



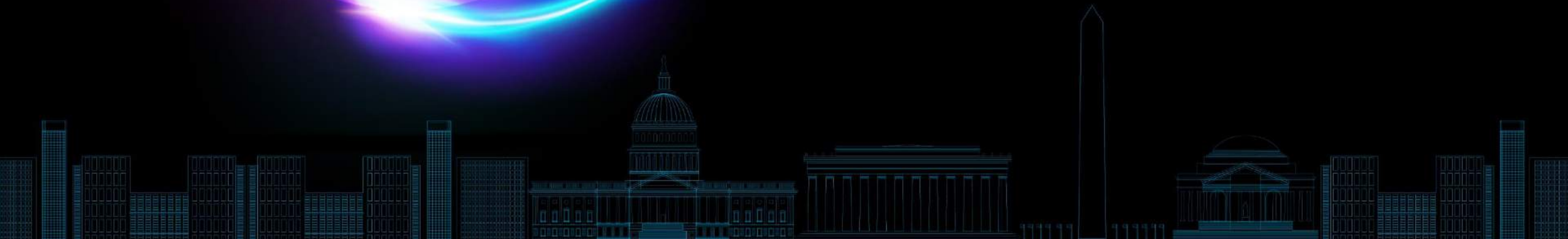
Data  
Unlocked

Veritas Public Sector Vision Day

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Accelerate Clarity  
& Gain Control

Dec. 10, 2019 | Newseum | Washington D.C.



Data  
Unlocked

Accelerate Clarity  
& Gain Control

VERITAS

MeriTalk



# Abstracting Data Complexity

**Enterprise Data Services from Veritas**

# Veritas: A Trusted Market Leader

**7,000+**

employees globally

**20,000+**

partners

**99%**

of the Fortune 100 trust  
Veritas with their data

**\$2 billion+**

in revenue

**Top 20**

enterprise SW company by  
revenue

**#1**

in market share for backup  
and recovery software

**50,000+**

customers

**35+**

countries we operate in

**#1**

in market share for enterprise  
archiving software

**10 of 10**

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

**14x**

named a leader in Gartner's  
MQ for data center backup  
and recovery solutions

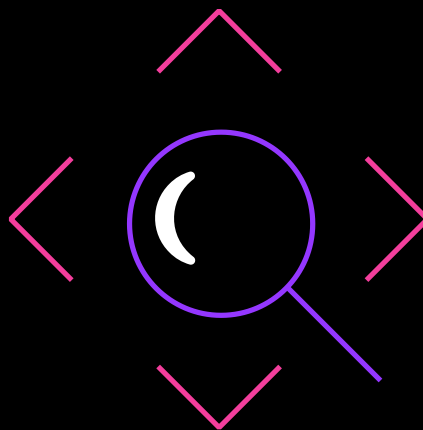
**1,600+**

global patents across data  
protection, software-defined  
storage, digital compliance,  
and cloud data management

# Business Expects More From IT



Be fast/agile



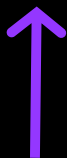
Be customer focused



Do more with less

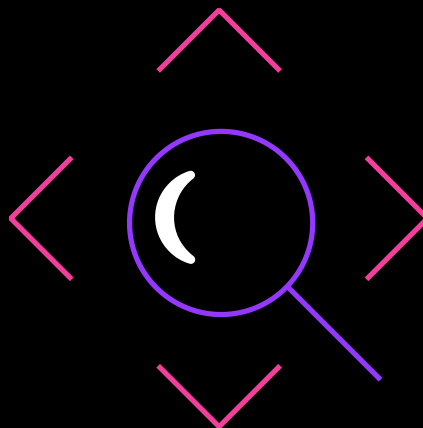
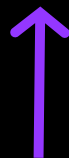
# Business Expects More From IT

Virtual, Cloud, Containers



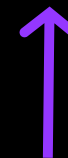
Be fast/agile

Analytics-driven experiences



Be customer focused

Point solutions, trade complexity for low cost



Do more with less

# Data Growth

## Fact:

It would take **2.6 TRILLION** 64 gigabyte smartphones to hold 175 zettabytes of data.



# 175

zettabytes of data by 2025

# Threats: Ransomware

## Fact:

Of all companies that paid ransoms, only 50% could recover using tools provided by attackers.



# 10X

Higher Ransom than Private Sector

# 140+

Attacks on S&L Gov in last 10 months;  
2/3rds of all known attacks in U.S.

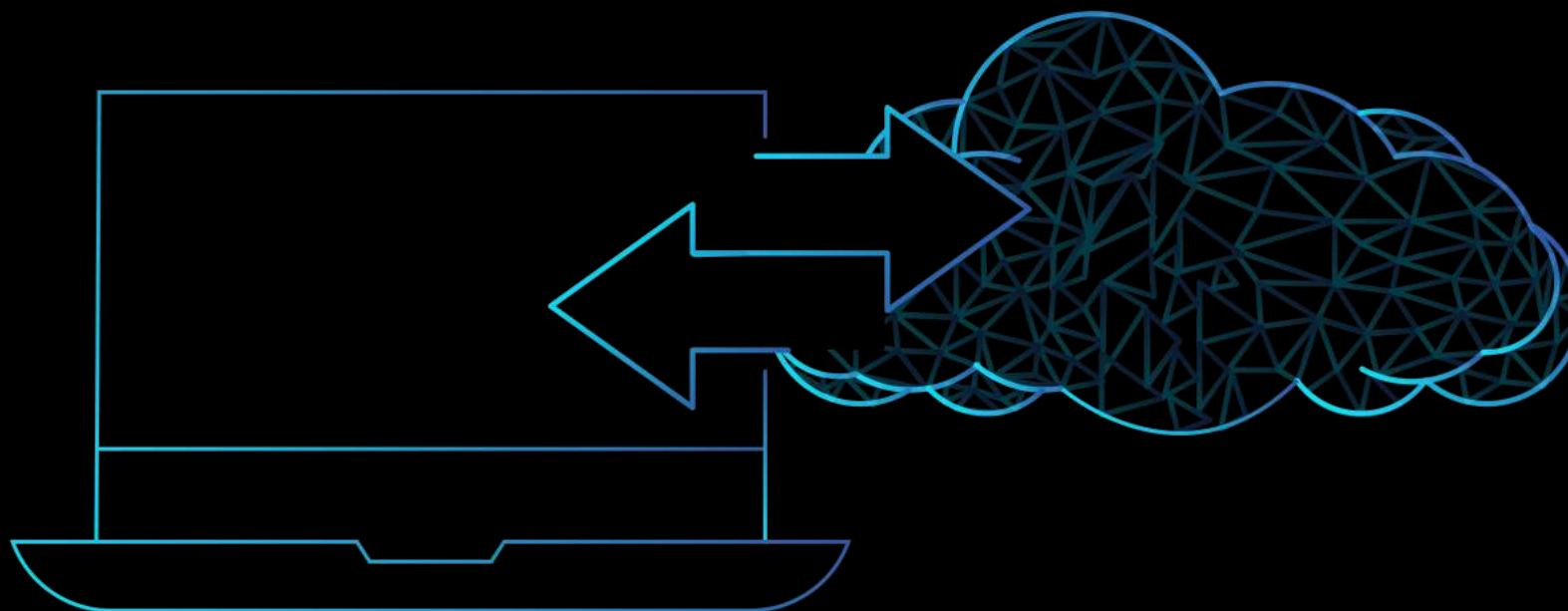
# Cloud Integration

## Fact:

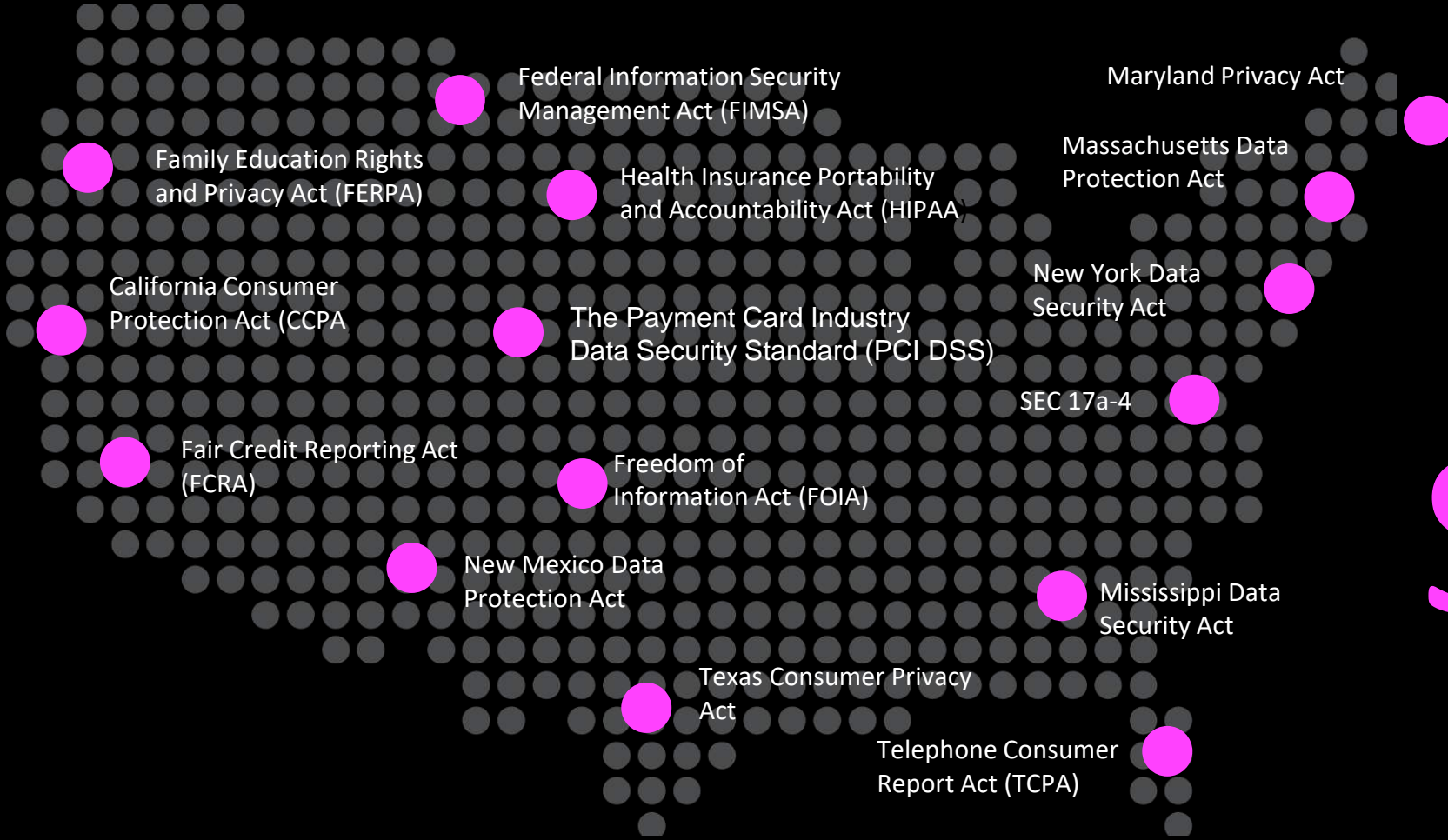
Backing up data in the cloud is your responsibility. Not the cloud provider's.

# 70%

feel cloud backups are the  
cloud provider's job







Fact:

52%

of enterprise data remains 'dark'

\$1.4B

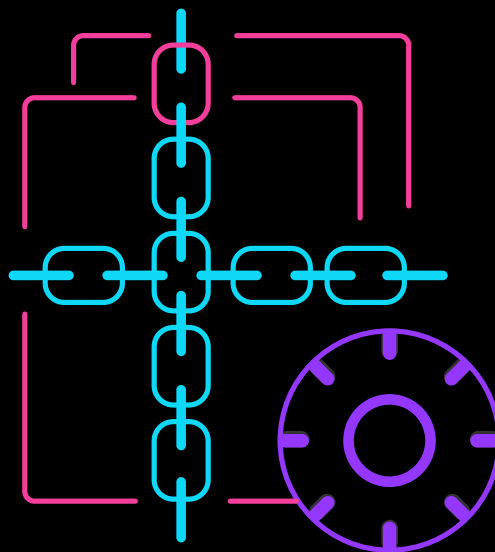
Penalties for breach of privacy in last 10 months

# The Result of Transformation: Complexity



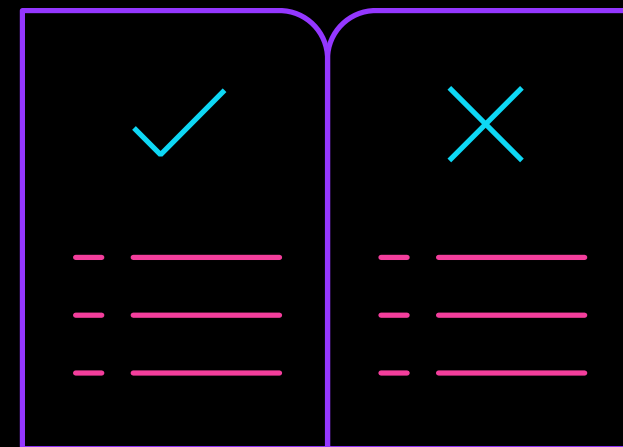
## Data Growth

175 ZB = massive storage costs (edge, core, and cloud)



## Ransomware

\$33B industry, only 50% recover after paying ransoms



## Regulations

GDPR fines amounting



Complexity stymies IT's ability to solve these challenges and better empower the business.

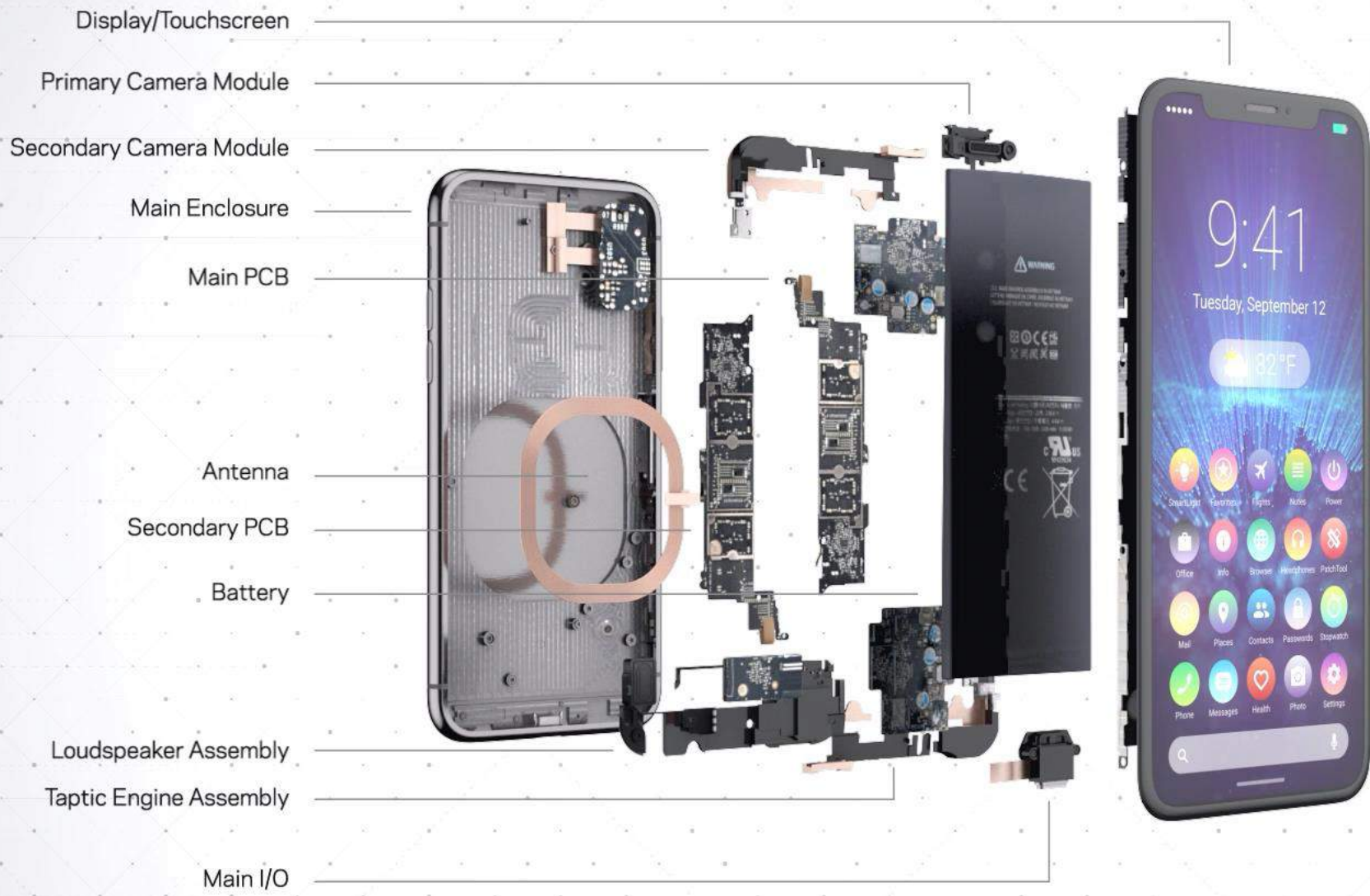
**Phil Goodwin**

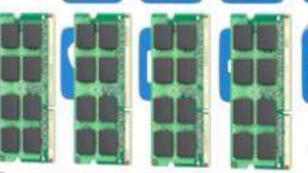
Research Director, Infrastructure Systems, Platforms and Technologies Group, IDC

# Abstraction From Complexity

A view of Earth from space, showing the curvature of the planet and the atmosphere. A bright sun is rising over the horizon, creating a lens flare effect. The sky is dark with some stars visible.







Physical Server  
Virtual Server  
Network  
Cloud Connectors

Dashboards/Monitoring

Applications

Dev Environment

Memory

Management Layer

Backup Storage

Storage

# What Enterprises Want



Availability  
everywhere



Protection  
anywhere



Insights  
always



Data  
Unlocked

Accelerate Clarity  
& Gain Control

VERITAS

MeriTalk



# VERITAS

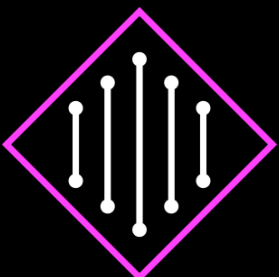
ENTERPRISE DATA SERVICES

P L A T F O R M

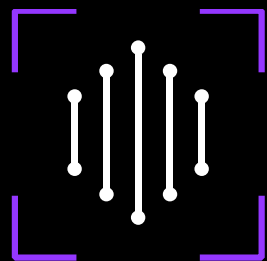
# Veritas Enterprise Data Services Platform



A V A I L A B I L I T Y



P R O T E C T I O N

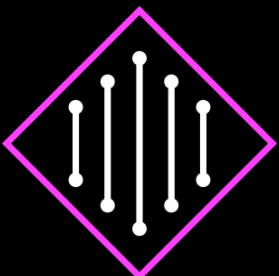
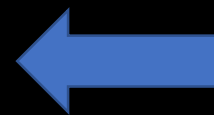


I N S I G H T S

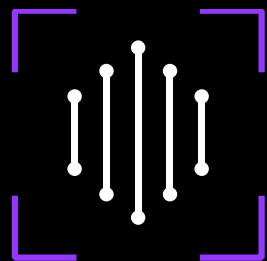
# Veritas Enterprise Data Services Platform



AVAILABILITY



PROTECTION



INSIGHTS



Veritas Availability Vision

# Complete Infrastructure Abstraction

Software Defined Enterprise Infrastructure

Any OS, any App, any Hypervisor, any Cloud



# Veritas Availability Solutions

**25 years**

Keeping mission-critical  
applications highly available

**30,000 +**

Data protection and  
storage appliances



**7,500 +**

Customers

**5,000 + PBs**

Data safeguarded

Gartner recognized leader  
Software Defined Management and IT Resiliency Orchestration

# InfoScale

## NEW Capabilities



CHEF



ANSIBLE



Enhanced  
Security



IPv6



Always-on apps  
24/7 business

## NEW Solutions

aws



PURESTORAGE

NUTANIX™

# Stop the Bits From Hitting the Fan

These businesses rely on Veritas Availability:

10/10



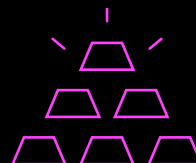
Financial institutions

10/10



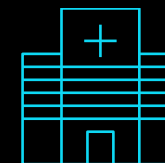
Telco companies

10/10



Investment banks

10/10

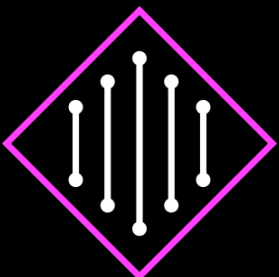


Healthcare organizations

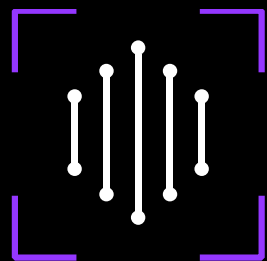
# Veritas Enterprise Data Services Platform



AVAILABILITY



PROTECTION



INSIGHTS



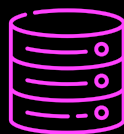
Powered by

# NetBackup™ 8.2



**500+**

Data sources



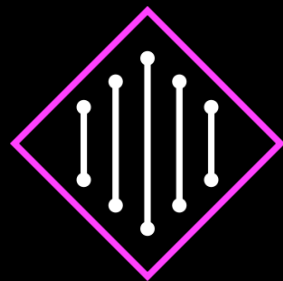
**150+**

Storage targets

**60+**

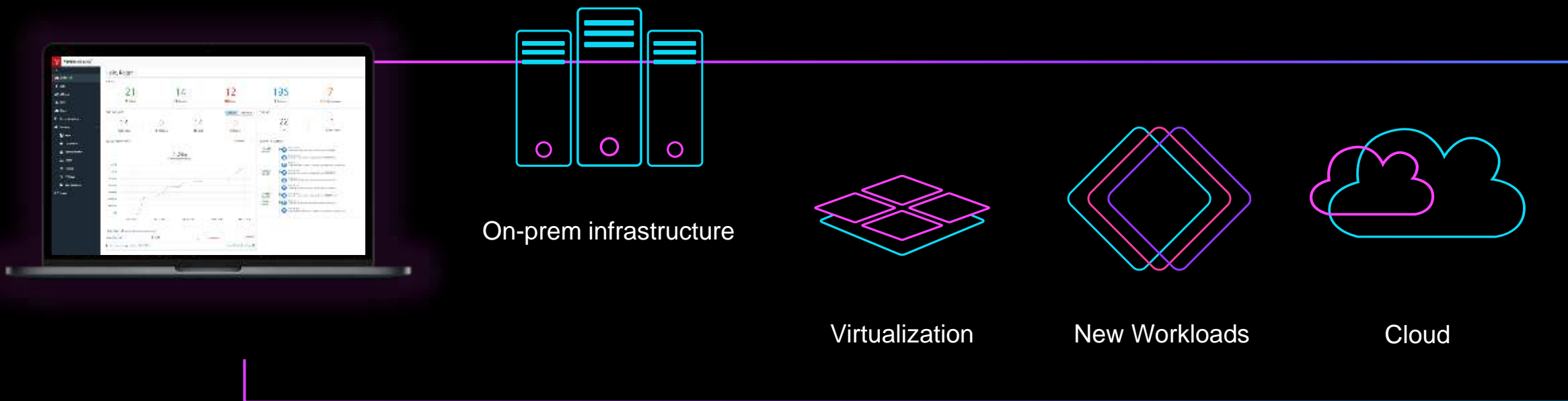
Cloud providers

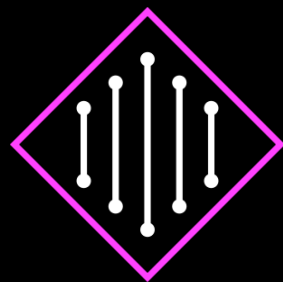
← **Every deployment model** →



## Veritas Protection Vision

# Integrate with Every Layer of the Infrastructure





## Veritas Protection Vision

Only with Veritas Protection you can:

Eliminate  
point products

Deploy  
in any way

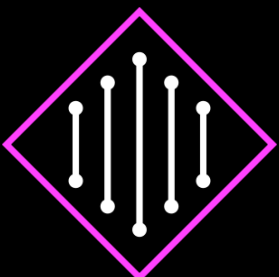
Confidently  
embrace any  
technology

Simplify daily  
operations

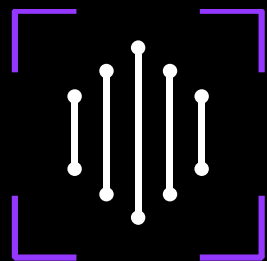
# Veritas Enterprise Data Services Platform



AVAILABILITY

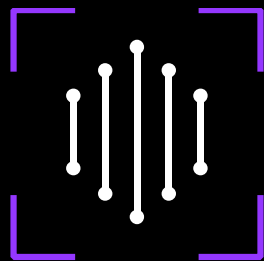


PROTECTION



INSIGHTS



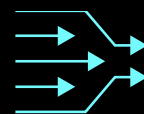


Veritas Insights Vision

# Control Your Data



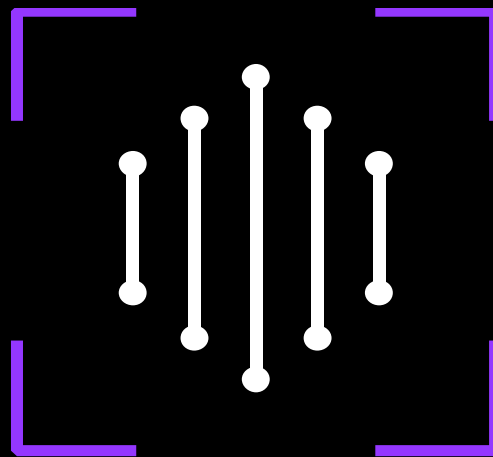
Reduce  
cost



Reduce  
Complexity



Reduce  
Risk



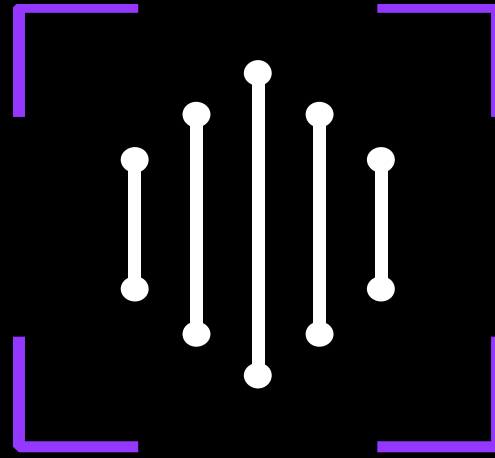
I N S I G H T S

# Regain Control Over Your Data

**Visualize**

**Target**

**Act**



# INSIGHTS



## IT Analytics

For data protection,  
visualization, storage &  
cloud



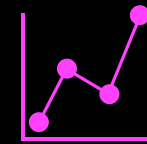
## Data Visualization and Insights

Identify data value  
and challenges



## Enterprise Archiving

Archive and delete defensible  
80+ content sources



## eDiscovery

End-to-end eDiscovery  
process

Data  
Unlocked

Accelerate Clarity  
& Gain Control

VERITAS

MeriTalk



# VERITAS

## ENTERPRISE DATA SERVICES

P L A T F O R M

Availability

Protection

Insights

Any deployment model



For more information on the  
“Ransomware Threats”  
Study, please visit:

[https://www.fedscoop.com/  
ransomware-threats-gov-  
agency-preparedness-to-  
protect-data/](https://www.fedscoop.com/ransomware-threats-gov-agency-preparedness-to-protect-data/)

# RANSOMWARE THREATS

## Is your agency ready?

Federal and state agency IT leaders are battling a growing array of ransomware attacks. Data recovery capabilities and comprehensive planning hold the most promise for ensuring they don't have to pay.

PRESENTED BY  
**fedscoop | statescoop**

UNDERWRITTEN BY  
**VERITAS**

The background features a dark, almost black, space filled with vibrant, ethereal light effects. On the right side, there are several overlapping, semi-transparent circles in shades of purple and blue. A bright, multi-colored light streak, transitioning from cyan to magenta, curves through the center-right of the image, creating a sense of motion and energy. The overall aesthetic is futuristic and high-tech.

# Thank You