



Joint Solution Brief

NetApp and Asigra Data Protection as a Service Solution for Service Providers

Grow your business with cloud-based backup and recovery services

KEY BENEFITS

Address a Broad Market with Public, Private, and Hybrid Cloud Support

Expand your addressable market by offering flexible deployment options and multiple service levels.

Maximize Your Opportunity

Accelerate customer acquisition with frictionless onboarding and cross-sell add-on services to grow your share of wallet.

Minimize Cost of Goods Sold

Minimize the infrastructure and administrative resources needed to support your customers with our efficient and scalable solution.

Deliver Security and Compliance

Provide a secure service offering to customers that meets stringent regulatory compliance requirements.

Team with Experience

Benefit from the experience, expertise, and support from two data protection industry leaders.

The Challenge

Being challenged to do more with less, IT departments are scrambling to keep up with continuously expanding data and its protection requirements. Many businesses struggle with the capital resources required to keep pace using traditional, inefficient backup solutions. These resource limitations are forcing IT departments to look to the cloud and a “pay as you go” (operational expense) option for data protection. Data protection as a service (DPaaS) provides an efficient solution for data protection with a significantly lower upfront cost. It also allows customers using tape-based data protection to experience the improved recovery point and recovery time benefits of a disk-based data protection solution.

For a service provider, DPaaS provides a tremendous tangible opportunity for new business. DPaaS expands your current services portfolio to help you acquire new customers, deepen existing customer relationships, and increase your overall revenues. So how can you rapidly go to market with a differentiated, full-featured DPaaS solution without a substantial initial investment?

The Solution

Asigra and NetApp have teamed up to provide a highly scalable, integrated solution for your DPaaS offering. The powerful solution is built on NetApp® storage and Asigra cloud backup software, giving you the fastest time to revenue with proven cloud delivery processes and a single efficient storage platform.

With the ability to back up and protect data from any physical or virtual data source, you can deliver a comprehensive data protection service offering. Whether your customers want data protection with the economy of a public cloud, the assurance of a private cloud, or the flexibility of a hybrid cloud, with the Asigra and NetApp solution, you have the ability to deliver.

Better Together

Working together, we have integrated our technologies to maximize performance and efficiency. The solution is specifically designed to take advantage of native NetApp features to deliver faster backups and restores while improving scalability of your service offering.

Maximize Opportunity

With a secure multi-tenant architecture, the solution can support dozens to thousands of customers on a single system. Asigra's agentless backup software installs painlessly at the customer site on an existing server. The single instance can be used to protect any physical or virtual device, minimizing impact on the customer's environment, accelerating deployment, and maximizing your profitability. This frictionless process allows you to add customers easily and grow your business faster.

Expanding your portfolio is easy; offering additional services such as recovery assurance, virtual disaster recovery, and options to switch between public, private and hybrid cloud configuration enables you to build a long-lasting and more profitable relationship with your customers.

Minimize Infrastructure and Administration Costs

Our solution is highly automated, is bandwidth and capacity efficient, and provides client-side self-service tools to minimize infrastructure and administration costs:

- Incremental backups only copy new or changed files, reducing the amount of data to be copied

- Client-side deduplication and compression minimize capacity usage while conserving bandwidth and accelerate both backup and restore performance
- Secure multi-tenancy optimizes infrastructure utilization, enabling you to get the most out of your systems
- Automated thin provisioning allocates disk space as it is written for optimized efficiency
- Backups and restores can be initiated on demand by the customer without the need of an administrator

SLA and Security Advantages

Continuous data protection (CDP) provides fine granularity for point-in-time backups to address the most stringent recovery point objective service-level agreements (RPO SLAs). Local backup options and fast WAN transfers address a range of recovery time objectives (RTOs) from fast to very fast. Additional integrated tiered backup aligns the value of data with the cost of protection. Off-site replication enables you to deliver add-on services and multiple service levels without additional operational complexity.

With the Asigra and NetApp solution, your customers do not have to worry about security. Encryption for data both at rest and in flight is implemented with strong 256-bit, FIPS 140-2 validated encryption algorithms. This enables you to address data security and regulatory compliance concerns, attracting a larger customer base.

We Are In It Together

You need a solution partner who offers proven cloud technology and a partnership model that helps you not only design your service but also take it to market. Clouds based on NetApp support more than one billion end users worldwide. And our leading cloud service provider partner program provides resources to promote your success from design through operations to sales and marketing. We don't sell our own cloud services; rather, we help you to build and sell yours. Together with Asigra, our global ecosystem of sales professionals, resellers, and system integrator partners is available and ready to extend your sales coverage and grow your business.

About Asigra

Asigra transforms the way businesses manage and protect their data by delivering market leading cloud backup solutions that seamlessly and efficiently manage, scale and deliver data protection services. For more information, visit www.asigra.com.

About NetApp

NetApp creates innovative storage and data management solutions that deliver outstanding cost efficiency and accelerate business breakthroughs. Discover our passion for helping companies around the world go further, faster at www.netapp.com.

Go further, faster®

