![COMMVAULT®]

▶ Disaster Recovery as a Service (DRaaS)

DELIVERING AN EASILY SCALABLE, FEATURE RICH MULTI-TENNANT SOLTION

▶ KEY BENEFITS:

Lower Infrastructure Costs – Commvault software singular platform shares heterogeneous storage infrastructure across backup, archive and replication managed from a single console.

Add New Revenue Streams – Commvault modular product offering allows you to implement your backup solution first, then add functionality to address disaster recovery, archiving and e-Discovery over time, scaling up to thousands of servers, without having to deploy additional software products.

Improve Operational Efficiency – Scalable multi-tenant architecture offers built-in data compression and deduplication across backup and archive data copies, to increase performance and infrastructure efficiency.

Rapidly Scale – Commvault service offerings grows with your business. Start small, go BIG, there is no need for a major re-design or platform upgrade to meet your growth needs.

Increase Productivity – Workflow automation, reporting tools, and self-service features reduce staff time spent on manual tasks, while increasing visibility into operations.

Guarantee compliance and security - From encryption to granular, policy-based controls, deliver the compliance and security features needed for even the most regulated data and applications.

Learn how Ubistor has expanded its service portfolio to include DRaaS.

Read the Case Study

BUSINESS CHALLENGES

Customers need a way to provide business continuity in the event of unexpected or expected disasters, however implementing Disaster Recovery (DR) means solving the challenge of moving the data to an acceptable recovery location with minimal loss, activating the data in such a way that it functions as it did prior to the disaster, while maintaining the DR environment, expertise and ever-evolving discipline to operate such a function.

In many cases, Disaster Recovery projects and their implementations fail due to poor planning, lack of testing, automation or expertise, manual systems, procedures and human error, all of which combine to decrease the probability of a successful recovery and failure to meet RTOs during a real event.
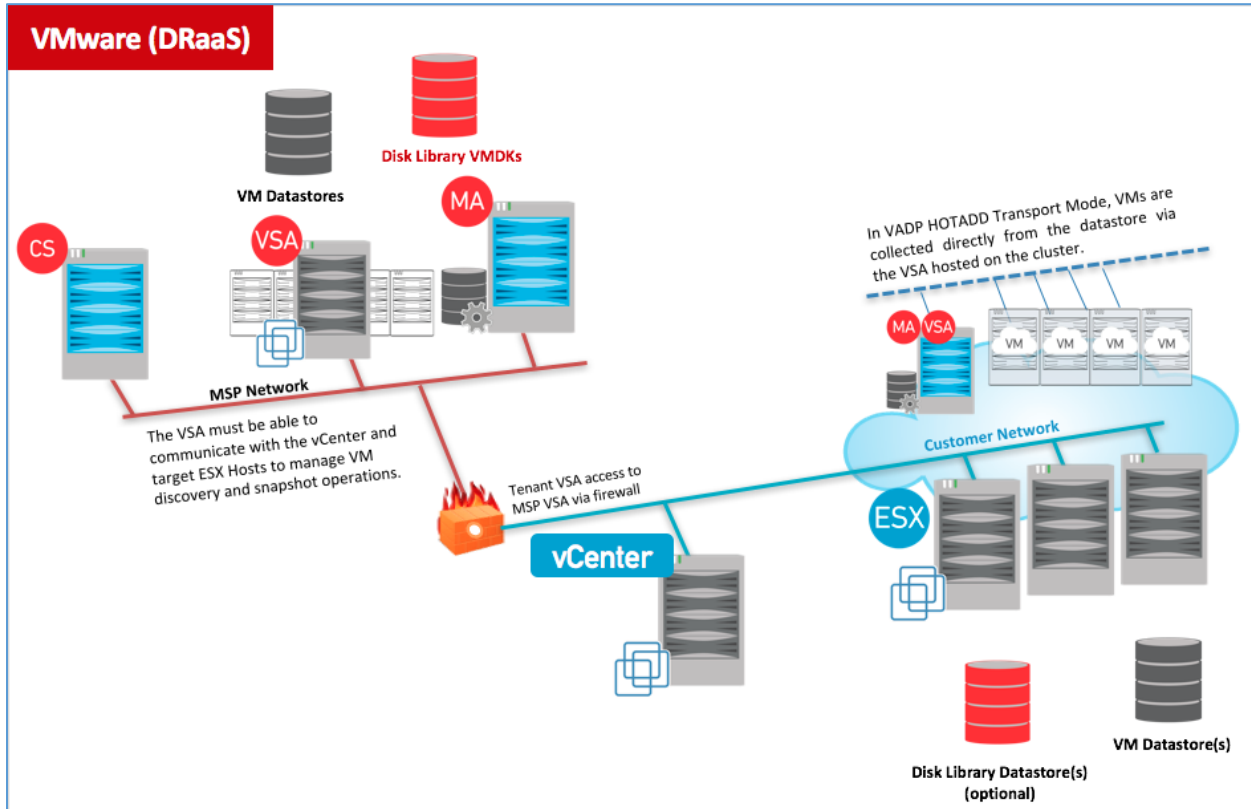
Disaster Recovery as a Service powered by Commvault, present an opportunity for Service Providers to address these pain points by packaging the technology and expertise into a single offering, unlocking several benefits:

- Ability to increase coverage of IT systems with a Disaster Recovery solution through cost benefits
- Elimination of need to acquire, implement and absorb the costs associated with DR environment build & upkeep, recovery technologies and expertise
- Reduction of complexity normally attached to recovering highly complex IT systems
- Minimize downtime across simple and complex IT systems
- Increase robustness of IT systems through Disaster Recovery test capabilities, leveraging elastic cloud resources and allowing the organization to measure & prevent future failures

Commvault's experience in Data Management delivers top-of-the-class features & functionality required to power and manage a DRaaS offering at scale, increasing the value proposition and go-to-market power for the MSP.

SOLUTION DIAGRAM

DRaaS Powered by Commvault VM based Distributed Deployment

SOLUTION DETAILS
Commvault DRaaS for Service Providers

Commvault offers service providers high-value services to add to their catalog that align easily to services they already sell. Commvault offers Backup for IaaS VMs and storage offered by the SP, *Disaster Recovery as a Service* for VMs the end-customer run on their premises, Migration as a Service to assist with moving on-premises VMs into the SP datacenter, or the Cloud, and Remote Backup as a Service to manage the end-customer backup of on-premises workloads. These services can be offered at multiple performance tiers, allowing the service provider a range of price points and service levels for their customers.

Disaster Recovery as a Service (DRaaS)

DRaaS powered by Commvault is a Cloud-Enabled Managed Service offering based on industry-leading* Commvault software that expands on traditional Commvault data backup capabilities to enable the failover and recovery of data and workloads at a secondary site for the purposes of disaster recovery. It also offers a level of self-service control via a web portal, thereby allowing the customer to interact directly with the service. The primary goal of the Service is to provide a turnkey platform that service providers can utilize to deliver a new set of solutions to their customers that meet the growing demand for the recovery of workloads across multiple public and private compute and storage platforms where real-time failover or "zero downtime" are not requirements.

Features of the service include:

- Agent-less, Hypervisor / Virtual Machine-level Replication
- Assisted Recovery Initiation (DR Concierge desk & SLA)
- Planned and Unplanned Failover execution
- Failback and Test Failover support
- Service Reporting
- Recovery options outside of VM Replication:
- Application / Database-level recovery
- Granular file-level recovery
- In & Out-of-place recovery options
- Physical to Virtual support (VirtualizeMe)
- Self Service Restore support
- Customizable Workflows (DR Runbooks-as-code)
- Data Encryption options

Tenants of the services can opt to provide Disaster Recovery coverage for a subset or all of their systems under a Service Plan, with Service Options and Extras allowing for further customization within the subscription.

Service Plans:

Service Plans define the frequency (schedule) for which the backup operations run, number of copies, retention and service levels. DRaaS offers 3 Service Plans from which you can deliver varying performance objectives out of the box. That doesn't limit the offering as customized Plans can also be launched to support any advanced objectives that may be required. Services can be offered that align to specific RTO/RPO objectives that allow a MSP to expand their Service catalogue and revenue streams.

Benefits:

- Standardized out of the box plans reduce selection options and speed time to launch.
- Customizable to offer SLA's to support business or compliance needs.

Service Options:

Service Options are available as add-on which elevate the Service Catalogue and increase the customization and revenue capabilities for the Service Provider. These allow the SP to offer a differentiated value add to their customer base to position above their competition.

Benefits:

- Deliver a differentiated offering to uniquely position your business
- Increase revenue opportunities with expanded catalogue offerings.

SUPPORTING YOUR BUSINESS TODAY AND INTO THE FUTURE

What has been outlined is a standardized service offering that allows for rapid deployment, startup and profit. The depth of our product allows a Service Provider to build other as a Service offerings depending on the business strategy and plans, for example, e-discovery, End-Point, and others.

The Service Provider doesn't have to go it alone. In addition to an easily deployed and quick to revenue service offering we also have teams whose expertise specifically focuses on our service provider partners. From assessment, customized implementations to marketing and business development our experienced service provider partner team can help our partners build out a catalogue in any area they might look to expand into.

Commvault's experience in Data Management delivers unparalleled features & functionality required to power and manage a multi-tenancy offering at scale, increasing the value proposition and go-to-market power for the managed service provider.

Give us a call today to find out how we can help build out a data protection service catalogue offering. Chances are we can get you there fast!

Click here to learn more about Commvualt's Service Provider Program