

Dell EMC Managed Services for Backup



Increased information availability and retention with custom backup policies to fit your business needs

Mitigating risk with secure and reliable backup and recovery solutions

There is growing awareness that traditional backup technologies based on magnetic media failing to meet enterprise backup and recovery needs. Backup using tape has always been a challenge regarding reliability, recovery times, recovery points, offsite tape storage, tape degradation, tape restore failures, and many other issues. Historically, according to Gartner, Yankee Group and more, one third of companies said restore failures were significant issues, while 40% to 70% of tape restores failed.

A survey by the Yankee Group and Sunbelt Software found that 40% of IT managers have experienced situations when they have been unable to recover data from a tape when they needed it.

These statistics are alarming enough on their own. The risk of data loss is significant. Most data loss is isolated to a specific system. However, when there is a broader event that leads to the need to perform a site level disaster recovery, the data loss can be catastrophic. Given this data regarding tape restores, it is stunning that few organizations mitigate their risks.

Cloud backup and recovery services

There has been an increasing trend in recent years for organizations to exceed their backup windows. Often full backups that begin on a Friday night have not finished by Monday morning. This increases risks, particularly with tapes that must be transported off site. The failure to meet backup windows results from the confluence of two disruptive trends that have dramatically increased the data protection challenge over the past decade. These trends are the explosive growth of digital data, and the rapid adoption of virtualization technologies that drive massive server consolidation. The net effect is a huge increase in data volumes that must be protected, but that are concentrated on an ever smaller number of physical devices.

Key Benefits

Managed Services for Backup deliver:

- Improved compliance and adherence to regulatory requirements
- Seamless, adaptive delivery models with onsite and remote management
- Strategic partnership to support business requirements



STAR Award for Innovation in a Managed XaaS Solution

Backup and recovery solutions designed for the enterprise

While the physical server counts decline, business requirements drive an ever increasing number of servers, meaning more operating systems to backup as well as more data. This leads to greater complexity, and much greater resource contention. The amount of data created and under management is growing rapidly, and this growth is increasing geometrically. Most projections indicate that total volumes will increase dramatically over the next several years.

What is frequently overlooked is that the backup footprint, with dailies, weeklies, monthlies, quarterlies, annuals, fulls, incrementals, differentials, local and remote can often represent as much as 30 times the capacity of your primary storage. Compounding that is the fact that regulatory requirements or IT governance initiatives are requiring companies to keep more information for a longer period of time. All this is putting data at risk — and creating enormous pressure on IT budgets. Something has to be done.

The second shift impacting data protection is server virtualization — backup designs and processes that worked for physical server infrastructure are not necessarily holding up well in the virtualized environment. But when you look at this trend through the lens of backup, you see some interesting challenges. When new servers can now be created in an instant with a point and a click, how can I ensure they are associated with the correct backup policy? How do I manage backup schedules across constantly changing infrastructure workloads? And how do I make a complete physical backup without grinding production workloads to a slow crawl?

In order to deliver reliable traditional on-premises data protection Dell EMC has simultaneously deployed one of the leading cloud backup solutions in the industry. Dell EMC Managed Services for Backup offering is based on IP developed during years in the private cloud and virtualization space in combination with industry leading technologies that optimize bandwidth, provide automated replication, and include self-service restore capabilities.

As the industry's only true hybrid cloud solution, Dell EMC infrastructure solutions, provides offsite and remote backup and restore capabilities as core features to our Managed Services for Backup offering. Our predefined, service-level-driven solution provides numerous deployment options to meet any organizational need. We offer backup services to our customers with on premises private clouds, remote offices, and mobiles user populations seeking offsite backup and recovery solutions.

Managed Services for Backup offers solutions that involve local or remote copies of data - or a hybrid approach. When we deploy our cloud management software at your site, we replicate the data to one of our secure data centers to provide remote backup. We offer flexible policy options, including on demand backup. Our service is uniquely efficient, and is billed on a consumption based model. The Dell EMC backup offering provides unique recovery capabilities when paired with the Dell EMC cloud platform services. We also offer rapid restores to our remote locations as a means of disaster recovery, or for testing purposes

Managed Services for Backup offers solutions that involve local or remote copies of data - or a hybrid approach. When we deploy our cloud management software at your site, we replicate the data to one of our secure data centers to provide remote backup. We offer flexible policy options, including on demand backup. Our service is uniquely efficient, and is billed on a consumption based model. The Dell EMC backup offering provides unique recovery capabilities when paired with the Dell EMC cloud platform. We also offer rapid restores to our cloud platform as a means of disaster recovery, or for testing purposes

Managed Services for Backup delivers:

- Improved quality of backup management service delivery and the IT environment by using ITIL-based delivery practices
- Increased information availability and retention with predefined or custom backup policies to fit your business needs

For details about **Managed Services** contact your Dell EMC representative or visit us at Dell.com/ManagedServices.