

KEY DATA PROTECTION ENTERPRISE REQUIREMENTS



NetApp and Commvault have developed a deep technical collaboration over the years, culminating more recently in a full reseller agreement in which NetApp and its channel partners offer a NetApp solution that includes Commvault Complete Backup and Recovery software.

As a reseller, you are your customer's interface for recommending, implementing and supporting the correct solution for their enterprise. To deliver on complex data protection and business challenges, you want a solution that is simple to sell, deploy, and support. The last thing you want is an incomplete solution that generates customer satisfaction issues and technical challenges. Instead, go for a true and proven enterprise solution. That's what Commvault and NetApp can help you deliver. A solution that meets key criteria such as:



Broad enterprise application support

Enterprises rely heavily on mission-critical applications to support generating revenue. They seek to achieve the lowest possible downtime (low RTO) and minimal to no data loss (low RPO). The data protection infrastructure must be *deeply integrated* with most, if not all, of these applications to provide a coherent and consistent service level.



Advanced and broad storage snapshot support across arrays and hosts

Snapshot technology, whether on the host or storage system, offers the convenience of speed and performance, enables more frequent recovery points and lower bandwidth utilization, and is a key requirement in the enterprise. The data protection solution must support a *wide variety of storage systems and hosts in order to deliver consistent and complete capabilities*.



Advanced cloud support (storage and optimized recovery)

Cloud has become critical to the data protection infrastructure of most enterprises and offers great capabilities and challenges in terms of support. To qualify as an enterprise solution, vendors need to provide advanced tiered storage capabilities, multiple recovery or failover options, and economic/cost optimization. It is critical to offer a *broad array of cloud storage options and integrations*.



Broad OS and hypervisor support

An enterprise, unless it is a very “young” organization (less than 10 years in business), will likely have multiple server platforms (physical and virtual) and technology layers in its infrastructure, including “legacy” systems. An ideal solution for enterprises covers *all of these platforms or a large majority*. Multiplying specialized backup and recovery solutions can lead to more complexity, operational inefficiencies, and cost.



Source and target deduplication and replication

Data takes up space, and space (storage) is money! For backup and recovery in the enterprise, it is critical to optimize storage consumption with deduplication. Offering multiple deduplication options is necessary (source or target) since topologies may vary. The endgame is to build *proven data reduction efficiencies* into the workflow and optimize costs and performance.



Advanced orchestration, including AI and ML

Enterprises' stringent RPOs and RTOs require a solution that can help support or create a disaster recovery “runbook,” orchestrating the recovery workflow of multiple systems and intertwined applications in an exact sequence. In addition, enterprises now expect more “intelligence” from their data protection solutions with artificial intelligence- and machine learning-based predictive actions or recommendations to better deliver RPOs and RTOs based on a variety of infrastructure conditions and historical patterns.



Archiving capabilities

The ability to archive data is absolutely critical to ensure compliance with the many complex regulations enterprises face. This applies to all the data in the environment and implies advanced management capabilities to move data at the right time to the right tier of archive/storage (which may be in the cloud). Keeping track of archive data is also a key requirement.



Single console management

The advent of IT generalists across all market segments including the enterprise, combined with the lack of IT skills sets in data protection, have fostered the simplification of many solutions to the point where it is now imperative to manage data protection from one console. This means using modern ease of use and management consolidation capabilities (including ecosystem integrations).



Appliance delivery options

The appliance form factor—converging hardware, software, and networking—is often preferred in decentralized topologies for reasons associated with ease of purchase, use, and deployment, especially in large data centers. Enterprises expect scale-out capabilities and flexible offerings with delivery modality options ranging from reference architectures to virtual appliances and physical models.



Advanced tape support

Tape is not dead! It is still heavily used in many enterprise environments for backup and archiving. *Enterprise tape support means advanced automation and tape library capabilities, and not just format support.*

Commvault and NetApp Partnership

The common thread in the partnership effort is simplicity, resulting in easy to buy and deploy solutions. Commvault's leading backup and recovery solution with NetApp's Data Fabric is a great combination for end-users. With Commvault, NetApp customers can simplify end-to-end backup and recovery operations, in particular snapshot management, and easily migrate and manage critical data and workloads across their on-premises, cloud, and virtualized infrastructure. Commvault's offerings are a great complement to NetApp's portfolio of both primary and secondary datasets and enable end-users to fully leverage the cloud with orchestration and management of datasets.