

Leading the

Modern Data Protection

Revolution

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CTO, Performance Technologies



Performance and IBM

Performance is a Platinum Business Partner that brings IBM technology together in the areas of Hardware, Software and Services

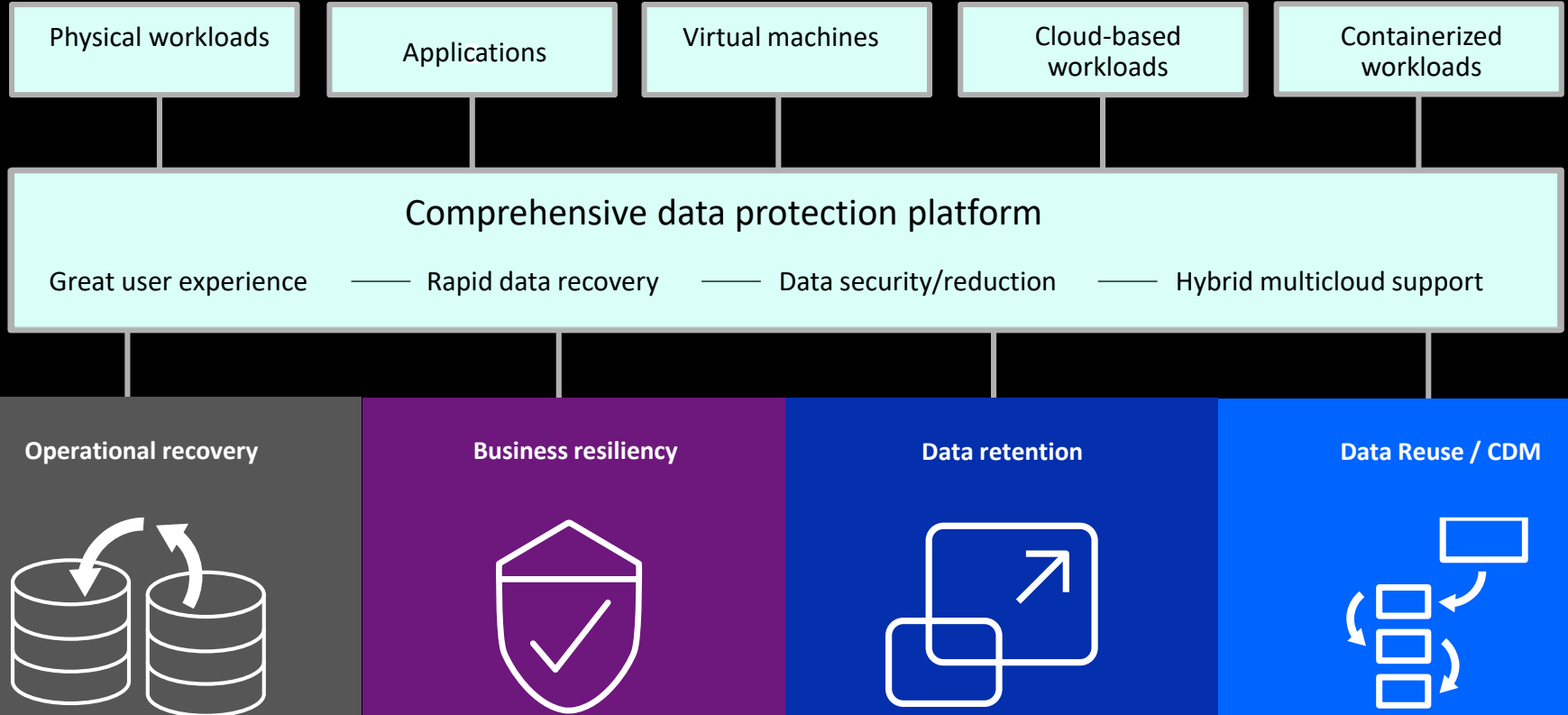
Technical expertise and knowledge in core technological areas

Extensive common clientele including NBG, Eurobank, Piraeus Bank, Bank of Greece, SIA s.p.a., FORTHNET, Vodafone, Public Power Corporation, HEDNO...

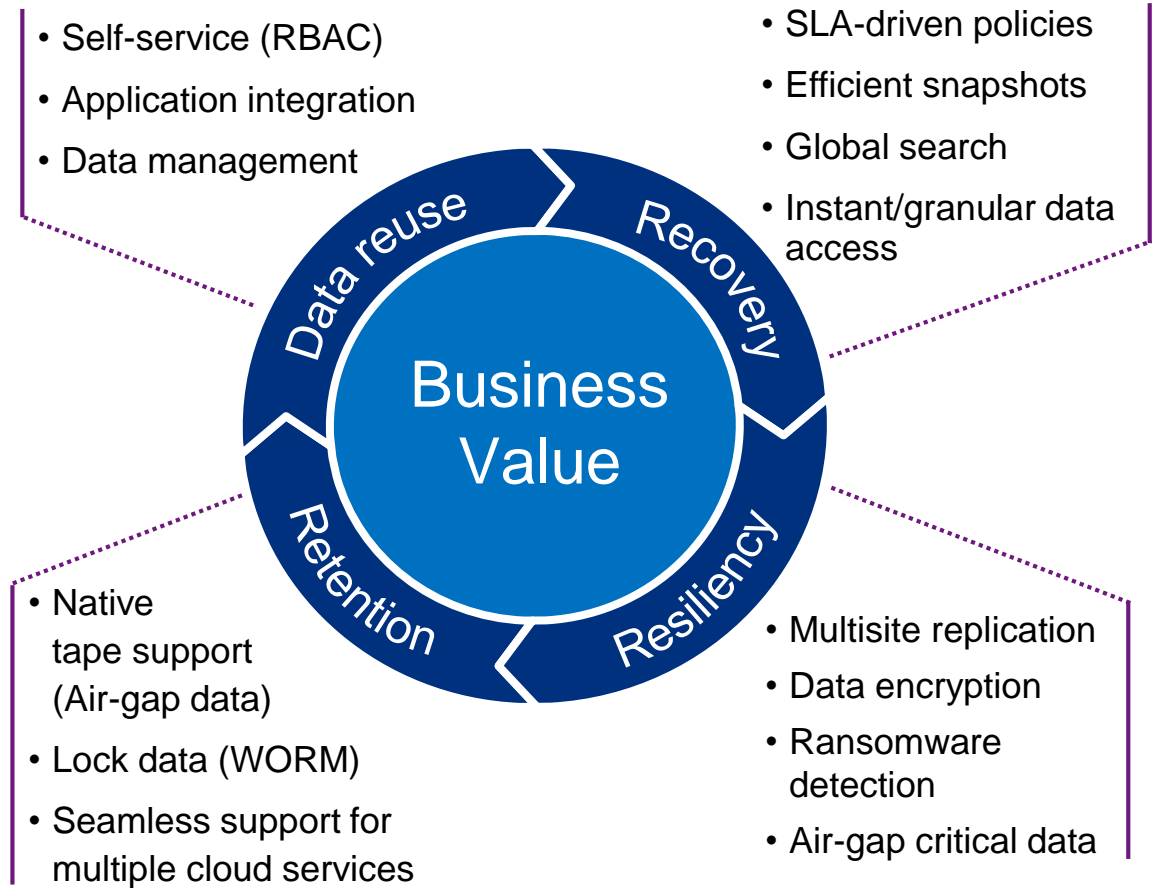
“Most Innovative Client Experience on Z-Systems” award in IBM Think 2017 in Las Vegas for the “Database Consolidation Project” in Eurobank hosted in Linux Red Hat on IBM z-System



IBM Modern Data Protection



Driving value throughout the data protection Process



IBM Modern Data Protection platform benefits

Data Creation



Traditional Apps



Hypervisors



Scale-out Apps



Storage Systems



Containers



IaaS, PaaS, SaaS

Simplified & cost efficient, backup infrastructure

Agentless backups / snapshots

Simple to deploy and manage

Scales to multiple petabytes

Exceptional performance

Instant recovery & access

Data reuse use cases

Cyber resiliency

Ransomware detection

Automation / orchestration

RBAC and self-services

RESTful APIs



Tape



Disk



VTL



Backup Appliances



Cloud



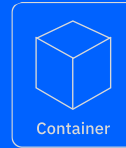
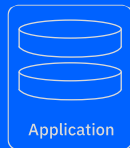
Object Storage

Data Target

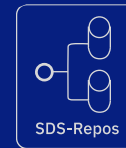
IBM Modern Data Protection

- Protect and reuse for the workloads that are important to you!
- Simple intuitive management wherever the data originates or is needed
- Efficient storage leveraging scale-out and multi-site and providing flexibility for performance, security, durability, and cost.

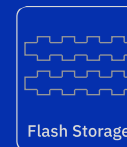
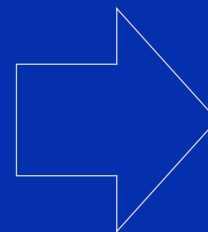
Workloads



Management



Efficient Storage



Data protection target devices to meet costs & RTO needs

Infrastructure and Operations



IBM
Spectrum
CDM



IBM
Spectrum
Archive



IBM
Spectrum
Protect



IBM
Spectrum
Protect Plus

Client requirements

Performance

Multi-site access

Near-zero RPO/RTO

Replication

Tiering

Air gap & immutability

Archive

Access

Cost



IBM Cloud
Object
Storage



IBM
Spectrum
Scale



IBM
Spectrum
Virtualize



IBM Cloud



Multicloud



IBM Tape



IBM Storage

Performance-Priced Solutions

IBM Modern Data Protection



IBM Spectrum Protect

- Ideal for traditional and cloud data protection
- Broad application support
- Manage hardware snapshots
- Highly scalable
- Proven solution, implemented by 1000s of organizations
- Flexible backend target support for performance and cost-effect retention



IBM Spectrum Protect Plus

- Ideal for protecting virtual, cloud, and containerized environments
- Protects databases and Microsoft Exchange
- Easy to deploy, agentless
- Snapshots / Instant data recovery
- Simplified management experience
- Data reuse / CDM
- Flexible data retention
- Easy to integrate



IBM Spectrum CDM

- Ideal for data reuse (copy data workflows)
- VMware and database protection
- Manage hardware snapshots




IBM Spectrum Archive

- Data is stored in IBM tape drives and libraries
- Eliminates the need for additional tape management and software to access data

IBM's Strategy for Data Resiliency Solution

3 Key Areas of Investment

	TRADITIONAL	CONTEMPORARY	NEXT - GEN
Workload Example	<ul style="list-style-type: none"> Physical/Bare metal deployments File. databases, applications 	<ul style="list-style-type: none"> Virtualized & Cloud deployments NoSQL DBs (e.g. MongoDB), SaaS apps (e.g. O365) 	<ul style="list-style-type: none"> Cloud Chapter 2 Container-based deployment / cloud native applications
Key Users	Central IT	Virtualization Admins, Shadow IT Influencer / Data Protection Buyer	Application Developer / Kubernetes Admin, Infrastructure Developer
IBM's Unfair Advantage	Decades of Innovation, Experience and Investment	Incumbency in many enterprises / Protect infrastructure	\$34B investment in RedHat
Strategy	<p>Maintain Leadership</p> <ul style="list-style-type: none"> Many of these workloads will never go away Investment protection Deliver excellent customer support <p>Technology</p> <ul style="list-style-type: none"> Streaming backups, help desk recovery Scale-up repository 	<p>Modernize Data Protection</p> <ul style="list-style-type: none"> Hybrid Multi-Cloud environments Cyber Resiliency & SAP HANA Expand MSPs ecosystem Product Integration <p>Technology</p> <ul style="list-style-type: none"> Simple, lightweight, agentless, native format / instant access, RBAC, self service Scale-up / Scale-out repository 	<p>Thought Leadership</p> <ul style="list-style-type: none"> Best in class solution for protecting stateful data in containers AI Infused Data Protection (Storage Insights, Spectrum Discover) <p>Technology</p> <ul style="list-style-type: none"> Deep integration with Kubernetes Containerized deployments Scale-out repository Data agility
 <p>Holistic Management / Governance / Reporting</p>			

Thank you!

