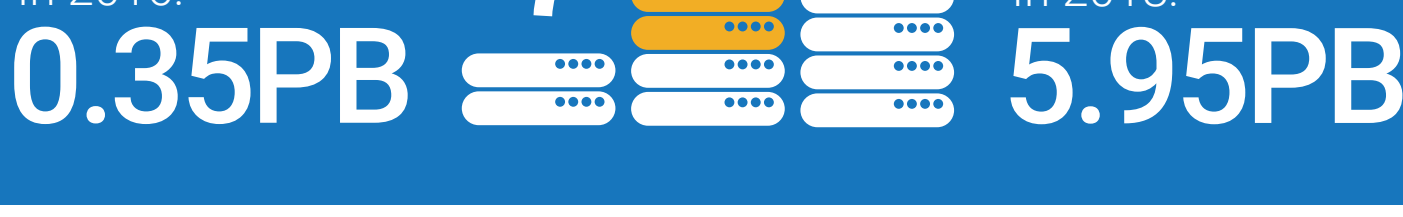




The data era is changing how organizations think about, monetize and protect data

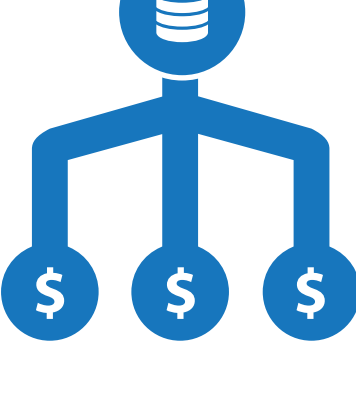
The volume of data being managed is growing at a phenomenal rate



DATA IS NOW AN ASSET FOR MOST COMPANIES



86% see the potential value that data holds



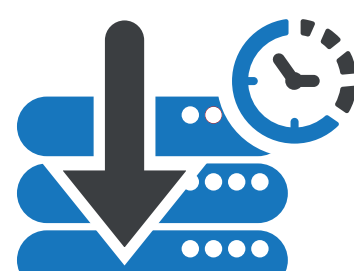
23% see data as extremely valuable (i.e. data = capital) and are currently monetizing it

AND PROTECTING DATA IS NOW MORE IMPORTANT THAN EVER

The cost of downtime

38% have experienced **unplanned system downtime** in the last twelve months

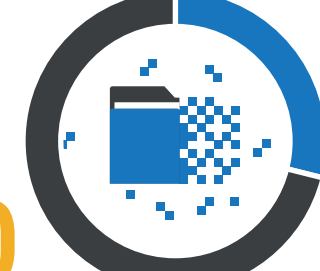
With an average cost (USD) of **\$717,000**



The cost of data loss

30% have experienced **data loss** in the last twelve months

With an average cost (USD) of **\$1,096,000**



Data loss costs over 1.5x more than unplanned systems downtime

DESPITE THIS RISK, ORGANIZATIONS HAVE LIMITED CONFIDENCE IN THEIR DATA PROTECTION SOLUTIONS



67% are not very confident they can meet Service Level Objectives to fully recover systems and data

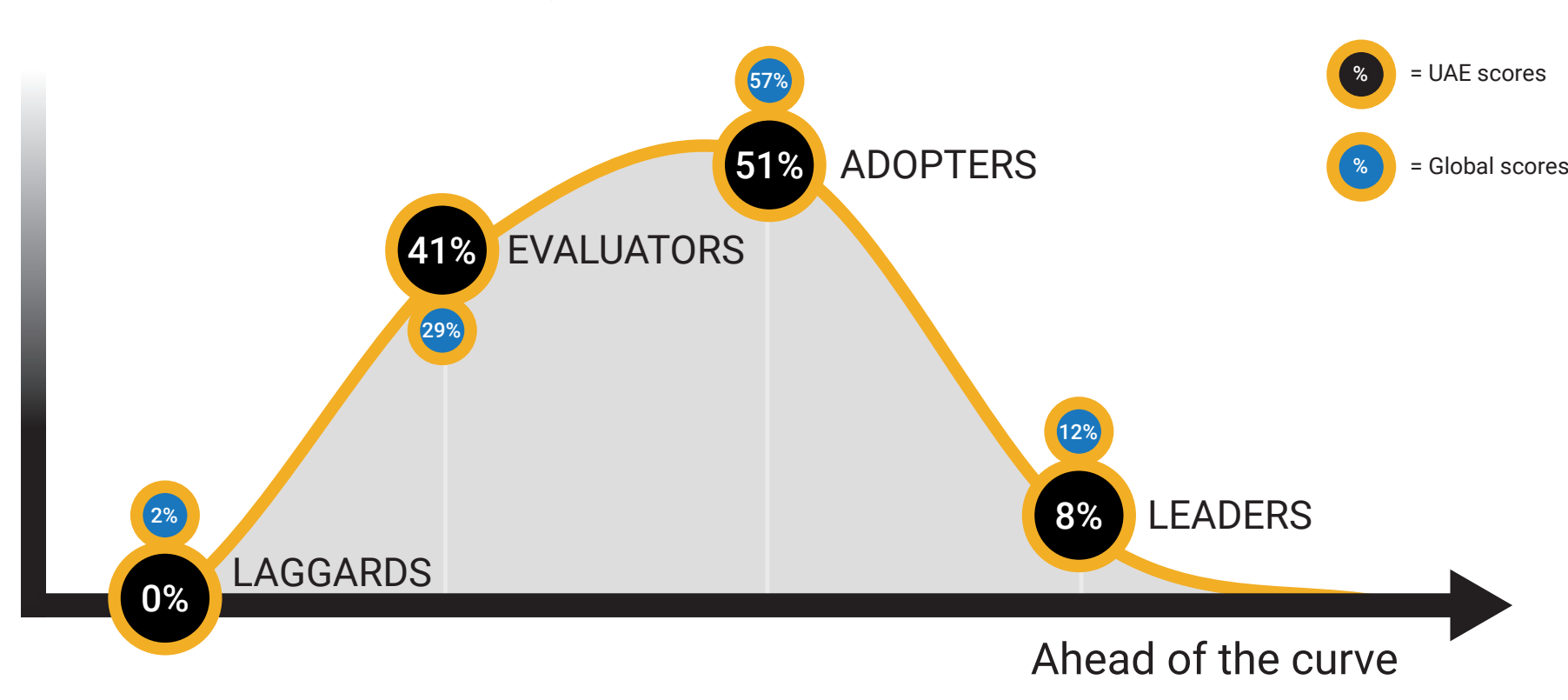
and



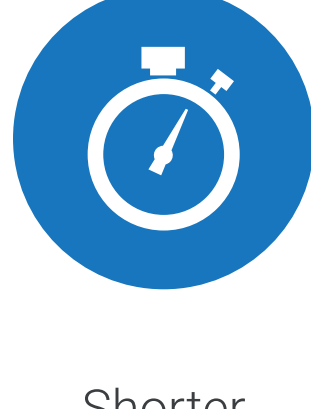
88% think their current data protection solution will not enable them to meet all future business challenges

However, some organizations are better equipped than others to extend and protect the value of their data

GLOBAL DATA PROTECTION INDEX SCORES - UAE



Dell EMC's Global Data Protection Index* ranks countries on the maturity of data protection approaches, awarding organizations in that country more points for:



Shorter recovery times



Confidence in their infrastructure



Modern data protection systems



Higher valuation of data

ACROSS THE BOARD ORGANIZATIONS VALUE DATA MORE OFTEN THAN NOT

	LAGGARDS	EVALUATORS	ADOPTERS	LEADERS
Data is extremely valuable - we are currently monetizing it	- **	12%	27%	50%
We are investing in data retention and analytics tools	-	41%	49%	50%
We see the potential value that data has	-	24%	14%	0%

The question "What value does your organization place on data?" was used as part of the 2018 maturity model calculation. This question contributed 11% weighting to the overall data protection maturity scoring in 2018. ** There were no Laggards in the UAE, so no data is shown in the graphics.

Increasingly organizations are finding new ways to gain value from data through various digital transformation efforts. This requires making both technology and business model adjustments to be successful.

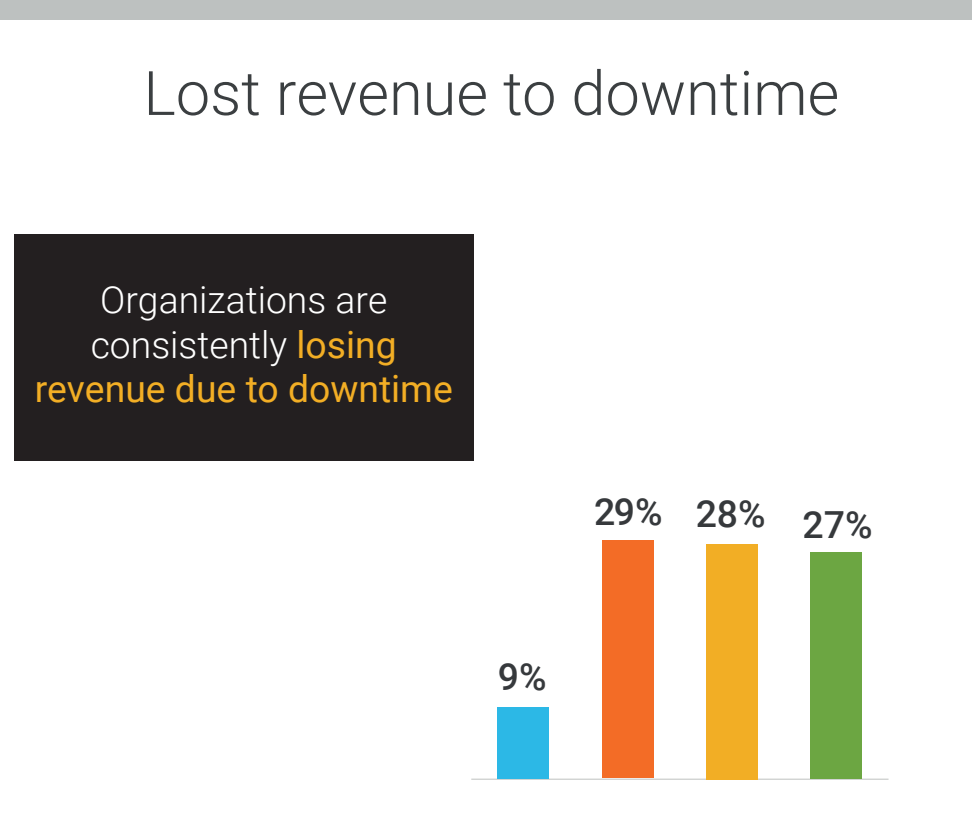
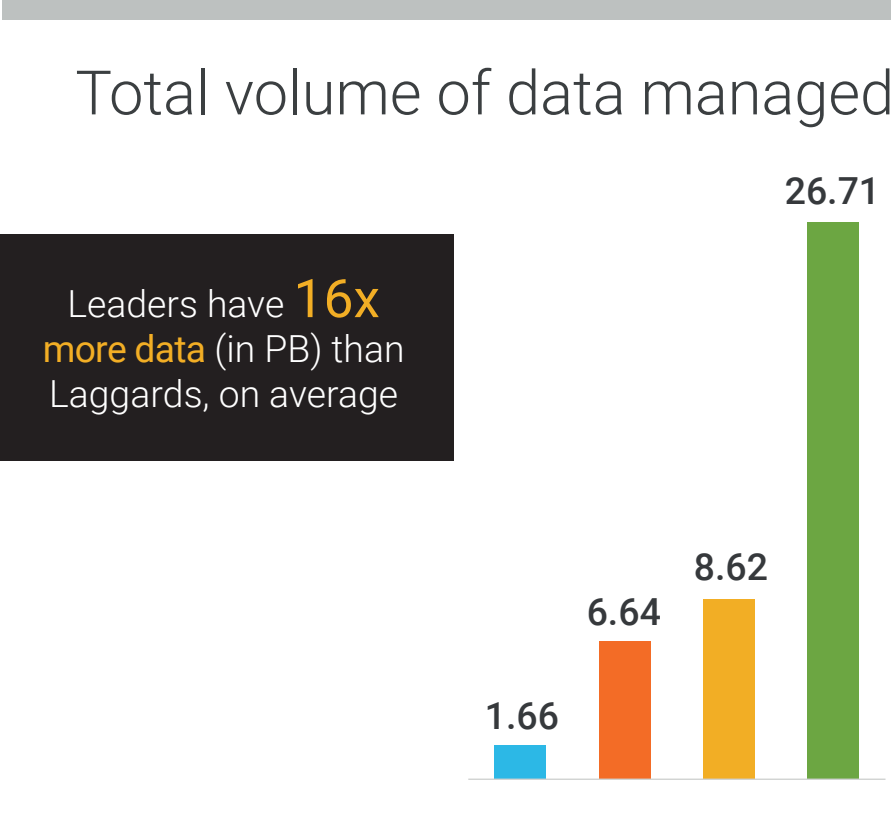
HOW DATA PROTECTION MATURITY IMPACTS ORGANIZATIONS' TREATMENT OF DATA

EMEA REGION RESULTS

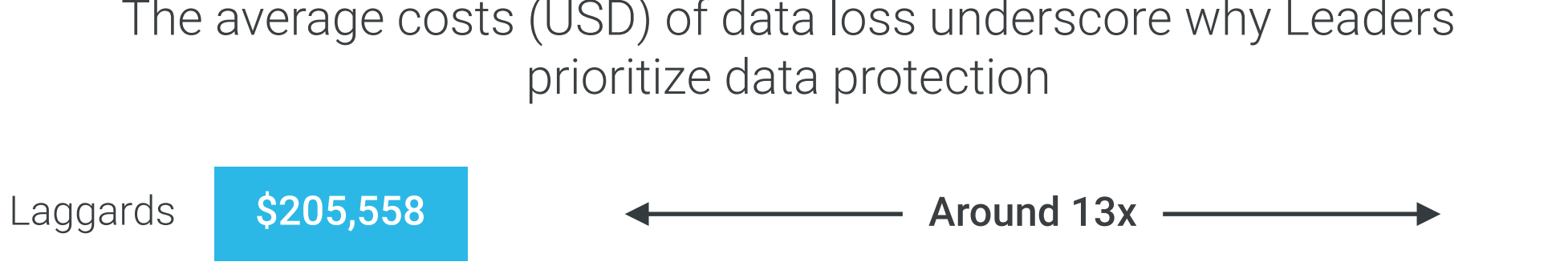
The data displayed below is region-specific only

Total volume of data managed

Lost revenue to downtime

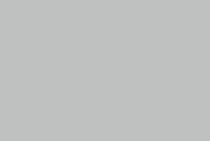


The average costs (USD) of data loss underscore why Leaders prioritize data protection



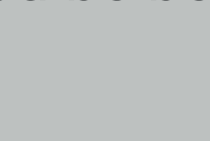
While Leaders are in better shape to avoid incidents, they are also more exposed because their businesses are more reliant on data

So how can you be better prepared?



Simplify the Data Landscape.

Make data available and keep it protected from edge to core to multi-cloud.



Optimize Any Workload at Scale.

Utilize advanced data mobility and policy-driven automation.



Secure Data Assets.

Protect heterogeneous environments through superior risk reduction and advanced security.

*Methodology:

Research carried out by Vanson Bourne between September and November 2018. Respondents were IT decision makers from both private and public organizations with 250+ employees. There were a total of 2,200 respondents from 18 countries – 200 from US, UK, France and Germany. The rest of the countries (Canada, Mexico, Brazil, South Africa, UAE, Italy, Switzerland, Netherlands, Australia, Japan, China, South Korea, India and Singapore) had 100 respondents.

To create the maturity curve, IT decision makers were asked specific questions relating to their backup and recovery confidence, strategy and infrastructure, as well as what value they place on data. Each section was scored, and the highest possible total score was 138. The score out of 138 was used to give an overall maturity rating. These IT decision makers were divided into four even segments from a low to high score: Data Protection Laggards (scoring 0-34), Data Protection Evaluators (scoring 35-69), Data Protection Adopters (scoring 70-104) and Data Protection Leaders (scoring 105-138).

Commissioned by Dell EMC.

Dell EMC, a part of Dell Technologies, enables organizations to modernize, automate and transform their data center using industry-leading converged infrastructure, servers, storage and data protection technologies. This provides a trusted foundation for businesses to transform IT, through the creation of a hybrid cloud, and transform their business through the creation of cloud-native applications and big data solutions. Dell EMC services customers across 180 countries – including 99 percent of the Fortune 500 – with the industry's most comprehensive and innovative portfolio from edge to core to cloud.