

DATA PROTECTION AS A SERVICE FOR VMWARE CLOUD PROVIDERS

Multi-Tenant Data Protection Service for Cloud Providers

BENEFITS FOR BAAS

- Jointly engineered Data Protection solution
- Seamless tenant experience with fully embedded Data Protection Service from vCloud Director
- Truly multi-tenant deployment and access for efficient utilization
- Subscription based pricing through vCloud Provider Program
- Low cost-to-serve for Cloud Provider
- Flexible deployment options
- Image-level backup of vApp and/or individual VMs
- 98% reduction in network bandwidth
- 55:1 deduplication
- 50% faster backups

As more organizations move production applications to the cloud, they are taking the opportunity to transform and modernize IT. IT Transformation brings many operational and economic benefits. Transformation comes at a cost, however, by forcing organizations to increase their CapEx. At the same time more companies are turning to Service Providers to simplify IT transformation and shift from a CapEx to an OpEx model. Backup-as-a-service (BaaS) is a key offering for Service Providers, growing at a rate of ¹24% from 2018 to 2022. To address the demands of IT transformation, VMware and Dell EMC partnered to offer a jointly engineered solution leveraging industry-leading Dell EMC Avamar data protection software and VMware Cloud Management Platform. The joint-solution provides new service opportunities for cloud providers and simplifies the cloud based backup and recovery experience for both providers and their tenants.

Dell EMC Data Protection

Dell EMC's enterprise-grade data protection is optimized for VMware Cloud. A complete software solution for protecting VMware workloads, Avamar with Dell EMC Data Domain can easily be managed by Cloud Providers.

Dell EMC Data Protection with vCloud Director delivers these advantages:

- 98% reduction in network bandwidth consumption optimizes cloud resources while reducing OpEx
- ²55:1 deduplication greatly reduces protection storage requirements
- 50% faster backups provides assurance that backups will complete within the scheduled window
- Seamless tenant experience with fully integrated tenant portal for self-service Data Protection Service, simplifies the tenant experience.
- Faster backups by using intelligent load balancing across multiple proxy VMs.

¹ Technavio market research global backup as a service 2018-2022

² Dell EMC Data Protection Suite delivers an average of 55:1 data reduction with leading deduplication via Data Domain and Avamar

Tenant Benefits

Seamless Tenant Experience

Tenant users can directly manage the Data Protection Service from their vCloud Director Portal thus eliminating the need for multiple consoles and simplifying the overall user experience.

Backup

Image-level protection offers backup of vApp and/or individual VMs. Flexible backup options enable backups to be run automatically through policies and/or on-demand.

Restore

From the vCloud Director Tenant Portal, end-users can restore individual VMs or vApps in-place or restore to new instances. Tenants can also restore individual files to their running VMs.

Policy and repository assignment

- Cloud Providers define backup policy templates and publish these as policies to individual tenant catalogues and make them available to tenants. Policy templates are a combination of schedule, frequency, and retention period.
- Cloud Providers can configure multiple backup repositories (Avamar and/or Data Domain systems) and can assign these to tenant virtual data centers. Replication between repositories can also optionally be configured.
- Cloud Providers can set tenant quotas on individual repository capacities and/or they can define quotas on a per-policy basis on front-end protected capacity.
- Tenants can assign a default policy to a virtual data center and can override this default with specific policy assignments to vApps and stand-alone VMs.

Cloud Admin Benefits

Customer Experience

Cloud Providers differentiate themselves on the quality of their service. By providing a more comprehensive set of backup and restore capabilities and providing a fully integrated and seamless user experience for tenants to access those capabilities, Dell EMC vCloud Director Data Protection provides Cloud Providers with the necessary technology to gain competitive advantage.

Cost

Cloud Providers also compete on the basis of the cost of their service and as such, infrastructure efficiency is key. The combination of Avamar and Data Domain is deployed at thousands of customer sites and these customers realize an average of 55:1 data reduction. This provides significant cost savings which translate directly to a lower cost-to-serve for Cloud Providers leveraging the vCloud Director Data Protection solution.

Flexibility and Scalability

vCloud Director Data Protection infrastructure can be easily scaled out by adding new Avamar and Data Domain systems. Avamar and Data Domain can be fully software-defined (virtual editions) and are also available in the form of Dell EMC Integrated Data Protection Appliances (IDPA) or as discrete physical instances. This provides Cloud Providers with a full range of infrastructure choices that can be tailored to their specific needs and preferences.

Subscription Model

Data Protection in Cloud is one of the top value-added services requested by enterprises. As more workloads move to Cloud, enterprises are looking for more efficient pricing models. With the joint offering, Cloud Providers can offer an OpEx based Data Protection Service through vCloud Provider Program.

Dell EMC and VMware Simple Data Protection

By taking advantage of the vCloud Director's data protection integration, Cloud Providers can provide a seamless Data Protection Service to enterprises and at the same time deliver an easy path to IT Transformation and service monetization. Tenants recognize a reduction in their CapEx budgets without jeopardizing operational efficiencies. What's more, self-service backup and recovery directly from the vCloud Director tenant portal makes it easy to protect applications. Dell EMC is the only vendor that provides data protection fully integrated into VMware vCloud Director.