



A Proactive Approach to IT Analytics

VERITAS[™]



A proactive approach to Data Management and IT Analytics

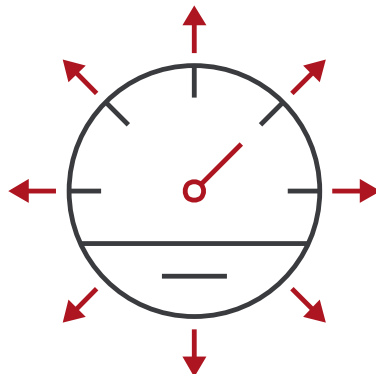
Introduction to APTARE IT Analytics

Data Protection Optimization Use Case

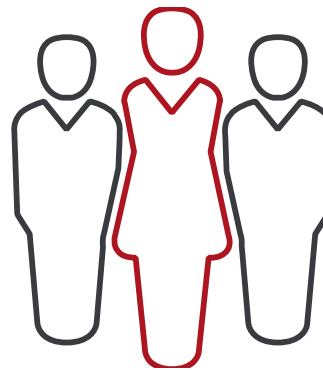
Storage Optimization Use Case

Chargeback for IaaS

Business expects more from IT



Be fast/agile



Be customer focused



Do more with less

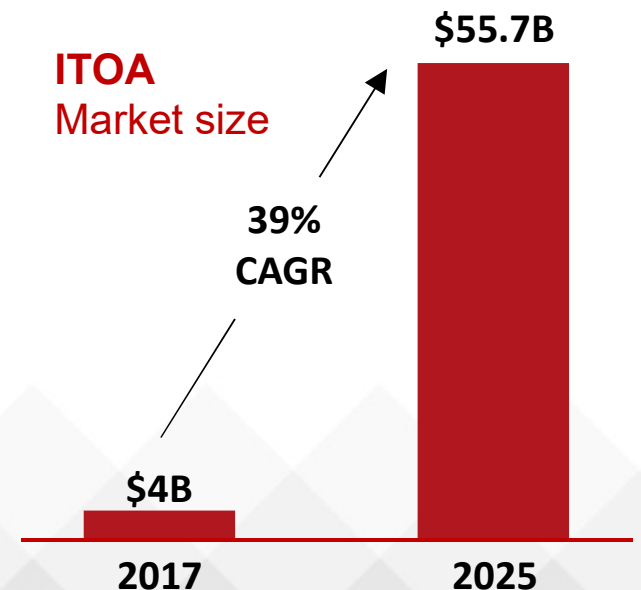
15 years of chronic pain in IT

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

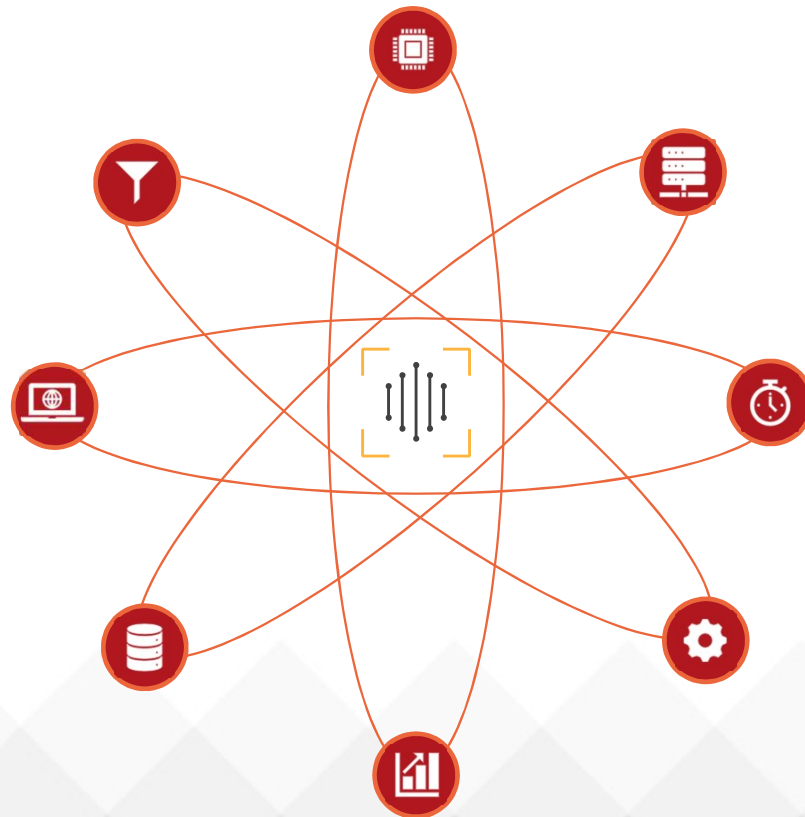
“The Market opportunity is enormous, \$4B in 2017, \$55.7B by 2025”

Market and Markets

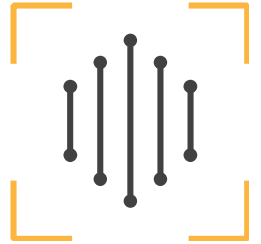


A proactive approach to data management and IT analytics

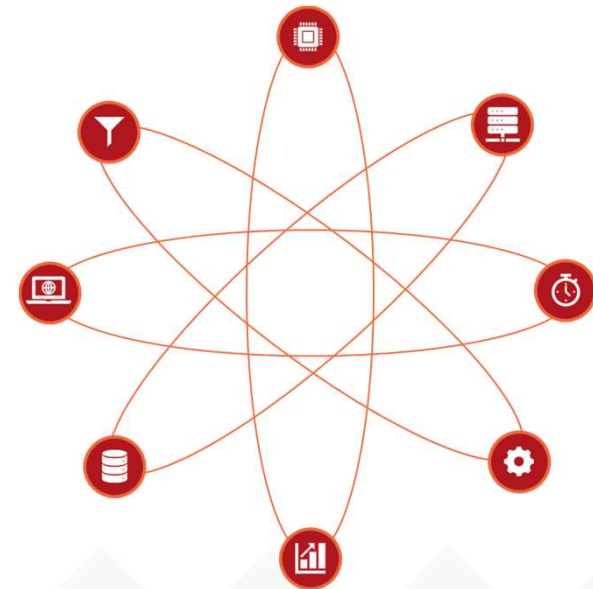
- Providing value out of data and Infrastructure while mitigating risk.



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





GAIN CONTROL OVER YOUR IT INFRASTRUCTURE

Collect

Correlate

Visualize

Answer questions that matter for your Hybrid IT infrastructure

Introducing Aptare IT analytics

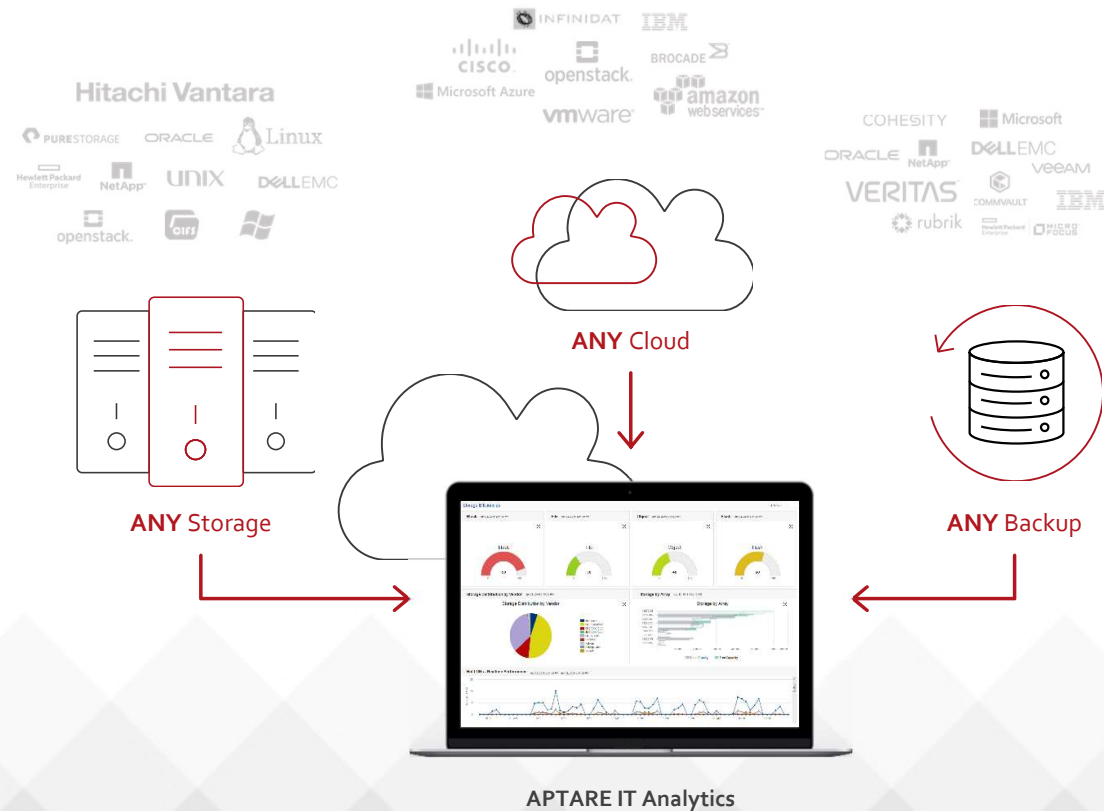
- Unified visibility & insights
- Centralized control
- Advanced analytics
- Minimized risk



"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



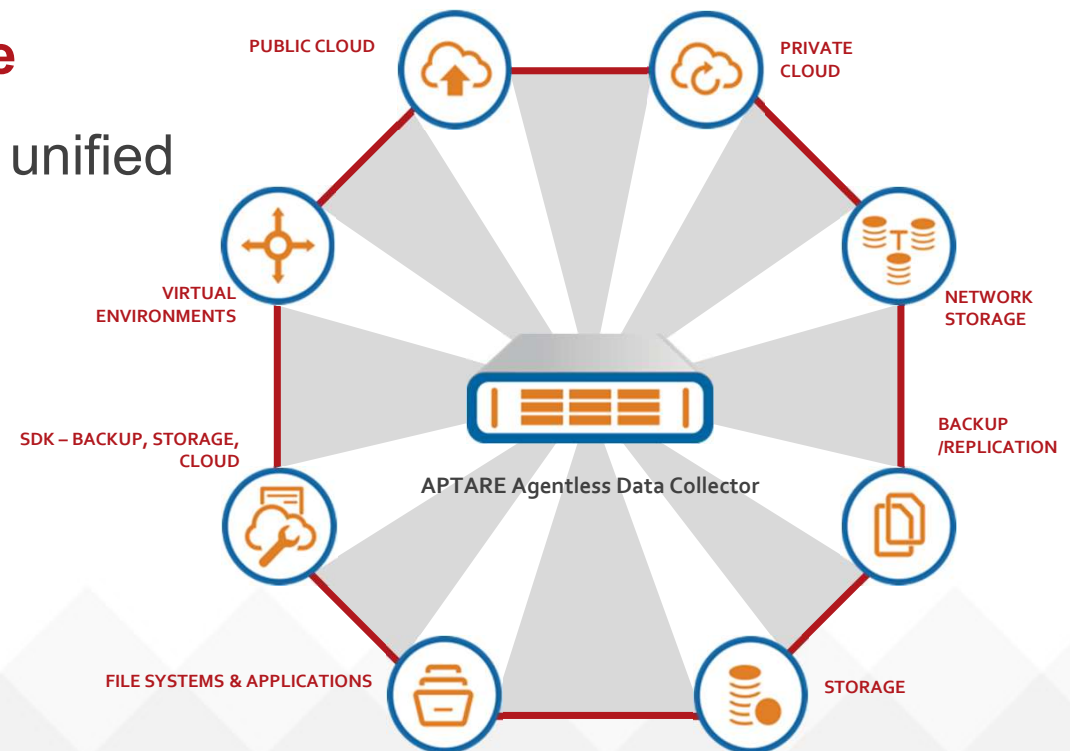
Unified it infrastructure visibility



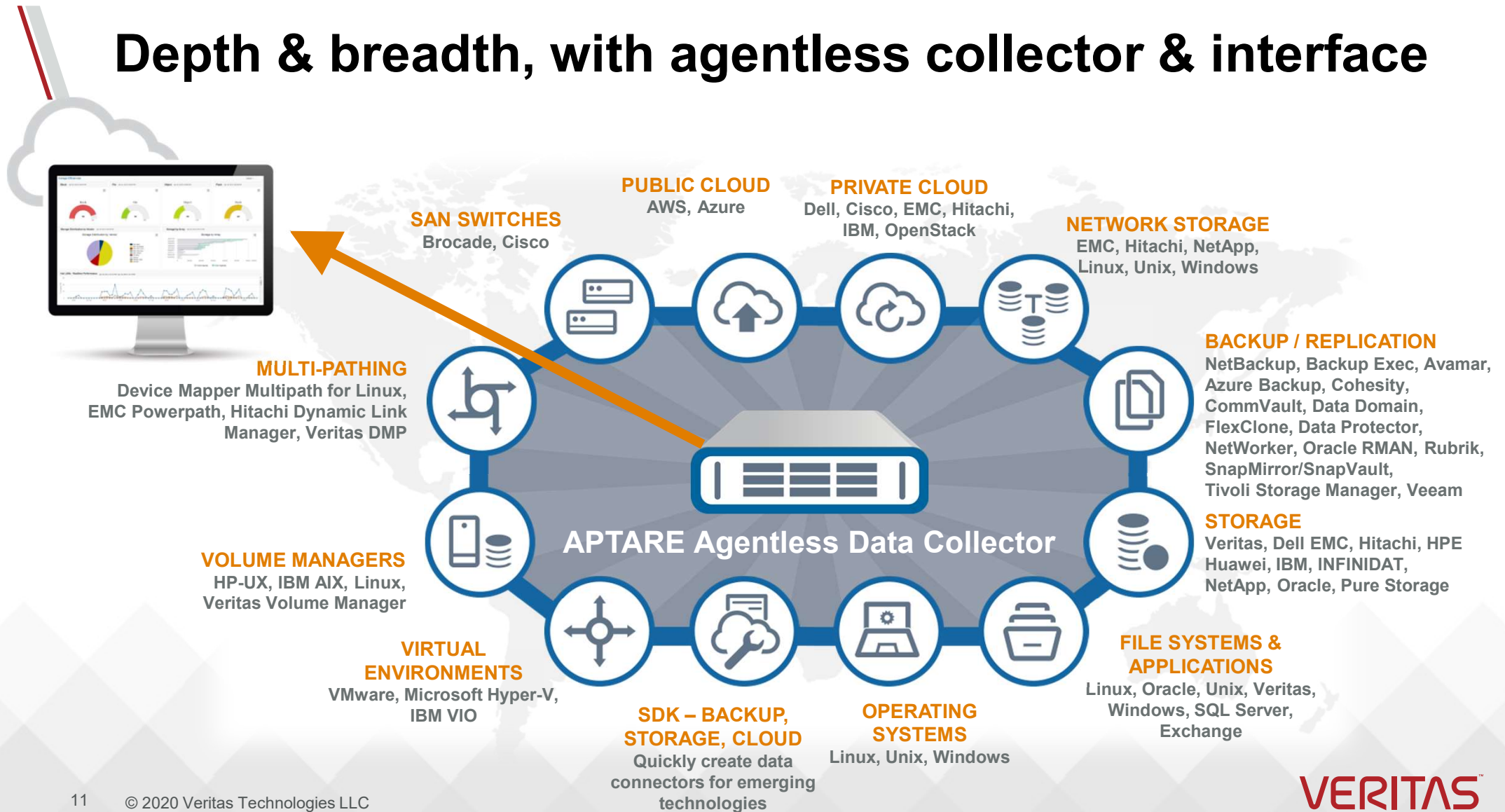
Management Insights

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

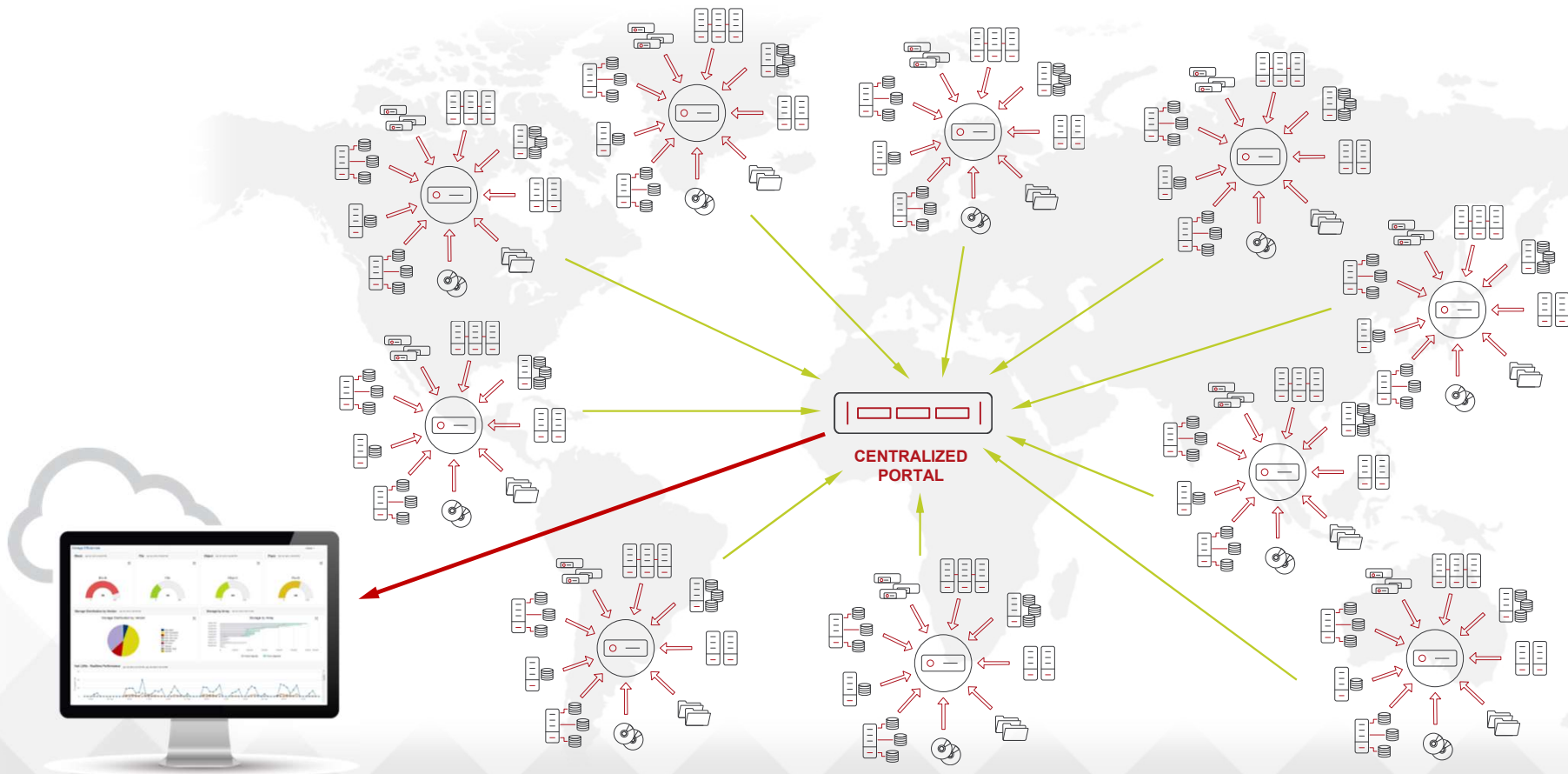
- Utilization
- Performance
- Resiliency



Depth & breadth, with agentless collector & interface

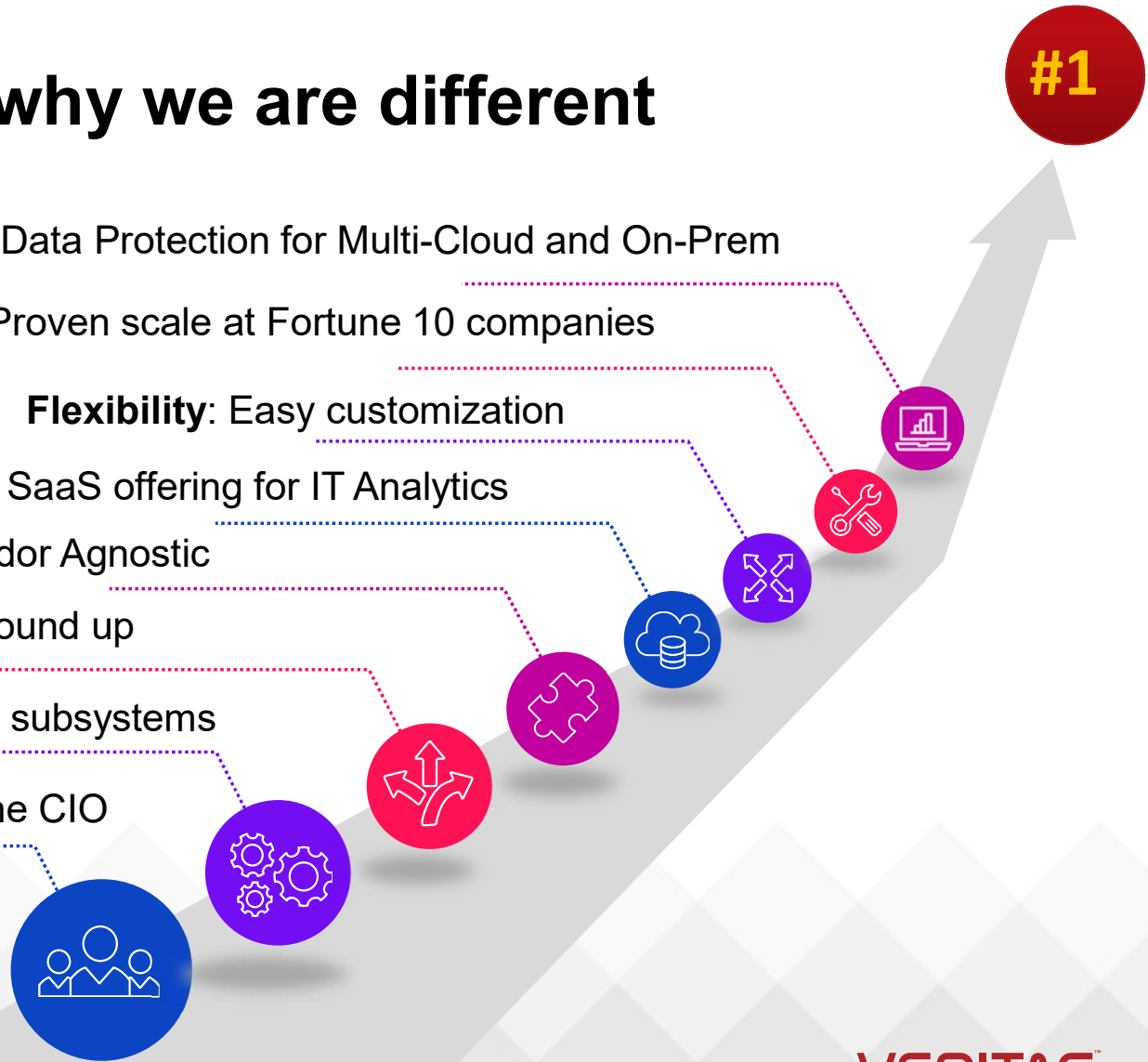


Multi-tenant elastic cloud scale SaaS architecture



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



Abbott



Western Digital®



Belastingdienst



Prudential



State Farm®



Exelon®



First Data™



VTB Capital

SUNGARD®



Swedbank



VERITAS™

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

NBU Data Domain Clients with Poor DeDup Rates Costs Host Group: All
Sep 22, 2014 12:00:00 AM - Sep 22, 2017 10:22:59 AM

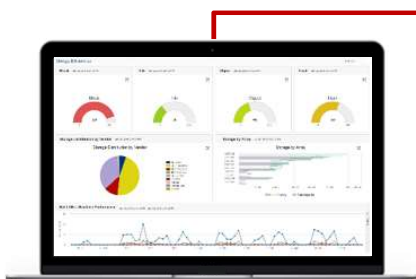
Values in: GB Actually Stored Percentile Greater than: 80% and %Savings Percentile Less than: 20% DDM Cost: \$6 Alternative Cost: \$3

Data Domain	Master server	Client	Original Size	Original Size Percentile	Actually Stored	Actually Stored Percentile	Savings% Percentile	Alt Storage Savings
dd02	nbubkpp000	wmpmp001	764.51	79.89%	398.65	90.91%	18.18%	\$2,720.10
dd02	nbubkpp000	wmisp002	681.92	90.91%	599.53	100.00%	9.09%	\$3,695.91
dd05	soltkpp000	wmdpp002-bka	238.81	77.74%	146.69	90.83%	4.58%	\$985.79
dd05	soltkpp000	wmemmp013	29,593.04	99.53%	7,341.13	99.91%	9.64%	\$44,429.15
dd05	soltkpp000	rheaacp010-bka	752.96	85.31%	148.42	90.93%	13.00%	\$2,063.24
dd05	soltkpp000	rhetamp010-bka	204.53	77.27%	37.35	82.88%	14.87%	\$437.37
dd05	soltkpp000	rheocr024-bka	175.79	76.80%	59.95	86.16%	7.02%	\$491.88
dd05	soltkpp000	rhebeip006-bka	189.07	77.17%	42.61	83.54%	10.85%	\$285.27
dd05	soltkpp000	rheocr040z	69.84	71.84%	29.55	80.82%	5.89%	\$210.89
dd05	soltkpp000	wmsigo002-bka	425.64	79.89%	121.24	89.90%	8.42%	\$737.86
dd05	soltkpp000	rmencp001-bka	68.71	71.66%	33.98	81.95%	5.24%	\$213.03
dd05	soltkpp000	rhetmp002-bka	1,076.38	87.65%	466.10	97.85%	5.80%	\$2,973.41
dd05	soltkpp000	WINCD3P022-bka	97.21	73.25%	31.38	81.20%	7.58%	\$195.25
dd05	soltkpp000	WINCD3P021-bka	415.60	79.61%	89.52	88.40%	11.13%	\$969.56
Aggregation			814,098.67		361,555.00			\$258,786.94

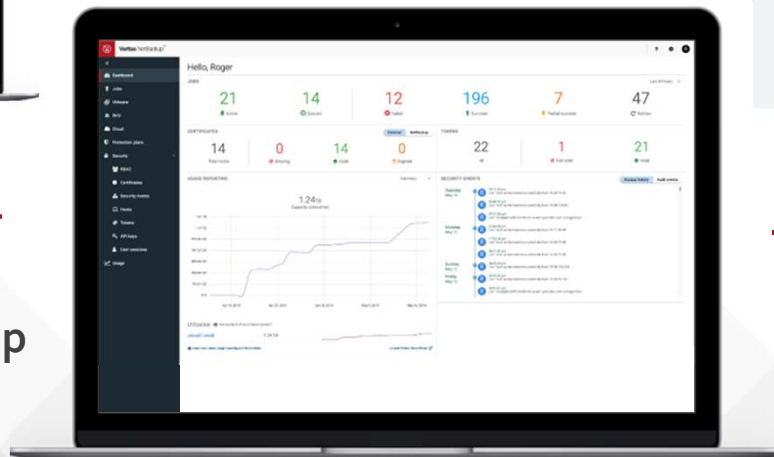
Mitigate risk and provide control for ServiceNow

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

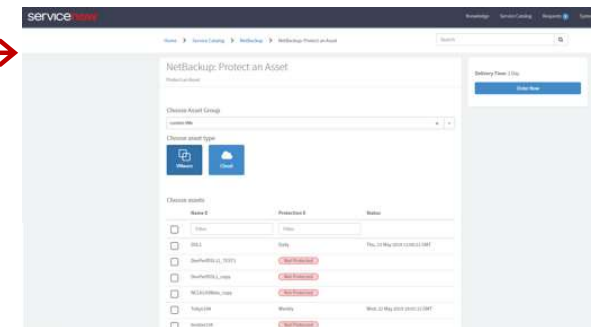
APTARE
IT Analytics



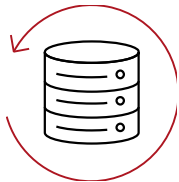
NetBackup



ServiceNow



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



All Search...

INVENTORY

REPORTS

ALERTS

ADMIN

Dan Lehto 2 ? HELP

Reports

Enterprise Infrastructure...

Data Protection Dashboard

IT Resource Chargeback & ...

Optimization & Risk Analy...

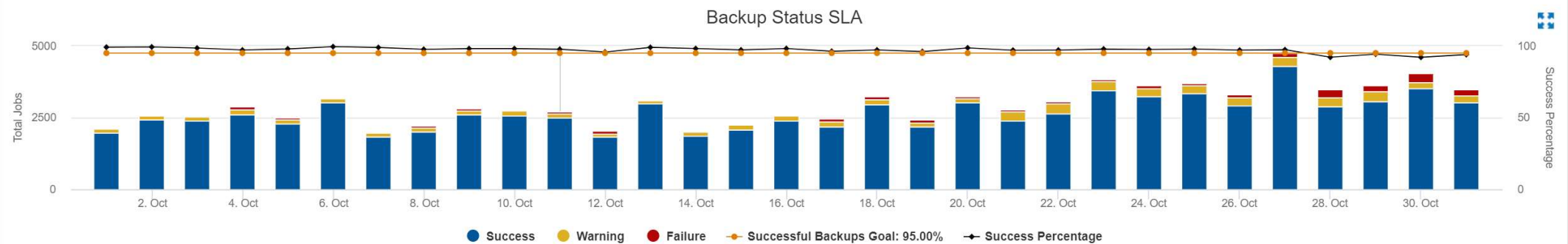
Infrastructure Operations...



Infrastructure Operations Dashboard

Actions

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



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

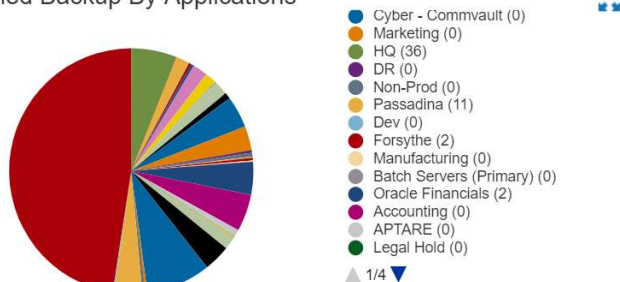
Application Backup Job Failures - By Location



19 © 2020 Veritas Technologies LLC

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

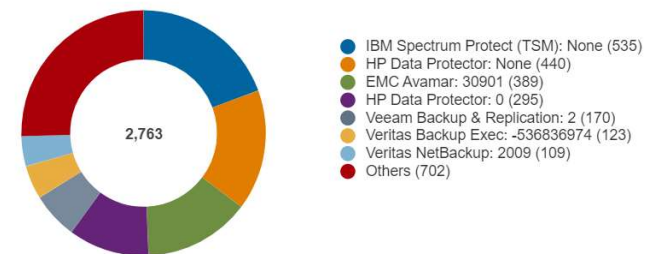
Failed Backup By Applications



▲ 1/4 ▼

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

Job Error Code

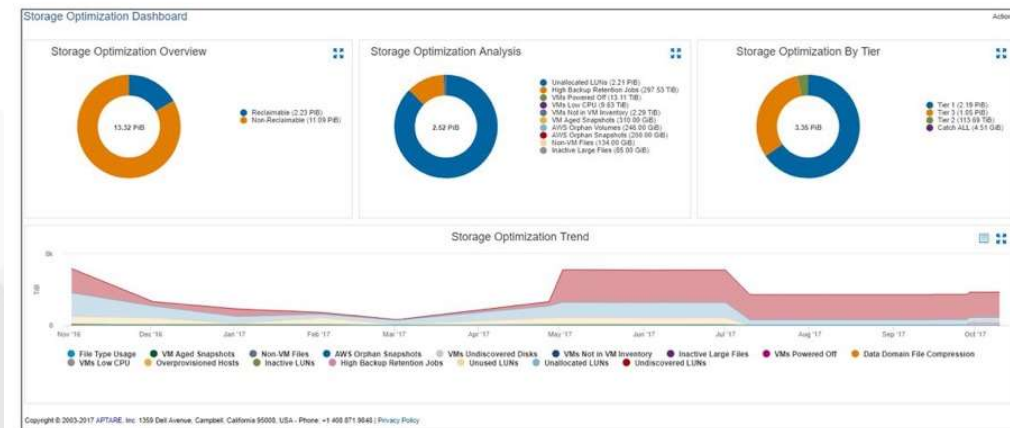


Use Case: Storage Optimization

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

IT Resource Optimization / Reclamation Analytics



Customer success with Storage Optimization

- **Customer**

Financial Services Institution

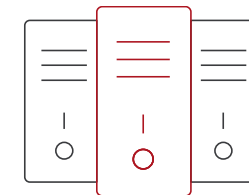
- **Challenges**

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.



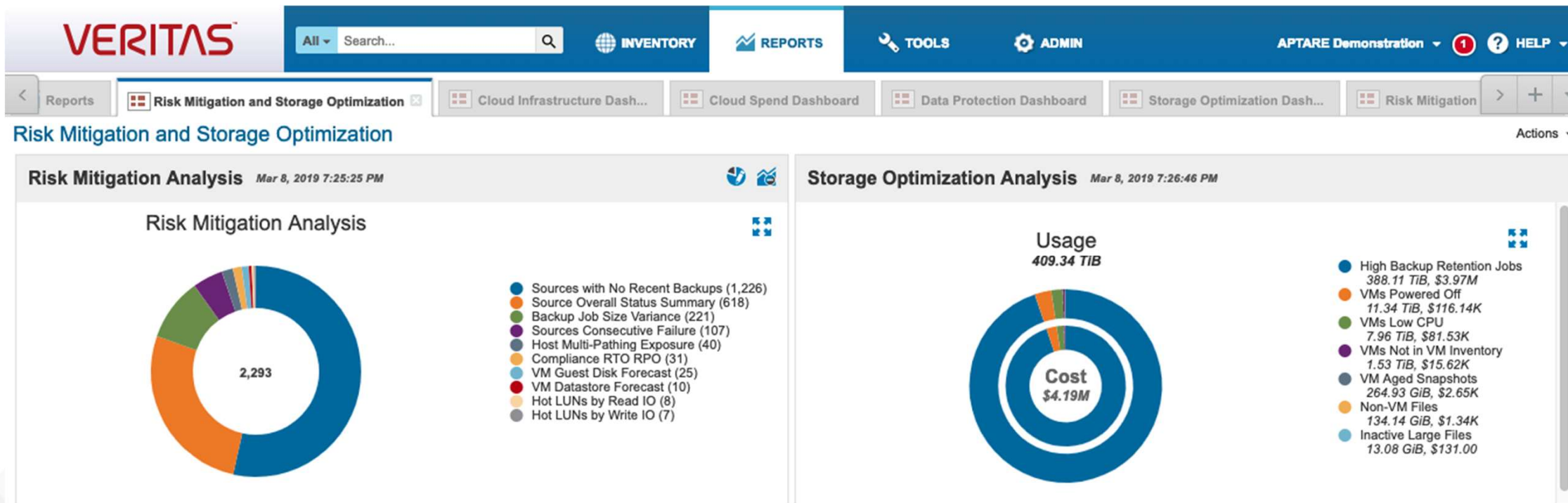
ANY Storage





Risk Mitigation and Storage Optimization

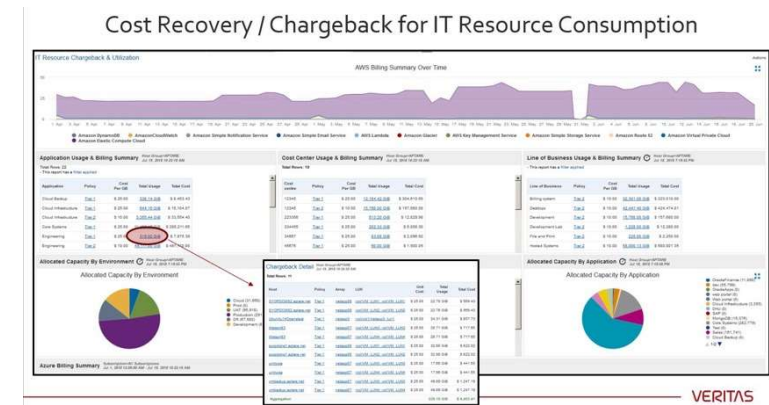
More than just backup jobs that failed or which LUNs are eating up your storage



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

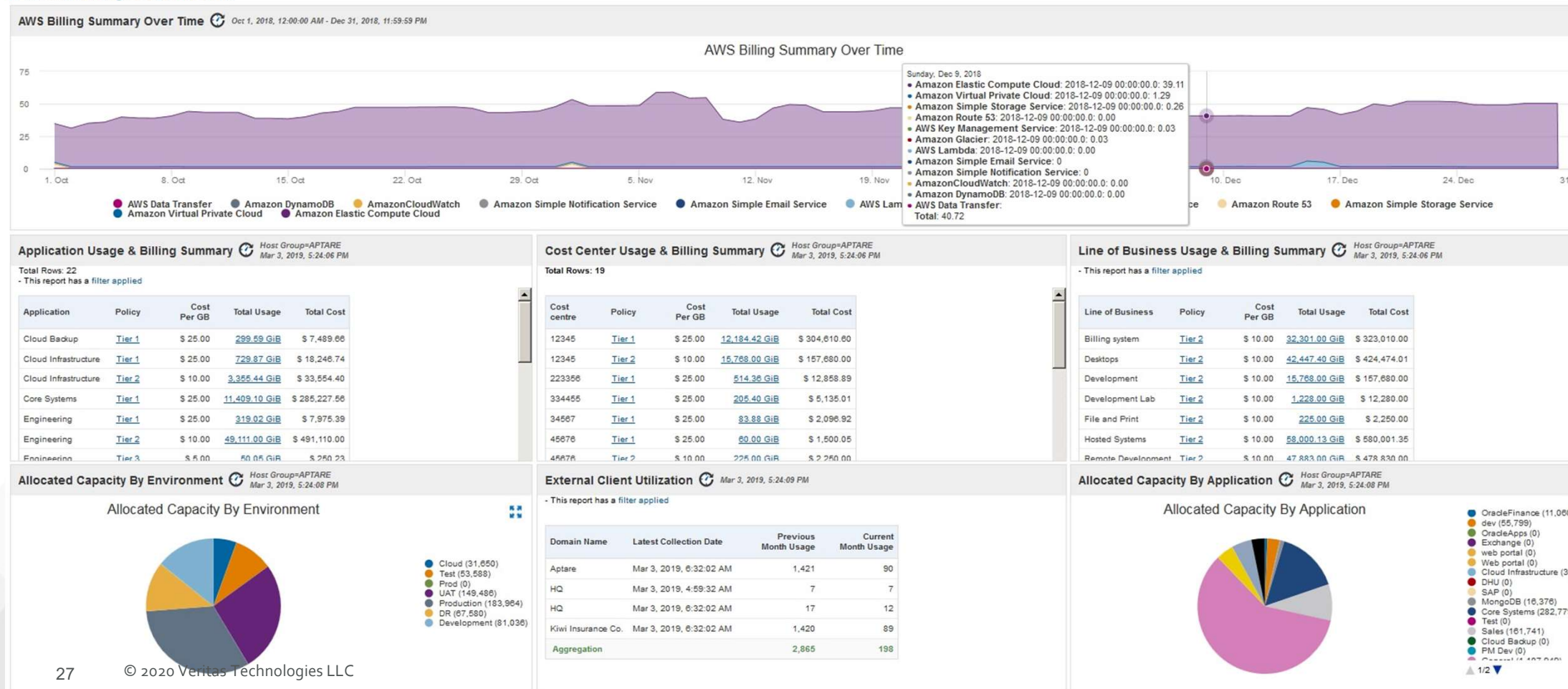
- No automated method to report on storage utilization and the resulting charges
- Administrators spent 10 hours each week on manual chargeback research
- Developing automated chargeback system in-house was too difficult

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



Thank you

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