

# Accelerate design of your backup solution

## Advisory Services for Dell APEX Backup Services

### Data Protection in the cloud era

As organizations increasingly migrate to the cloud, many are encountering a dual challenge. On one hand, organizations are embracing the cloud for its scalability, cost-effectiveness, and agility, enabling them to innovate and remain competitive. On the other hand, many face a misconception that their data in the cloud is inherently safeguarded. In fact, under the shared responsibility model, cloud providers are responsible for maintaining platform uptime, while organizations are ultimately responsible for the governance and protection of their data.

The shared responsibility can be intimidating for many organizations, especially in the face of evolving cyber threats. Top-of-mind challenges from this include determining what data to backup, ensuring compliance with ever-changing data protection regulations and swiftly recovering data in the event of a breach.

Without effective backup in place, organizations face detrimental consequences, such as data loss, operational disruptions, and regulatory non-compliance. These challenges highlight the critical importance of a robust data protection strategy in the cloud era.

### Confidently Backup Microsoft 365 with Advisory Services

Organizations relying on Microsoft Cloud must safeguard their Microsoft 365 data. Dell APEX Backup Services provides comprehensive protection for SaaS Apps, Endpoints and Hybrid Workloads, and in the case of SaaS, complements Microsoft 365 by providing data protection gaps without the need for additional hardware, software or additional resources. Additionally, Dell Technologies Advisory Service enhances this solution by fostering collaboration, accelerating backup design and ensuring your organization's confidence in protecting Office 365 workloads.

- ✓ **Confidently protect your Microsoft Office 365 data**
- ✓ **Tailored data protection to enhance resilience**
- ✓ **Offload management to service experts**
- ✓ **Minimize disruption caused by cyber threats and vulnerabilities**

**67%**

are concerned their organization's existing data protection measures may not be sufficient to cope with malware and ransomware threats

**49%**

report that protecting newer workloads such as containers, SaaS, and cloud-native apps are a barrier to their organization's application modernization initiatives

**70%**

find increased risk of cyber threats with remote employees

**54%**

are struggling to find data protection for SaaS applications

<sup>2</sup>Vanson Bourne Global Data Protection Index 2022 – [Click here](#)

# Dell Advisory Services for APEX Backup

## Accelerate your backup initiatives and become more resilient

- Build consensus between key stakeholders to ensure business alignment
- Speed APEX Backup design
- Identify the critical Office 365 workloads you need to protect in your backup solution
- Assign different personas to align to different backup requirements
- Create a roadmap to drive program maturity and support your organization cross-functionally

## Delivering outcomes your organization needs to thrive

- Gain confidence that your data is well protected with a backup strategy aligned to your unique needs
- Ensure your cloud data is safeguarded with precision with tailored policies aligned to defined personas
- Provide IT with policies they need to seamlessly integrate your backup requirements

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## Take the next step on your path to modernization

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<sup>1</sup>Forrester, the State of The Cloud in the US, June 2022

<sup>2</sup>Gartner, Biggest Trends in Containers, <https://tdwi.org/articles/2021/12/16/ta-all-biggest-trends-in-containers-2022.aspx>, Dec 2021

<sup>3</sup>IDC Deep Dive on IDC Cloud FutureScape 2022 for Developers: App Modernization and Low Code Platforms, Lara Greden, March 2022

<sup>4</sup>IDC PaaSView and the Developer, June 2022, Arnal Dayaratna, Sean Riley, Al Gillen

<sup>5</sup>A commissioned study conducted by Forrester Consulting on behalf of Dell Technologies Services, November 2022