



A Proactive Approach to IT Analytics

VERITAS™



A proactive approach to Data Management and IT Analytics

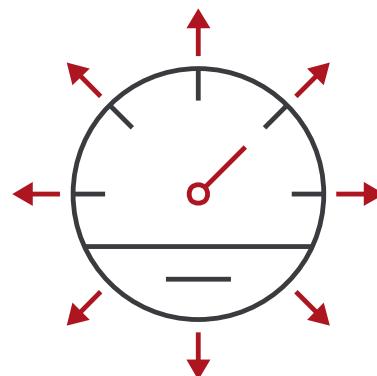
Introduction to APTARE IT Analytics

Data Protection Optimization Use Case

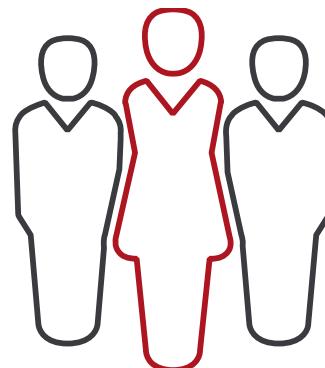
Storage Optimization Use Case

Chargeback for IaaS

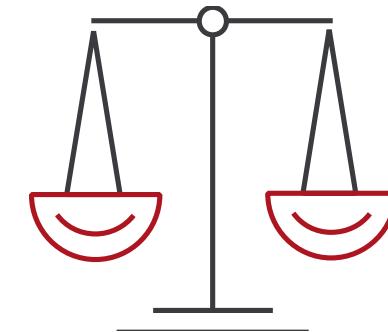
Business expects more from IT



Be fast/agile



Be customer focused



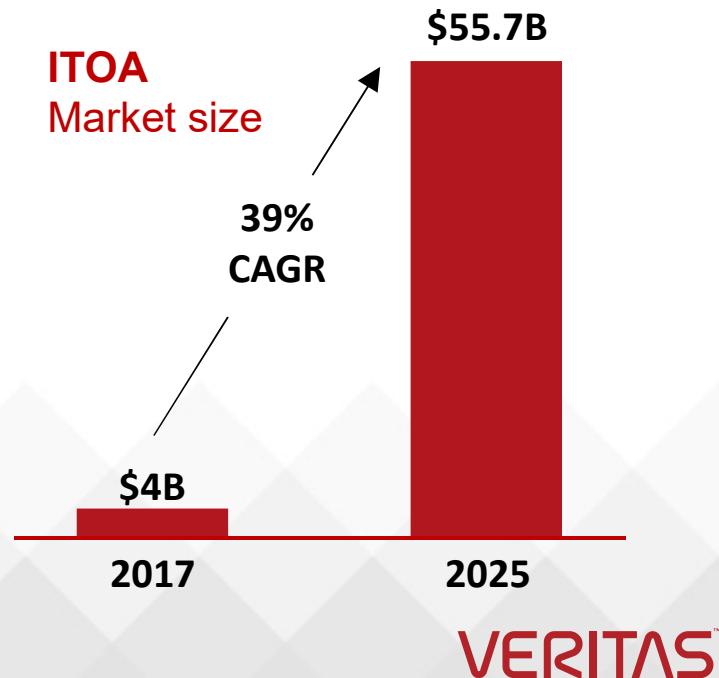
Do more with less

15 years of chronic pain in IT

For over 15 years, IT operations has struggled with chronic IT operations challenges:

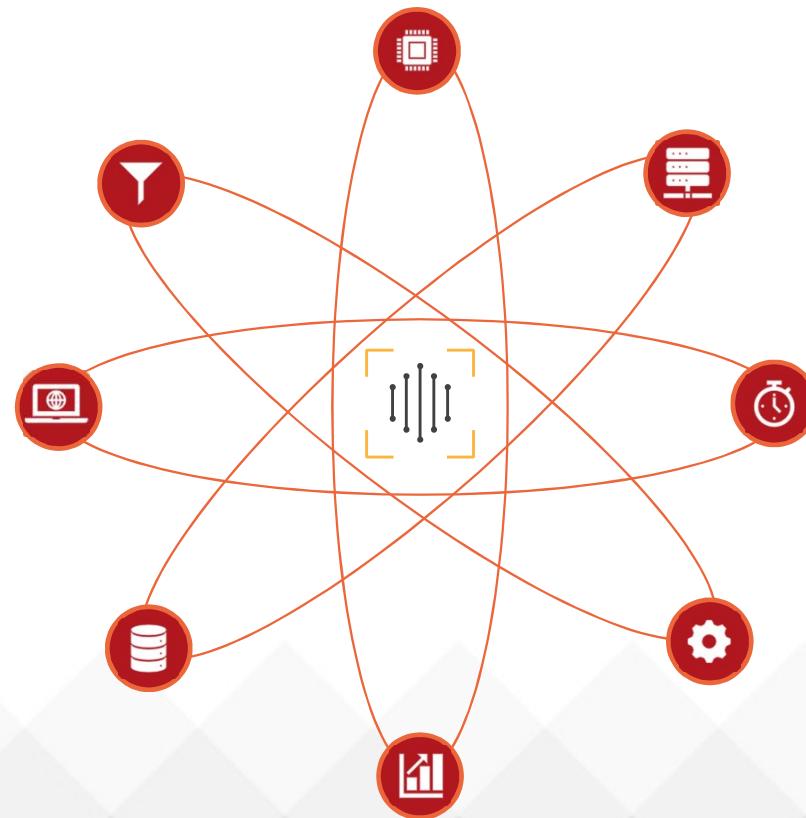
- Outages
- Performance and Availability problems
- Incidents and Headline grabbing failures.
- Exponential data growth :
 - Volume,
 - Variety,
 - Velocity
- System complexity

“The Market opportunity is enormous, \$4B in 2017, **\$55.7B by 2025**”
Market and Markets

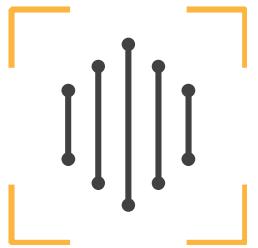


A proactive approach to data management and IT analytics

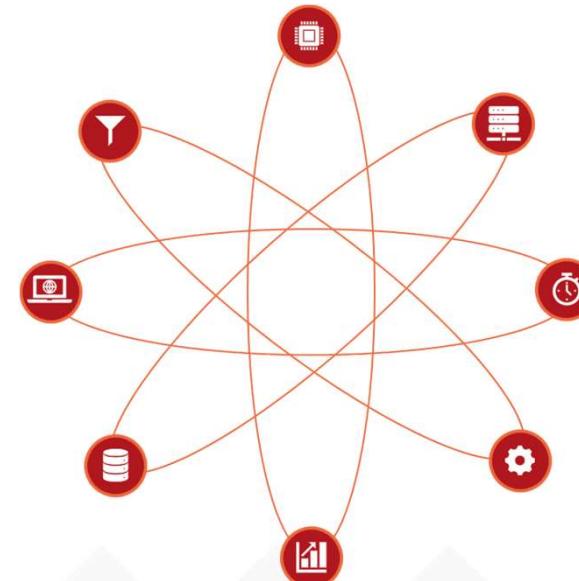
- Providing value out of data and Infrastructure while mitigating risk.



Gaining insights into your data center



- Predictive Analytics for your IT Infrastructure
- Application Level – Insights into data protection
- Resource planning and chargeback
- Capacity trends across Hybrid IT





INSIGHTS

GAIN CONTROL OVER YOUR IT INFRASTRUCTURE

Collect

Correlate

Visualize

Answer questions that matter for your Hybrid IT infrastructure

Introducing Aptare IT analytics

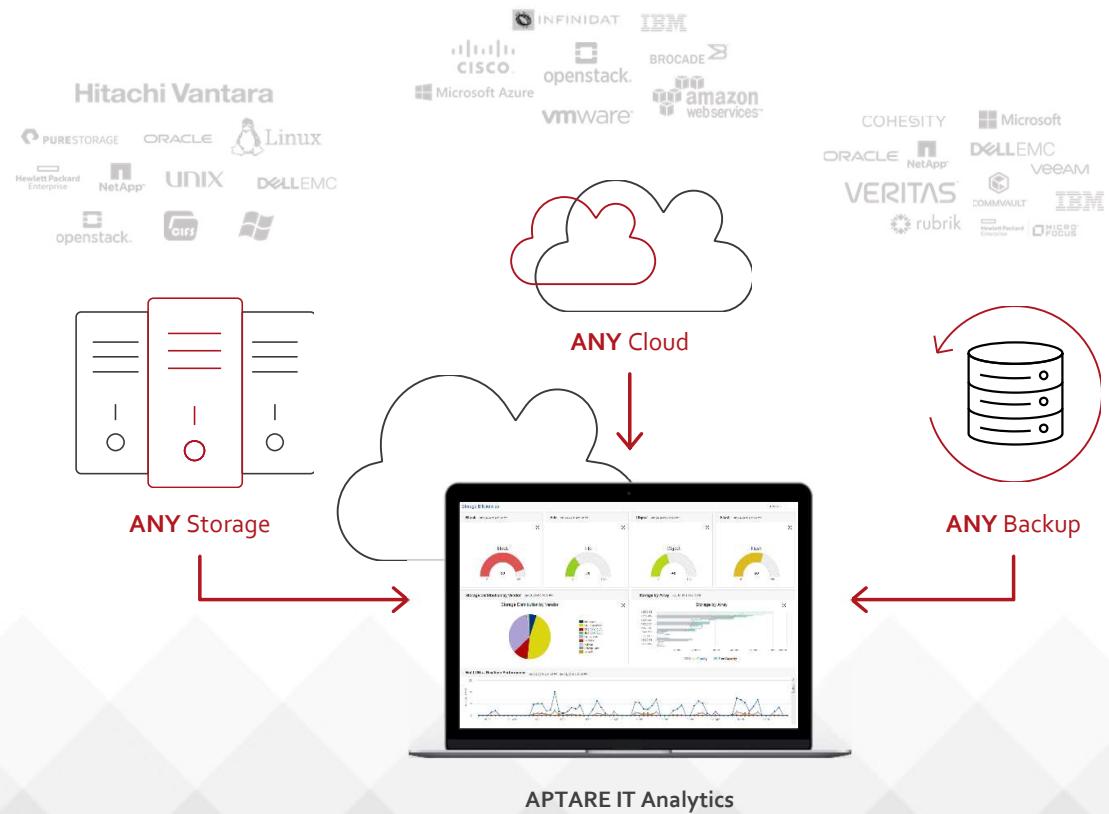
- Unified visibility & insights
- Centralized control
- Advanced analytics
- Minimized risk



"The need for IT analytics is persistent and enormous. Data Centers are evolving rapidly. APTARE IT Analytics strength is the vast interoperability with numerous products and technologies from a wide range of vendors. APTARE IT Analytics is also intuitive and easy to use." *Chris Kanthan, IDC Feb 2019*

Solving business-critical challenges

- Data Protection Optimization
- Storage Optimization
- Chargeback for IaaS



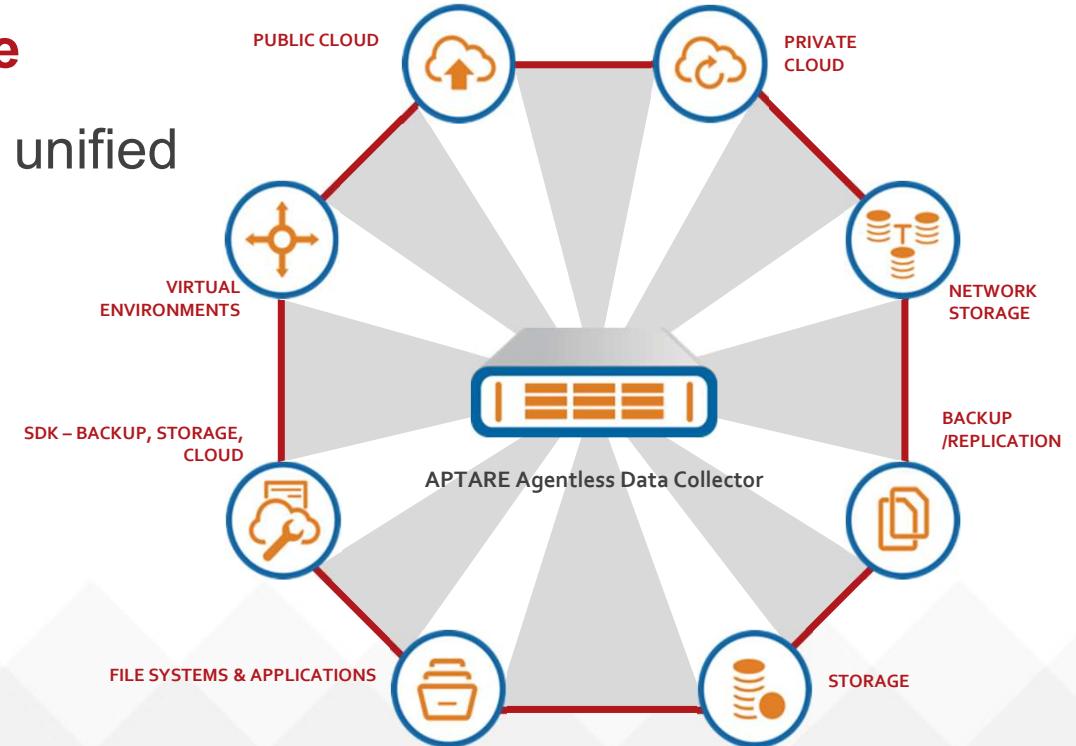
Unified it infrastructure visibility



Management Insights

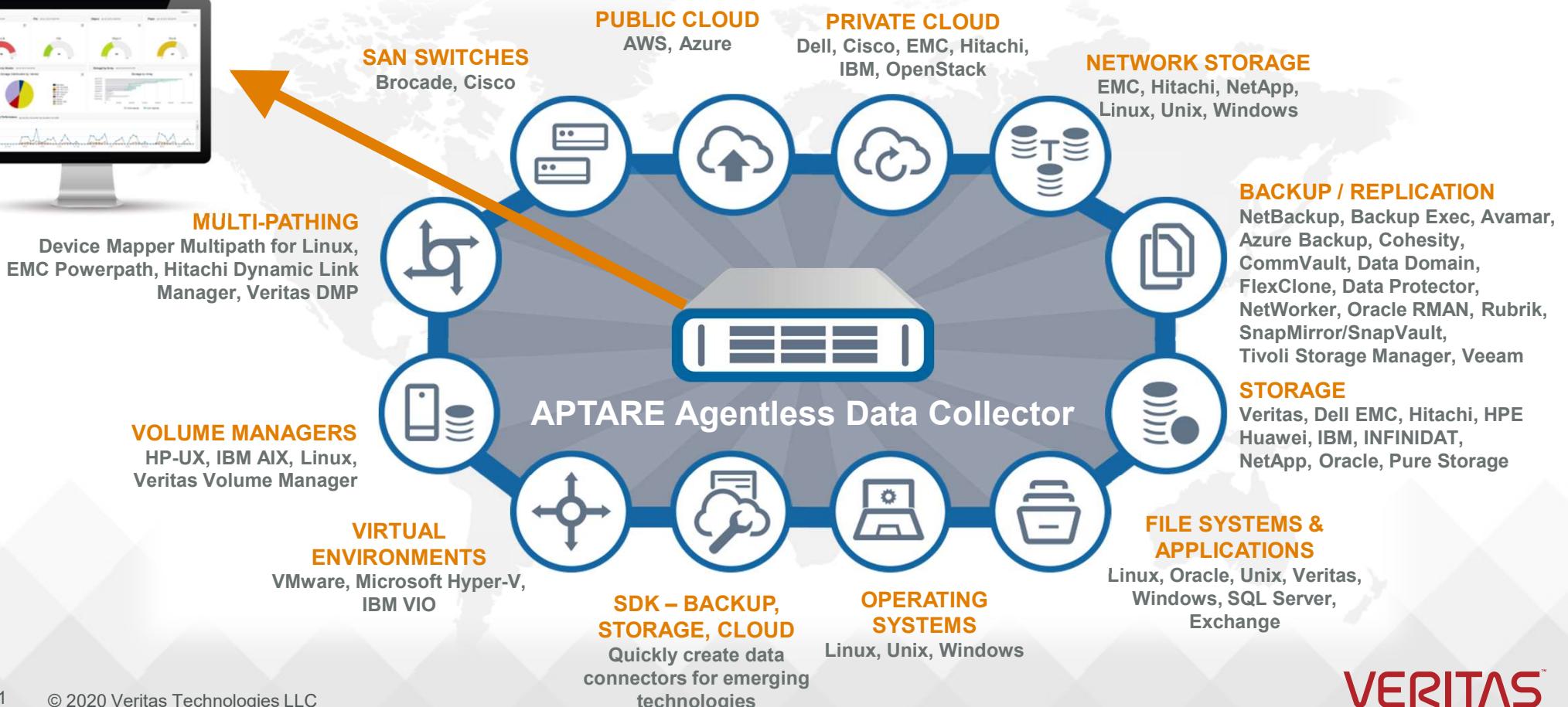
Recommendations and **actionable** **insights** to improve - through **one** unified console

- Utilization
- Performance
- Resiliency

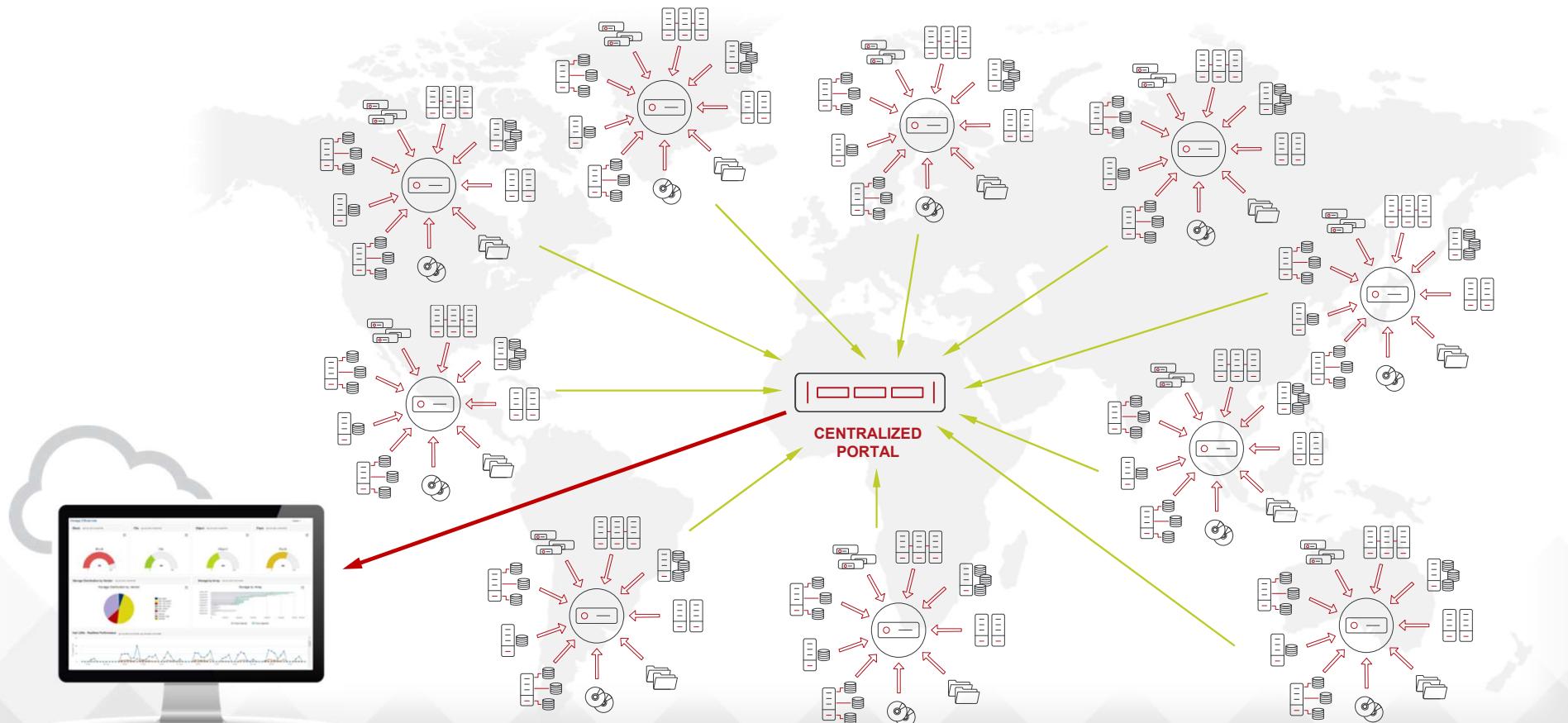


VERITAS™

Depth & breadth, with agentless collector & interface



Multi-tenant elastic cloud scale SaaS architecture



Aptare IT Analytics – why we are different

Single Pane of Glass: Storage & Data Protection for Multi-Cloud and On-Prem

Massive Scalability: Proven scale at Fortune 10 companies

Flexibility: Easy customization

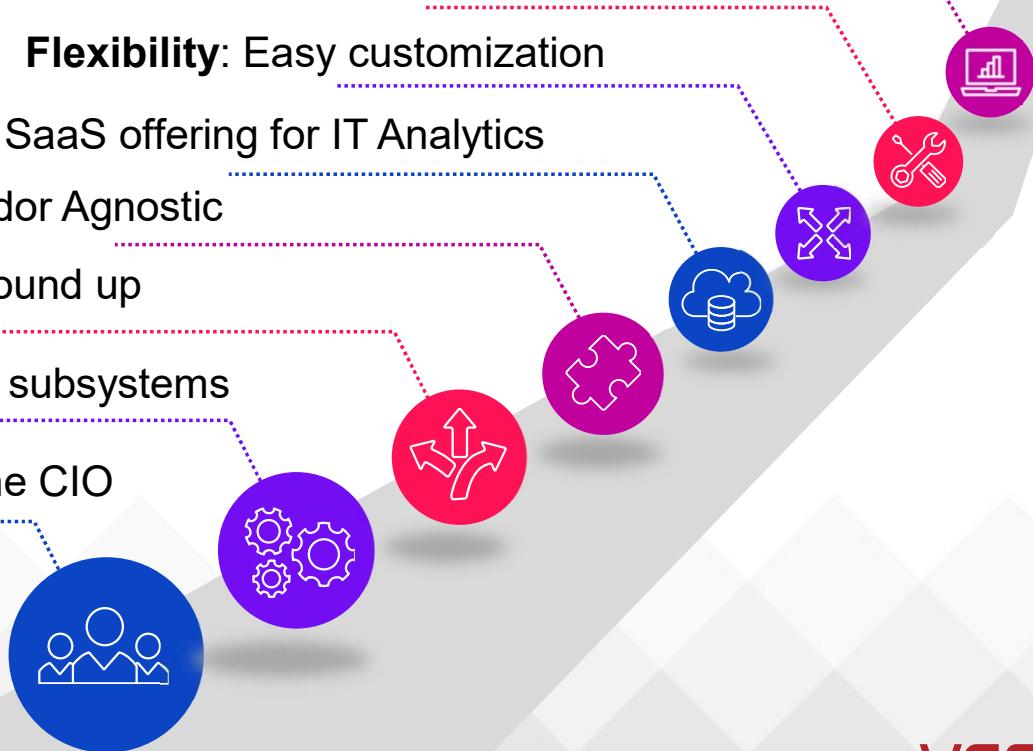
Cloud Enabled: SaaS offering for IT Analytics

Heterogeneous: Vendor Agnostic

Multi-tenancy: Built from the ground up

Extensibility: onboard other unique subsystems

Multiple Personas: Operations up to the CIO



IT Analytics for global corporations



Belastingdienst



First Data™



Use Case: Data Protection Optimization

Improving data protection optimization

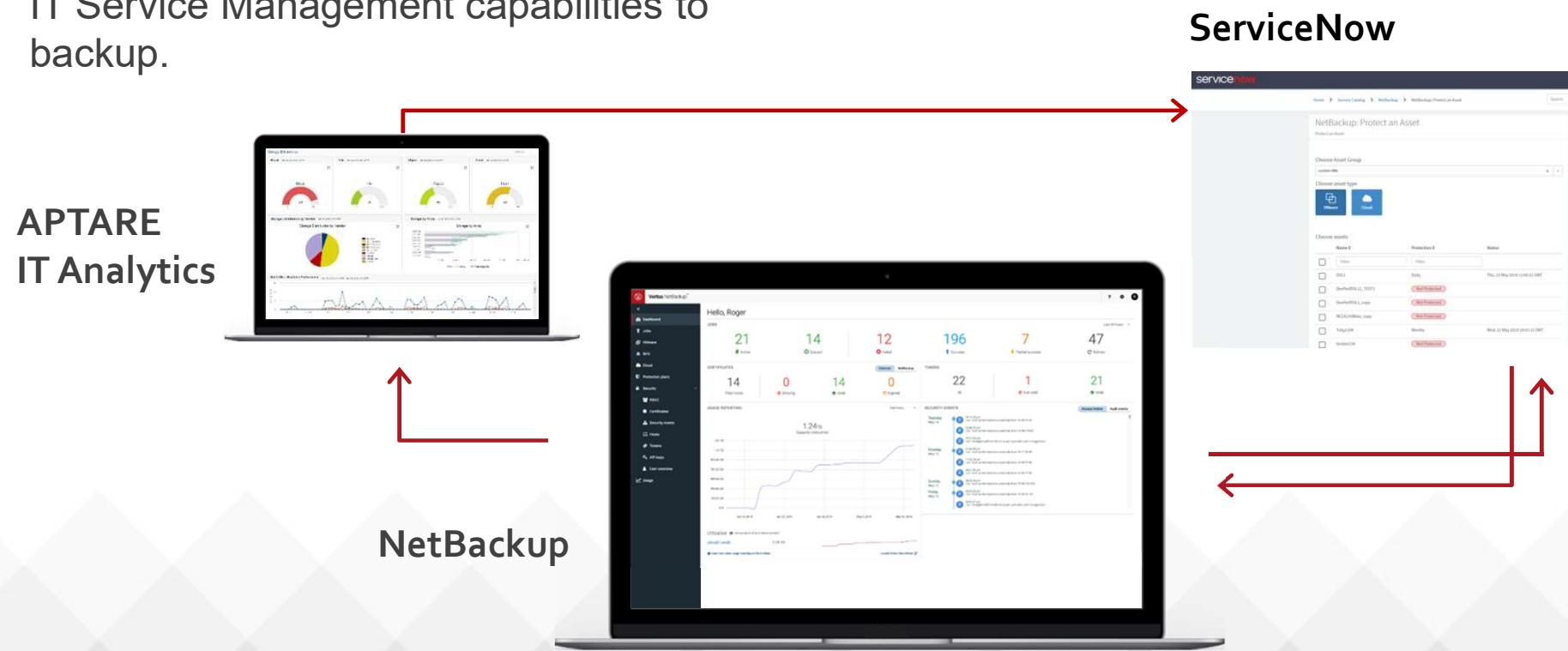
APTARE gives storage and backup engineers the detailed performance and capacity data they need to get the most performance and efficiency

- Better visibility into backup environments
- One single dashboard for easy viewing with backups
- Insights to understand successes and failures
- Insight into over or under-utilized resources
- Reduced risk by allowing analysis of environments in a uniform way
- Lower costs by showing resources in a single view that enables load balancing

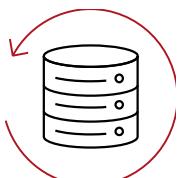


Mitigate risk and provide control for ServiceNow

A proactive approach to extend ServiceNow IT Service Management capabilities to backup.



Customer success with Data Protection optimization



ANY Backup



Customer

- Large Investment Bank
- Fortune 50 Financial Services Organization:
One View for capacity Planning for NetBackup and Data Domain backup environments

Benefits

- Immediately realized \$1.9M in misconfigured Tier 1 capacity being consumed by data protection and archiving devices.
- Reduced risk of regulatory penalty by finding 300 clients not in CommVault policies.
- Heterogeneous visibility and risk mitigation for backup with over 82,500 backup units.

Data Protection Optimization Analysis

VERITAS APTARE IT Analytics™

All Search... INVENTORY REPORTS ALERTS ADMIN

Dan Lehto 2 HELP

Reports Enterprise Infrastructure... Data Protection Dashboard IT Resource Chargeback & ... Optimization & Risk Analy... Infrastructure Operations... +

Infrastructure Operations Dashboard

Actions

Backup Status SLA Host Group=APTARE Oct 1, 2019 12:00:00 AM - Oct 31, 2019 11:59:59 PM

Backup Status SLA

Total Jobs Success Percentage

2. Oct 4. Oct 6. Oct 8. Oct 10. Oct 12. Oct 14. Oct 16. Oct 18. Oct 20. Oct 22. Oct 24. Oct 26. Oct 28. Oct 30. Oct

Success Warning Failure Successful Backups Goal: 95.00% Success Percentage

Application Backup Job Failures - By Location Nov 1, 2019 11:06:29 AM

Application Backup Job Failures - By Location

19

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Failed Backup By Applications Host Group=APTARE Oct 23, 2019 12:00:00 AM - Nov 1, 2019 11:06:29 AM

Failed Backup By Applications

Cyber - Commvault (0)
Marketing (0)
HQ (36)
DR (0)
Non-Prod (0)
Passadena (11)
Dev (0)
Forsythe (2)
Manufacturing (0)
Batch Servers (Primary) (0)
Oracle Financials (2)
Accounting (0)
APTARE (0)
Legal Hold (0)

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Job Error Code Host Group=APTARE Oct 1, 2019 12:00:00 AM - Oct 31, 2019 11:59:59 PM

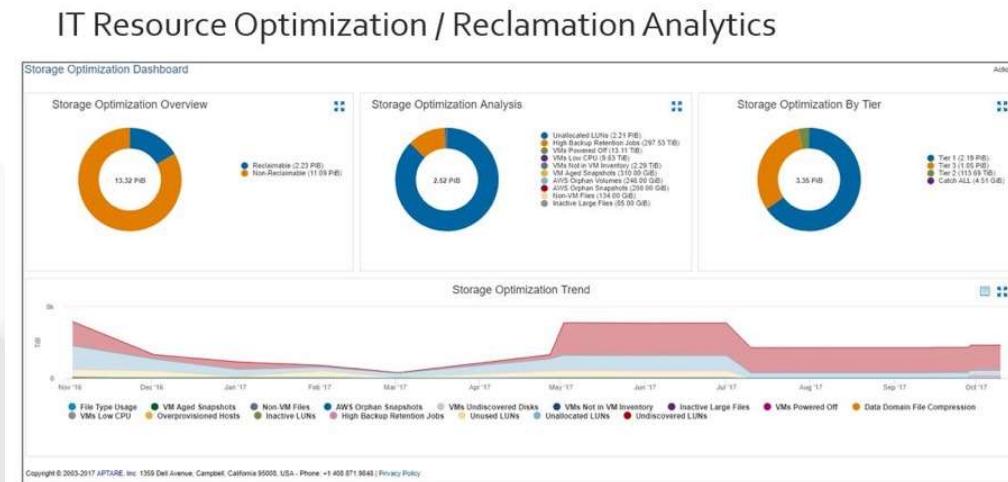
Job Error Code

IBM Spectrum Protect (TSM): None (535)
HP Data Protector: None (440)
EMC Avamar: 30901 (389)
HP Data Protector: 0 (295)
Veeam Backup & Replication: 2 (170)
Veritas Backup Exec: -536836974 (123)
Veritas NetBackup: 2009 (109)
Others (702)

Use Case: Storage Optimization

Optimizing storage with instant IT resource visibility

- Gain visibility to resource inefficiencies to improve resource allocation
- Create metrics needed for accurate chargeback reporting and get a better grasp on existing processes
- APTARE operates seamlessly across multi-vendor technologies
- Insight into usage with specific applications, locations, business units, to uncover opportunities for cost savings



Customer success with Storage Optimization

- **Customer**

Financial Services Institution

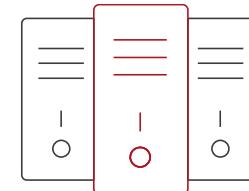
- **Challenges**

Inefficient capacity planning for heterogeneous storage environments

- **Benefits**

Reclaimed 8.3 petabytes of primary storage capacity, generating cost savings of \$16.5M and ROI of 446%

Realized a 60 day payback period after engaging in a storage reclamation exercise.



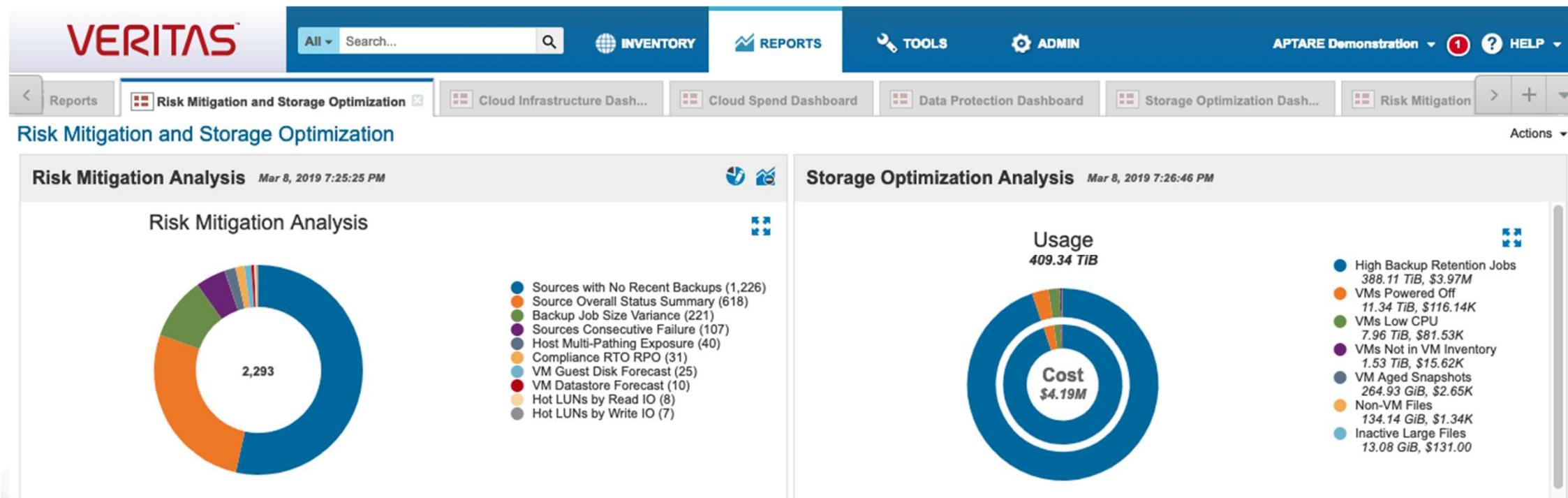
ANY Storage



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Risk Mitigation and Storage Optimization

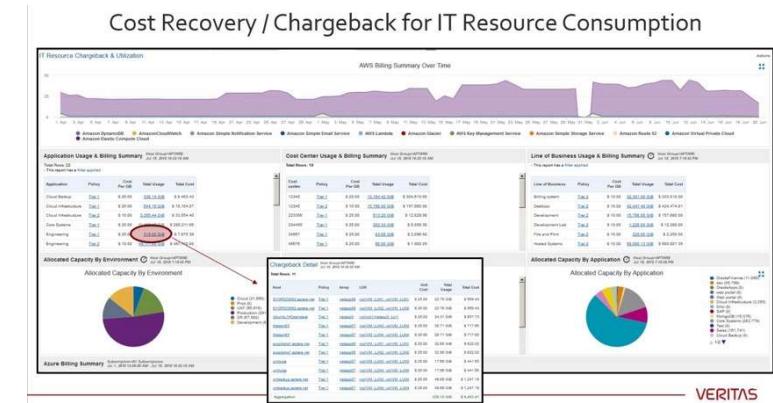
More than just backup jobs that failed or which LUNs are eating up your storage



Use Case: Chargeback for IaaS

Automating chargeback to save time and money

- Manage cost and demand for resources by showing costs for consumed storage and backup resources
- Chargeback automation is essential
 - Accurate chargeback reports for storage
 - Keep costs under control
- Precision Chargeback Process with Single View
 - Provides information, metrics, and visibility
 - Make chargeback simpler, more precise and faster
 - Reduce chargeback time from days to minutes
 - With a view of entire Infrastructure and data correlation from multiple sources



Customer success with Aptare IT Analytics chargeback



Customer

- Fortune 500 Healthcare

Key challenges

- No automated method to report on storage utilization and the resulting charges
- Administrators spent 10 hours each week on manual chargeback research
- Developing automated chargeback system in-house was too difficult

Business results and technical benefits

- Streamlined the chargeback reporting process
- Improved accuracy of the chargeback reporting process
- Reduced manual research work, resulting in a productivity gain of 10 hours per week
- Saved \$36,000 per year in OpEx
- Increased utilization of storage across the company
- Cut CapEx spending on new storage purchases

Provide Chargeback or Showback via IT Analytics

IT Resource Chargeback & Utilization

AWS Billing Summary Over Time Oct 1, 2018, 12:00:00 AM - Dec 31, 2018, 11:59:59 PM

AWS Billing Summary Over Time

Sunday, Dec 9, 2018

- Amazon Elastic Compute Cloud: 2018-12-09 00:00:00.0: 39.11
- Amazon Virtual Private Cloud: 2018-12-09 00:00:00.0: 1.29
- Amazon Simple Storage Service: 2018-12-09 00:00:00.0: 0.26
- Amazon Route 53: 2018-12-09 00:00:00.0: 0.00
- AWS Key Management Service: 2018-12-09 00:00:00.0: 0.03
- Amazon Glacier: 2018-12-09 00:00:00.0: 0.03
- AWS Lambda: 2018-12-09 00:00:00.0: 0.00
- Amazon Simple Email Service: 0
- Amazon Simple Notification Service: 0
- AmazonCloudWatch: 2018-12-09 00:00:00.0: 0.00
- AWS Lambda: 2018-12-09 00:00:00.0: 0.00
- AWS Data Transfer: Total: 40.72

Application Usage & Billing Summary Host Group=APTARE Mar 3, 2019, 5:24:06 PM

Total Rows: 22
- This report has a filter applied

Application	Policy	Cost Per GB	Total Usage	Total Cost
Cloud Backup	Tier_1	\$ 25.00	299.59 GiB	\$ 7,489.66
Cloud Infrastructure	Tier_1	\$ 25.00	729.87 GiB	\$ 18,246.74
Cloud Infrastructure	Tier_2	\$ 10.00	3,355.44 GiB	\$ 33,554.40
Core Systems	Tier_1	\$ 25.00	11,409.10 GiB	\$ 285,227.56
Engineering	Tier_1	\$ 25.00	319.02 GiB	\$ 7,975.39
Engineering	Tier_2	\$ 10.00	49,111.00 GiB	\$ 491,110.00
Engineering	Tier_3	\$ 5.00	50.05 GiB	\$ 250.23

Cost Center Usage & Billing Summary Host Group=APTARE Mar 3, 2019, 5:24:06 PM

Total Rows: 19

Cost centre	Policy	Cost Per GB	Total Usage	Total Cost
12345	Tier_1	\$ 25.00	12,184.42 GiB	\$ 304,610.60
12345	Tier_2	\$ 10.00	15,768.00 GiB	\$ 157,680.00
223356	Tier_1	\$ 25.00	514.38 GiB	\$ 12,858.89
334455	Tier_1	\$ 25.00	205.40 GiB	\$ 5,135.01
34567	Tier_1	\$ 25.00	83.88 GiB	\$ 2,096.92
45678	Tier_1	\$ 25.00	60.00 GiB	\$ 1,500.05
45678	Tier_2	\$ 10.00	225.00 GiB	\$ 2,250.00

Line of Business Usage & Billing Summary Host Group=APTARE Mar 3, 2019, 5:24:06 PM

- This report has a filter applied

Line of Business	Policy	Cost Per GB	Total Usage	Total Cost
Billing system	Tier_2	\$ 10.00	32,301.00 GiB	\$ 323,010.00
Desktops	Tier_2	\$ 10.00	42,447.40 GiB	\$ 424,474.01
Development	Tier_2	\$ 10.00	15,768.00 GiB	\$ 157,680.00
Development Lab	Tier_2	\$ 10.00	1,228.00 GiB	\$ 12,280.00
File and Print	Tier_2	\$ 10.00	225.00 GiB	\$ 2,250.00
Hosted Systems	Tier_2	\$ 10.00	58,000.13 GiB	\$ 580,001.35
Remote Development	Tier_2	\$ 10.00	47,883.00 GiB	\$ 478,830.00

Allocated Capacity By Environment Host Group=APTARE Mar 3, 2019, 5:24:08 PM

Allocated Capacity By Environment

Cloud (31,650)
Test (53,588)
Prod (0)
UAT (149,486)
Production (183,986)
DR (67,580)
Development (81,036)

External Client Utilization Mar 3, 2019, 5:24:09 PM

- This report has a filter applied

Domain Name	Latest Collection Date	Previous Month Usage	Current Month Usage
Aptare	Mar 3, 2019, 6:32:02 AM	1,421	90
HQ	Mar 3, 2019, 4:59:32 AM	7	7
HQ	Mar 3, 2019, 6:32:02 AM	17	12
Kiwi Insurance Co.	Mar 3, 2019, 6:32:02 AM	1,420	89
Aggregation		2,865	198

Allocated Capacity By Application Host Group=APTARE Mar 3, 2019, 5:24:08 PM

Allocated Capacity By Application

OracleFinance (11,000)
dev (59,798)
OracleApps (0)
Exchange (0)
web portal (0)
Web portal (0)
Cloud Infrastructure (3,282)
SAP (0)
MongoDB (16,376)
Core Systems (282,779)
Test (0)
Sales (161,741)
Cloud Backup (0)
FM Dev (0)
OracleDB (1,407,540)

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Thank you

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