Veritas and Azure – Better Together

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Agenda

- Introduction to Microsoft Azure
- Moving Data to the Cloud with Veritas solutions
- Marketing promotions
- Q&A

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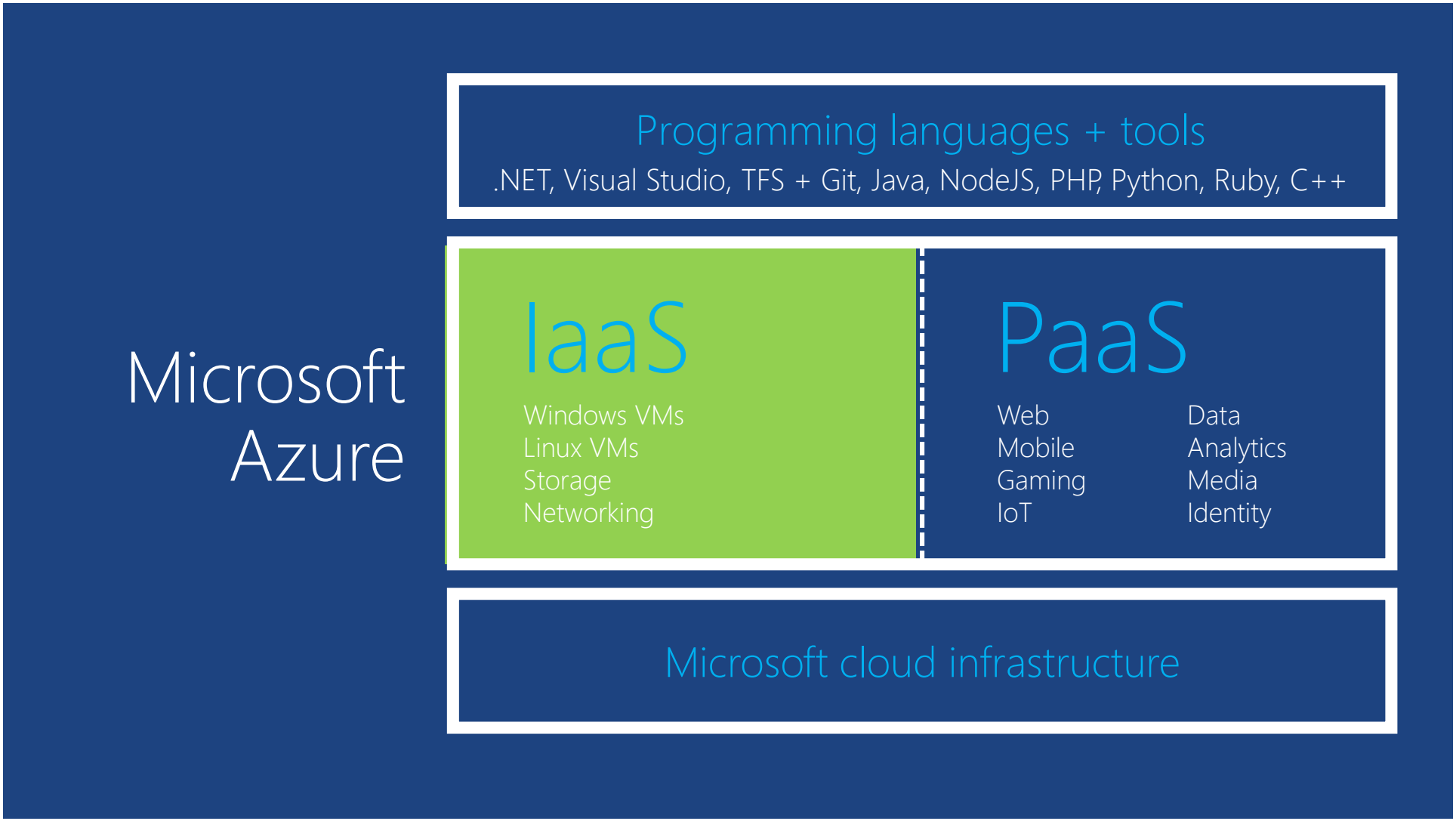
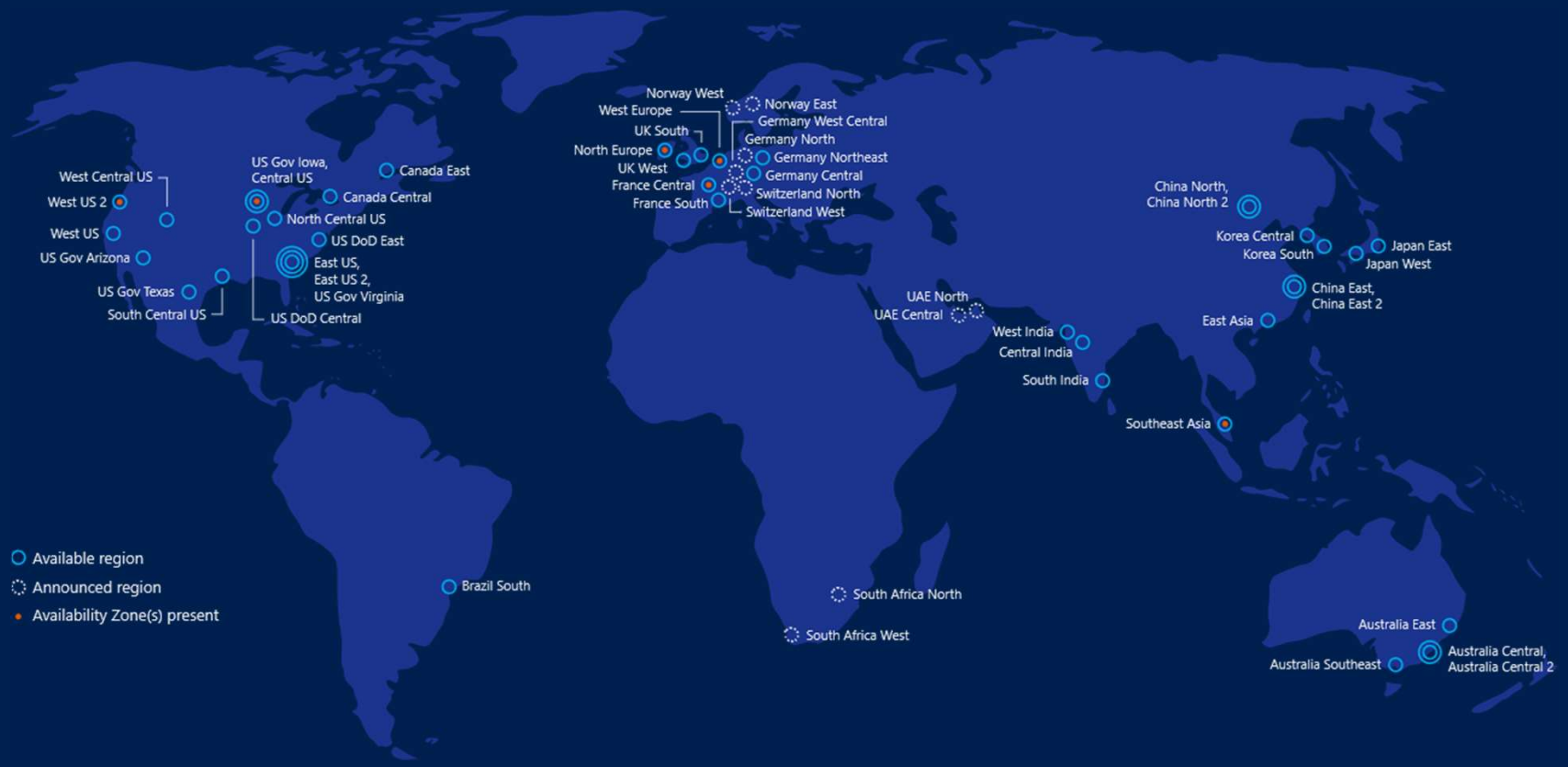

Microsoft Azure
Programming languages + tools
.NET, Visual Studio, TFS + Git, Java, NodeJS, PHP, Python, Ruby, C++
IaaS
Windows VMs
Linux VMs
Storage
Networking
PaaS
Web
Mobile
Gaming
IoT
Data
Analytics
Media
Identity
Microsoft cloud infrastructure

54 Azure regions



The most trusted and compliant cloud

Trust

GLOBAL

- ISO 27001
- ISO 27018
- ISO 27017
- ISO 22301
- SOC 1 Type 2
- SOC 2 Type 2
- SOC 3
- CSA STAR Self-Assessment
- CSA STAR Certification
- CSA STAR Attestation

US GOV

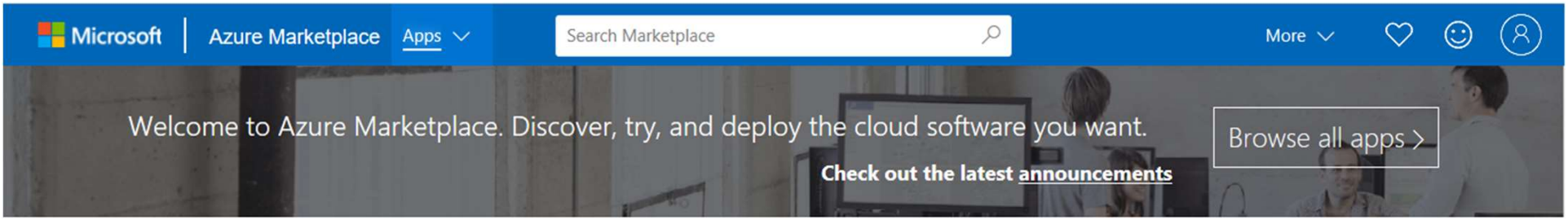
- Moderate JAB P-ATO
- High JAB P-ATO
- DoD DISA SRG Level 2
- DoD DISA SRG Level 4
- SP 800-171
- FIPS 140-2
- Section 508 VPAT
- ITAR
- CJIS
- IRS 1075

INDUSTRY

- PCI DSS Level 1
- CDSA
- MPAA
- FACT UK
- Shared Assessments
- FISC Japan
- HIPAA / HITECH Act
- HITRUST
- GxP 21 CFR Part 11
- MARS-E
- IG Toolkit UK
- FERPA
- GLBA
- FFIEC

REGIONAL

- Argentina PDPA
- EU Model Clauses
- UK G-Cloud
- China DJCP
- China GB 18030
- China TRUCS
- Singapore MTCS
- Australia IRAP/CCSL
- New Zealand GCIO
- Japan My Number Act
- ENISA IAF
- Japan CS Mark Gold
- Spain ENS
- Spain DPA
- India MeitY
- Canada Privacy Laws
- Privacy Shield
- Germany IT Grundschutz workbook



Featured apps

Barracuda CloudGen WAF for Azure
By Barracuda Networks, Inc.
★★★★★ (1)
Software plans start at
$1.04/hour
Test Drive

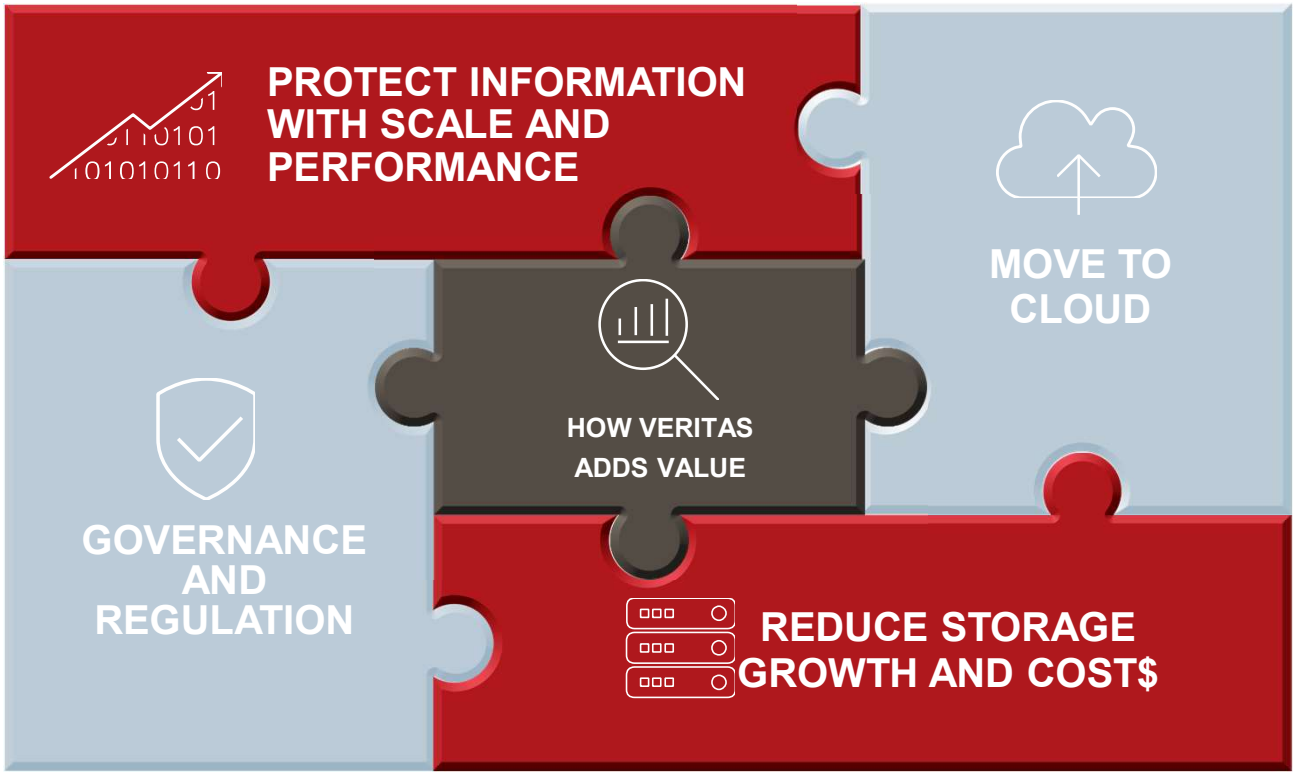
NetApp Cloud Backup Cloud-Based Appliance
By NetApp
Software plans start at
$0.67/hour
Test Drive

NetScaler ADC: Load Balancer, SSL VPN, WAF & SSO
By Citrix
Software plans start at
Free
Get it now

Elasticsearch
By Elastic
★★★½☆ (3)
Price varies
Get it now

SoftNAS Cloud Platinum
By SoftNAS
★★★★★ (1)
Software plans start at
$0.294/hour
Free software trial

The Veritas Value Add



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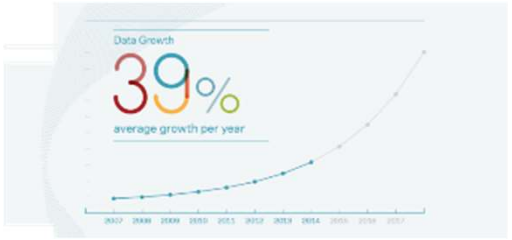
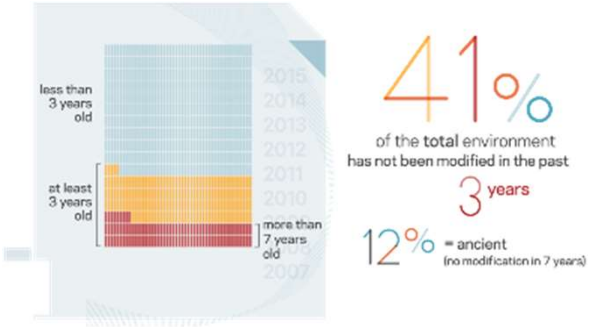
Today's Business Challenge

- Research and findings

The Data

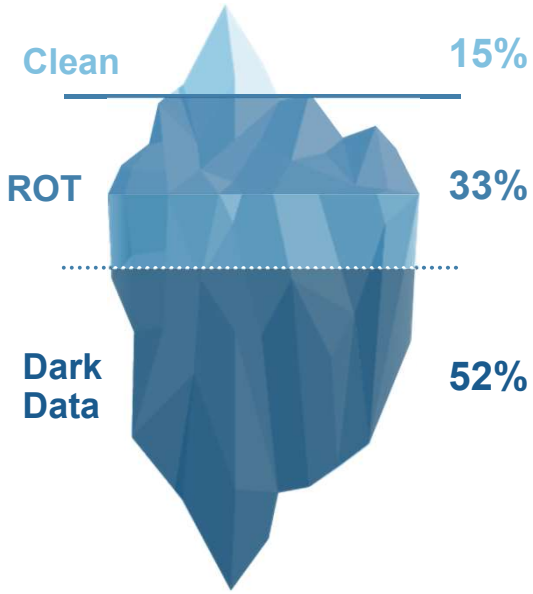
Data Genomics Index





The People

Global Databerg Report



Key Finding #1

Data keeps growing at an impressive rate

Key Finding #2

There is a lot of stored data that hasn't been touched in a long time

Key Finding #3

Organizations don't know the context around the data they are storing

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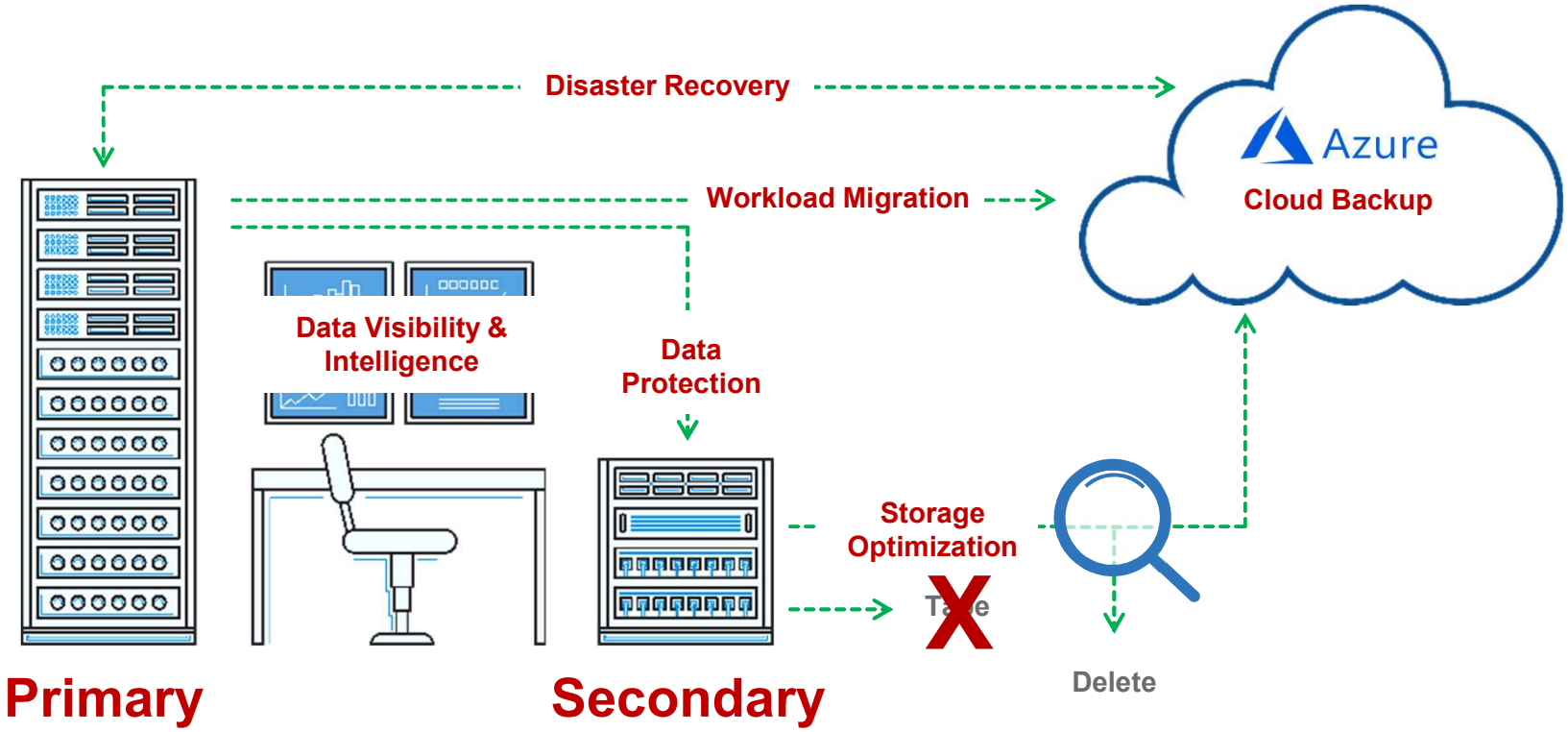
Deep Technology Integration with Azure



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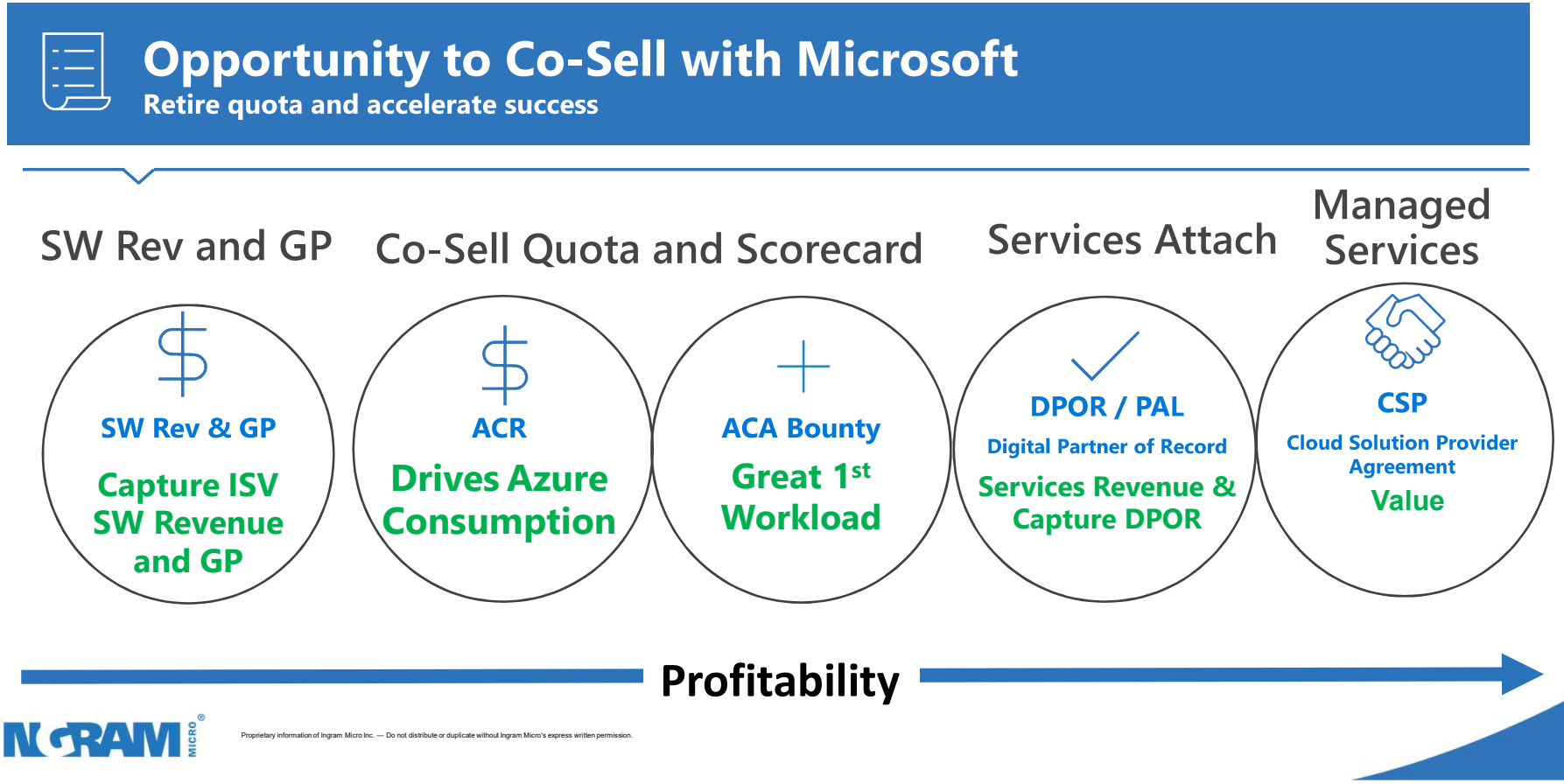
What's In it for the Partner Channel with ISV Cosell?



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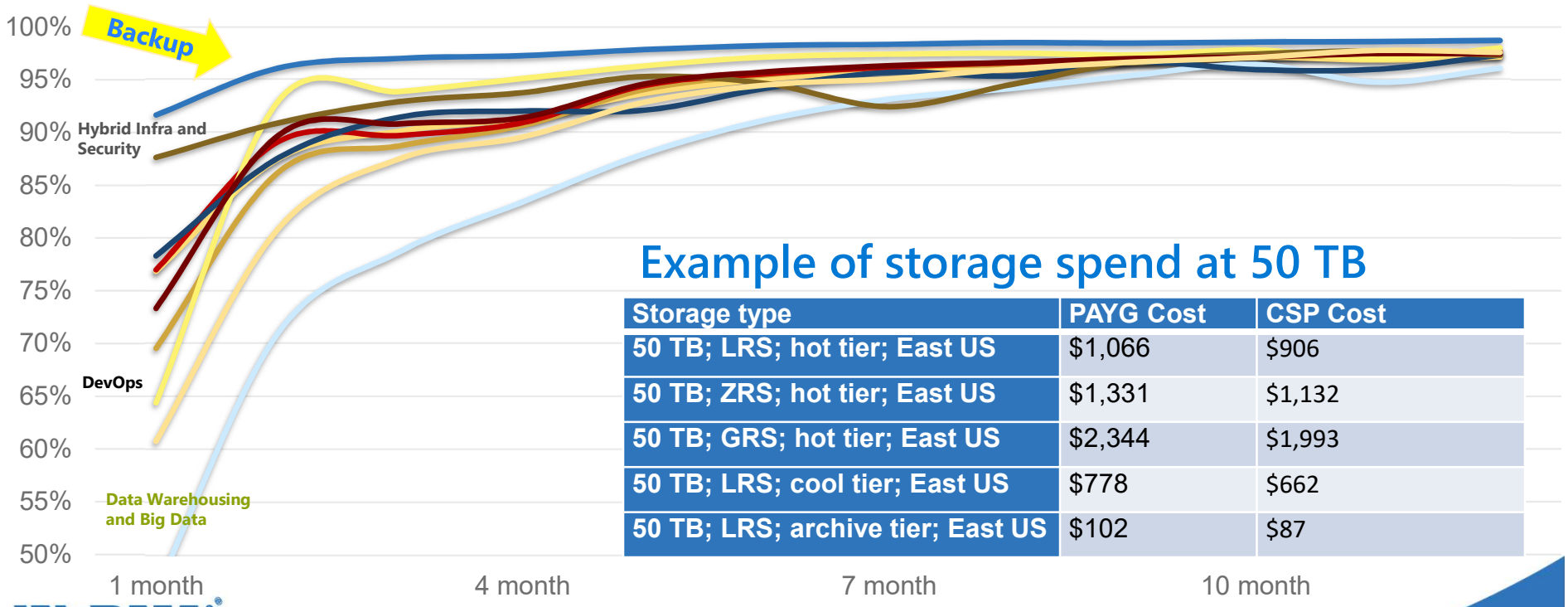
Why start with Data Management?

Backup is our stickiest workload, fastest route to ACA and ACR, least customer impact

Backup reaches highest retention rate within 2 months.



Example of storage spend at 50 TB

Storage type	PAYG Cost	CSP Cost
50 TB; LRS; hot tier; East US	$1,066	$906
50 TB; ZRS; hot tier; East US	$1,331	$1,132
50 TB; GRS; hot tier; East US	$2,344	$1,993
50 TB; LRS; cool tier; East US	$778	$662
50 TB; LRS; archive tier; East US	$102	$87

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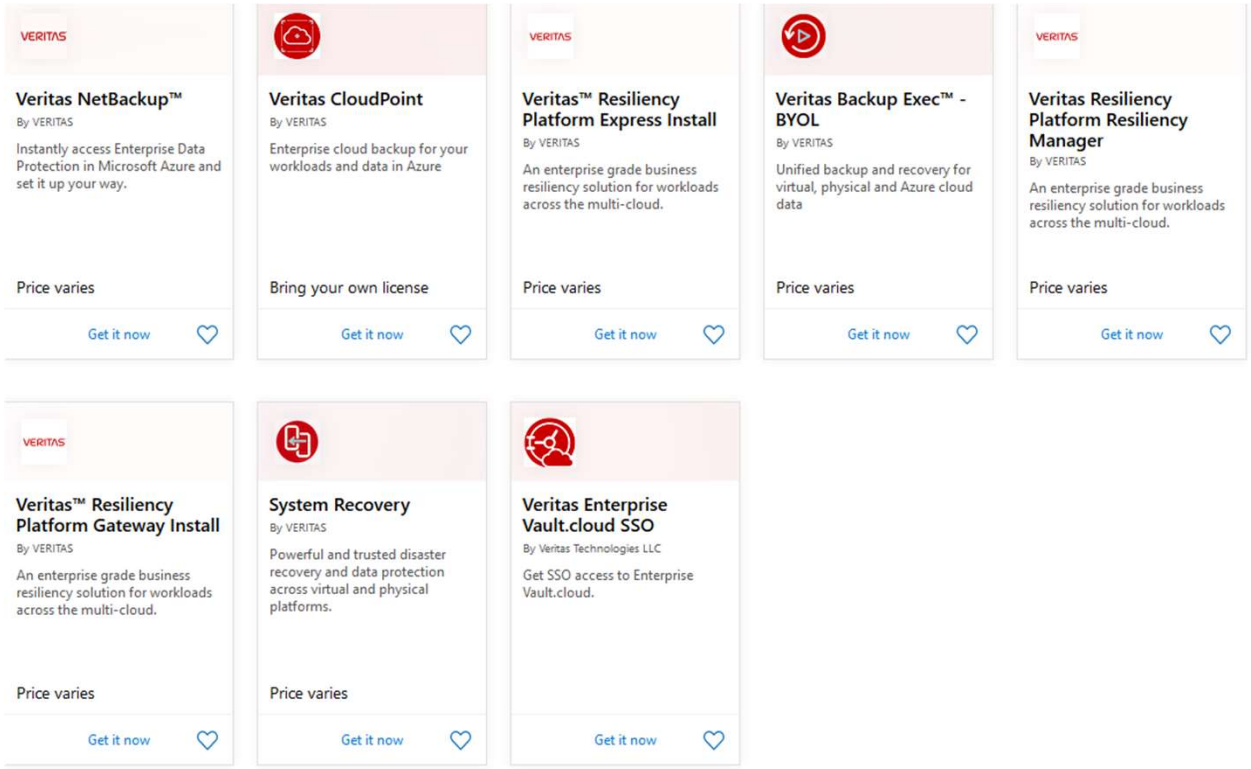
Powered By C+E Insights

Veritas solutions in Azure Marketplace



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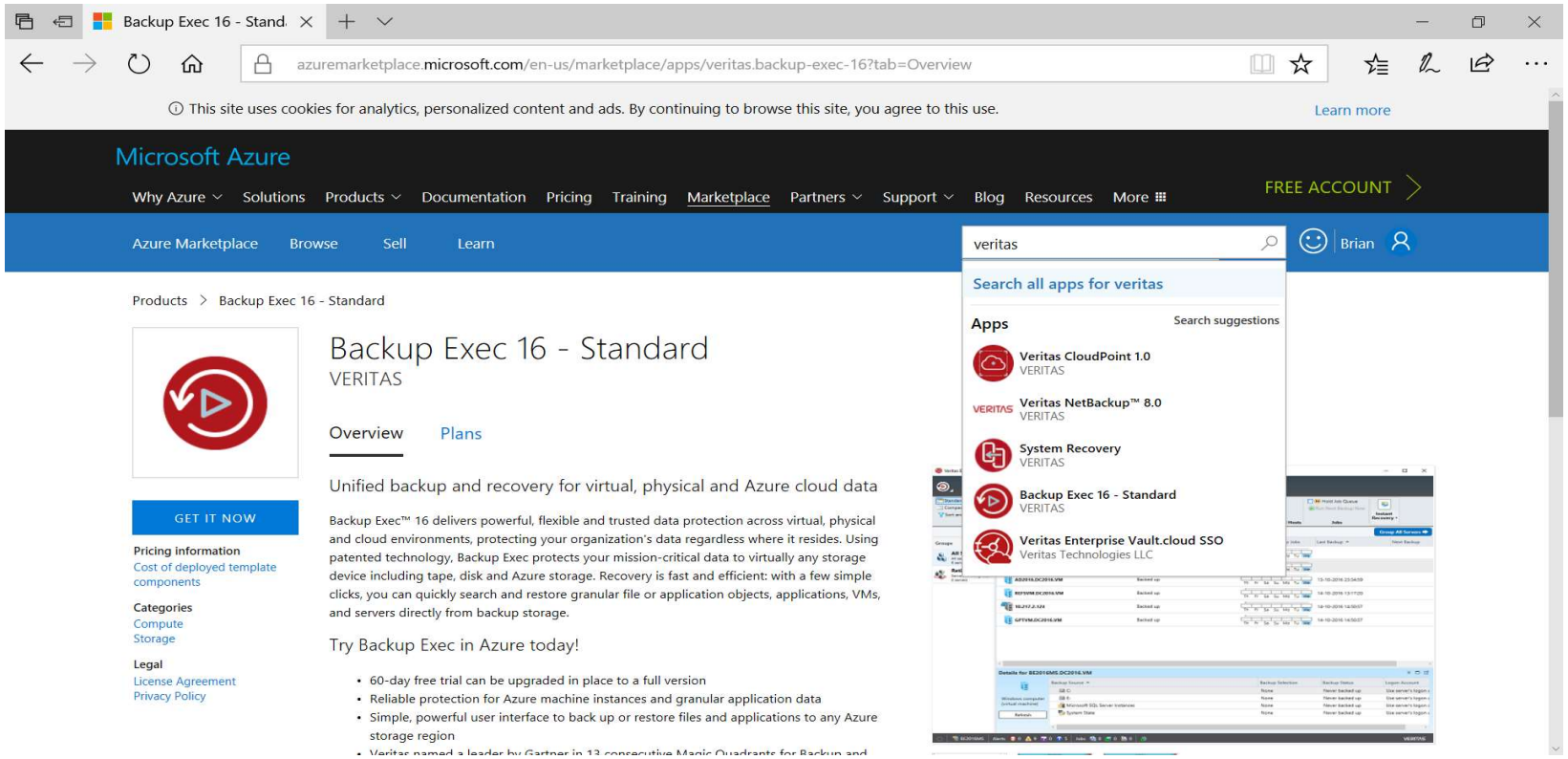
Try Veritas for FREE in Azure!



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Veritas helps drive Azure consumption and grow in the Accelerate Program

		Fundamentals	Develop	Elite
		<$10k/mon	*$10k-$50k/mon*	*$50k+/mon*
Demand Gen	Playbook: End customer quarterly digital campaign	✓	✓	✓
	Playbook: Partner success story spotlight		Case study	Case study + video
	Prospecting as a Service: Lead Pass Program			✓
Lifecycle Services	White Label Services	Access	Access with discount	Access with discount
Pricing	Exclusive Promotions (Net Tenant Credit)	$200	$300	$500
	Volume Discount Eligibility		Volume Discount	Volume Discount
Certs	Azure Competency Training	Fundamentals Training	Up to 1 Associate	Up to 2 Associates
Elite Partner	Azure Business Plan Consultation		✓	✓
	Dedicated Account Manager Support		✓	✓
	Exclusive Cloud Summit Promotion and Access	CS20 $100 Discount	CS20 $200 Discount	CS20 $300 Discount

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Is your customer ready for Veritas + Microsoft Solutions?

Questions to start the conversation

- What is the current long-term storage target for your backups? Tape? Cloud?
  - Solution: Veritas Backup with Azure Storage
- Have you already migrated workloads to the cloud? How are you protecting those workloads today?
  - Solution: Veritas CloudPoint with Azure
- Do you know where your data is? How old it is? Who owns it? Does it *really* need to be continually backed up? Or can it be archived in the cloud?
  - Solution: Veritas Information Map

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Next Steps : Netback Up

- NBU 7.7.3 end of support May 2019
- Upgrade them to latest an greatest 8.1.2

Benefits:

- New NBU GUI
- Orchestrate snapshots of cloud workloads in AWS, Microsoft and Google
- Smart Meter

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Next Steps : Backup Exec

- BE16 end of standard support April 2 2019
- Upgrade them to latest an greatest 20.3
- 20.4 arriving in May 2019 !

Benefits:

- After 20.2 instant cloud recovery (Azure DR)
- After BE20 and above: Information map integration
- Smart Meter (20.4 Release)

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VPF Program Financial Benefits by Partner Tier

Level	Margin Builder Discounts	Rebates
Registered	10%	N/A

Margin Builder

Registered, Silver, Gold, and Platinum tier partners can earn a front-end discount on commercial business opportunities with Margin Builder. To qualify, you must register your opportunity in the Margin Builder portal. The registration process takes less than two minutes to complete, making it quick and easy to register your opportunities.

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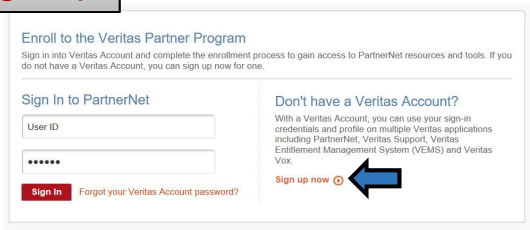
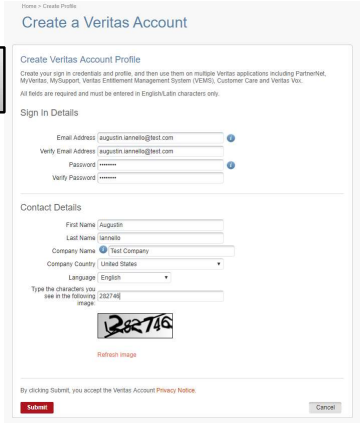
Easily Register and Start receiving Margin Builder Discounts

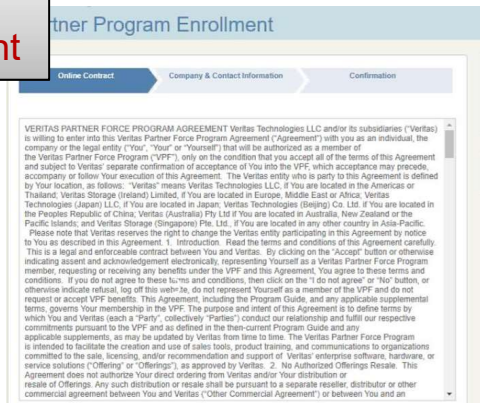
1. Select Sign Up



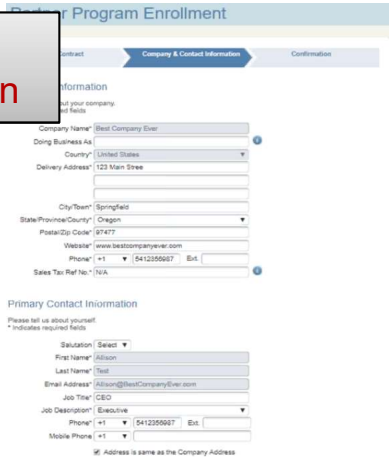
2. Create A Login



3. Accept The Program Agreement



4. Fill Out Your Company Information



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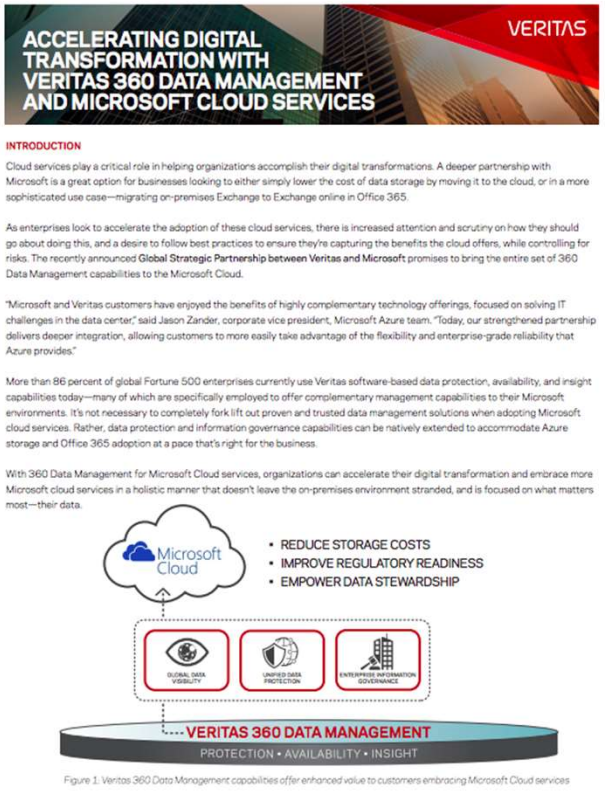
Resources for you

- Marketing assets in the OCP Catalog
- 360DM on Azure: https://veritas.com/microsoft
- Veritas Alliance Team:
  - Carla Ewing carla.ewing@veritas.com
  - Dave Little dave.little@veritas.com
  - Dana Epstein dana.epstein@veritas.com



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Q&A

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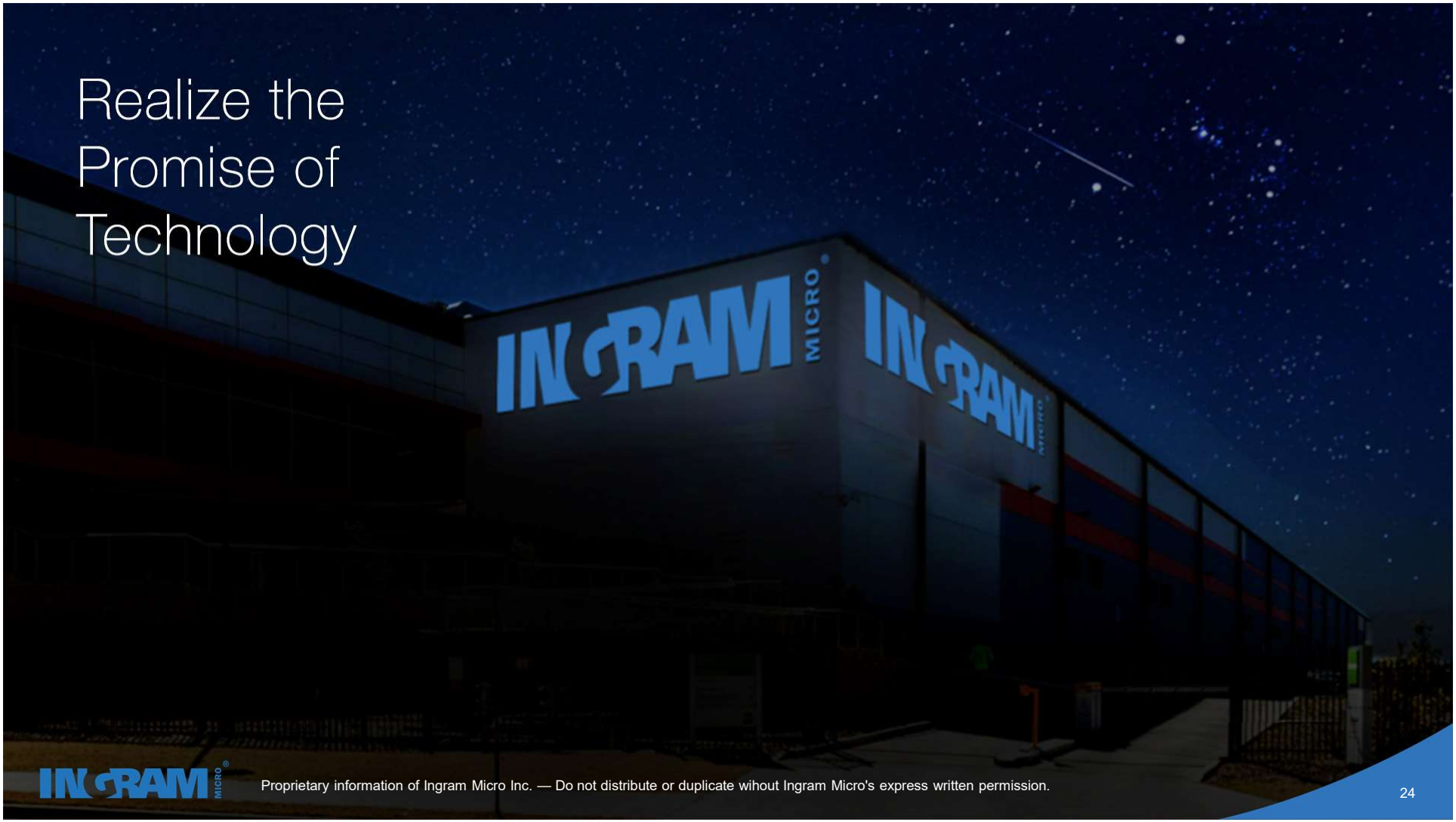

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