
Creating a Data Driven Government: Take Control Today, Transform Tomorrow

Veritas Public Sector Vision Day



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Produced by
MeriTalk
Improving the Outcomes
of Government IT

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The truth in information.

The Public Sector Data Opportunity

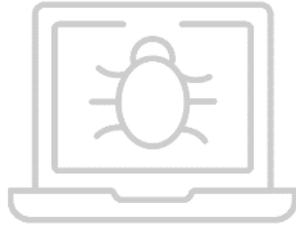
Cameron Bahar
Chief Technology Officer and Senior Vice President

VERITAS
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The Public Sector Depends On Data, But There Are Challenges.



Data
Governance



Cyber
Security



Cloud



Storage
Costs



Business
Continuity

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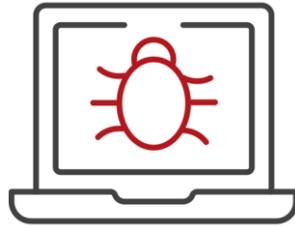
Business
Continuity

Gartner estimates that more than 80 percent of enterprise data is unstructured and likely to contain personally identifiable information (PII) that must be portable and available for download if requested by its owners—a huge compliance requirement for regulations like the GDPR that many organizations may be unable to meet.

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You can't secure data that you don't know exists in your environment.

Cybersecurity Ventures predicts ransomware damage will cost \$11.5 billion in 2019. Organizations must be able to recover quickly from attacks to mitigate these costs.

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According to a 2017 survey, although 92 percent of organizations' business strategies involve moving infrastructure or workloads to the cloud, more than one-third said the complexity of the migration was a serious challenge.

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By 2020, IDC estimates the digital universe—all the data created by individuals, businesses and IoT—will reach 44 zettabytes, making demand for storage and its cost continue to soar.

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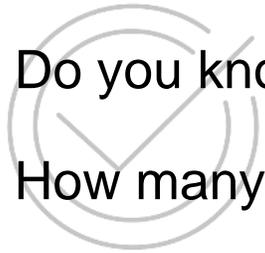


Business
Continuity

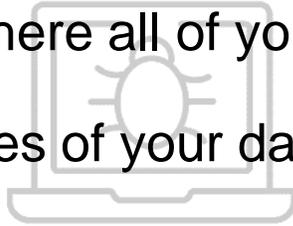
According to a research report by the Ponemon Institute, a data center outage costs around \$9,000 per minute. Clouds go down too. Research by Vanson Bourne shows that more than one third of organizations have experienced Cloud outages that have led to service disruptions, resulting in decreased customer satisfaction and revenue loss.

With these challenges, can you answer simple questions about your data?

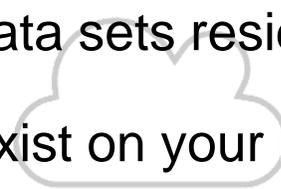
- Do you know where all of your data sets reside and how they are protected?
- How many copies of your data exist on your network?
- How much does it cost to store all of these copies of data?



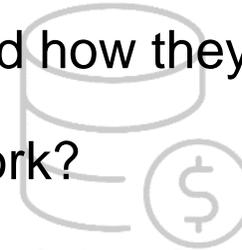
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**Simplify
Data Governance**

**Accelerate
Cloud
Adoption**

The Veritas Difference:

Enable compliance by finding personal, sensitive, business critical data

Migrate to, from or between clouds, simply with flexibility and control

Protect data no matter where it lives — in the cloud or in virtual or physical environments

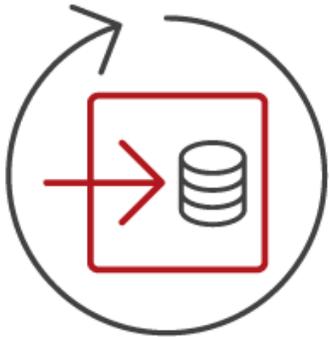
Flexibility to deploy Software Defined Storage solutions to increase control and eliminate vendor lock-in.

**Reduce
storage
growth &
costs**

**Protect data at
scale with
performance**

The Veritas Difference: Software-defined Storage.

Optimize data storage.



Deliver near primary-storage performance at or below the price of tape and cloud at 70% less than proprietary silos.

Flexibility to deploy SDS solutions as software-only or software-defined turnkey appliance, eliminating vendor lock-in.

Combine CapEx and OpEx savings characteristic of cloud storage with the low latency of an onsite solution.

We are the #1 software-defined storage management company.

Reduce
storage
growth &
costs



The Veritas Difference: Data Protection at Scale

Protect data everywhere.



Protect data no matter where it lives—in the cloud or in virtual or physical environments.

Manage and restore all types of data, including structured, unstructured and dark.

Flexibility to accommodate modern and emerging workloads.

We are the #1 data protection company.

Protect data at
scale with
performance



The Veritas Difference: Multi-cloud Data Management.

The Veritas Goal



Migrate to, from or between clouds, simply with flexibility and control.

Protect workloads natively across top three cloud service providers.

Back up to 59 cloud storage service providers.

Visualize and manage data from over 27 cloud, on-premises and SaaS applications.

We are the #1 choice for data protection in multi-cloud environments.

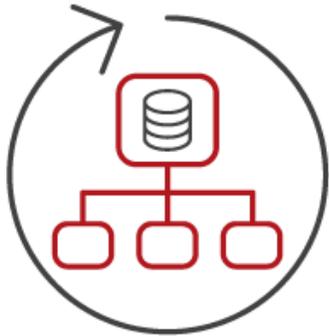
Accelerate
Cloud
Adoption



The Veritas Difference: Simplify Data Governance.

Enable compliance.

Simplify
Data Governance



Global visibility to identify personal, sensitive, business critical data.

Powerful classification engine to identify relevant data quickly for compliance requests.

Store only the data you need to for the duration required. Eliminate unnecessary copies of data.

Monitor user access behavior to protect data against unwanted activity.

We are the #1 enterprise information archiving company.

The Truth For Our Customers.



Protect data at scale, optimize data storage, leverage the cloud

The challenge

- Unable to restore financial data from tape which resulted in loss of revenue
- Requirement to migrate data to the Cloud for LTR storage
- Excessive manual intervention to execute a restore
- High EMC Data Domain costs.

The solution

- Veritas NetBackup Appliance, Access Appliance, Cloud Catalyst for tapeless backup and data tiering to AWS

The outcome

- Simplified, integrated solution
- Reduced admin time
- Lower costs
- Data retention management with cloud
- Single point of contact for entire solution

Seizing the Opportunity.

To overcome the challenges, you need more than backup.
You need a modern, data management strategy.

Optimize storage.

Protect data everywhere.

Accelerate cloud.

Enable compliance.

Global Visibility



Your Partner for the Data Opportunity.



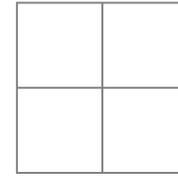
96%

Of the Fortune 100
entrust their data to
Veritas



10 of 10

Leading commercial banks,
financial data service
providers and
telecommunications
companies trust Veritas



16x

Named a leader in Gartner's
Magic Quadrant for Data
Center Backup and Recovery
Solutions



50,000+

Customers

The world's leading cloud
providers partner with us.



Thank you!

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