backup	Office 365 Backup	Salesforce Backup	Dynamics Backup	Endpoint Backup

Flexible storage options to meet your business needs

RANSOMWARE PROTECTION

HYBRID CLOUD ADOPTION

DATA COMPLIANCE

softwareONE®

BackupSimple | Multi-Layered Security Approach

Flexible storage options to meet your business needs

HYBRID CLOUD WORKLOADS	SAAS APPS	ENDPOINTS

Azure aws SAP
vmware ORACLE

Office 365 salesforce Microsoft Dynamics 365

🔒 Data encryption in-flight/at-rest

Isolated virtual air-gap

Multi-factor Authentication

Zero-trust access controls

Immutable date backups

BackupSimple
powered by Metallic®

Enterprise-grade
security controls

Anomaly detection

Built-on Azure SOC ISO GDPR

Value of the Service

✓ **Meet ongoing compliance, backup and security protocols**

- Baked-in enterprise grade security standards
- Zero-trust controls to limit non-authorized access
- Air-gapped backups separate from source data and attack

✓ **Get industry leading performance**

- Automated backups with flexible restore options
- Rapid recovery via highly available isolated data copies
- Built-in notifications and alerts for real-time response

✓ **Consolidate backup solutions**

- Single console with 360° overview across environments
- Increased transparency and control of data
- Turn-key solution with simplified management

✓ **Save money and dynamically scale**

- Reduction of unnecessary hardware, maintenance, and support contracts
- Service Success Manager Advisory
- Integrated scale-out storage and silent backups

Improve security & compliance

Backup & Recovery Performance

Less effort & complexity

Optimization of operational costs

Business Value

Customer

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Why SoftwareONE?

Best of Breed Technology from Metallic – Commvault cloud-delivered data protection

5,500+ **technology professionals**

Over 10,000,000 users migrated to Cloud supported by SoftwareONE teams

Think globally act locally **in 90 countries**

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Next Steps?

Discovery
Workshop
(incl. Demo of the platform)

Tailored
Offer

software**1**NE

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