

Mission Assured Cyber Resiliency

Mission-Ready Cyber & Data Resilience Webinar
Delivering Speed and Scale for the Federal Mission

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Mission Assured Cyber Resiliency

Mission-Ready Cyber & Data Resilience Webinar
Delivering Speed and Scale for the Federal Mission

Commvault & NetApp Partnership Teams

Patrick Conway, Commvault Strategic Alliances Manager

Chris Maino, NetApp Sr. Solution Architect Manager



It is the certainty that you are about to recover, that brings results, not the hope.

- Emile Coue

French Psychologist/Pharmacist

Why we're here today

1

Federal Landscape

The shift from breach prevention to mission-assured recovery in today's evolving federal cyber environment.

2

Storage Substrate

How modern, immutable storage architectures form the resilient foundation for trusted recovery.

3

Control Plane & Cleanroom

Orchestrating verified, policy-driven recovery with isolated validation to ensure clean restores.

4

IRE Architectures

Designing secure, air-gapped isolated recovery environments for rapid, defensible cyber recovery.

5

Hybrid & Compliance

Enabling recovery across on-prem and cloud environments while aligning with Zero Trust and FedRAMP mandates.

The Holistic Federal Cyber Strategy

Federal agencies are complimenting breach prevention with recovery certainty:

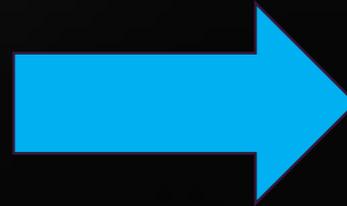
- *NetApp & Commvault help Agencies modernize with integrated storage and cyber recovery architectures.*



Reframing the Mission Outcome

*“Prove the agency can recover trusted data
at speed and scale – across any
environment – even under active attack.”*

From: Prevention Perfection
(Selling perimeter tools)



To: Recovery Certainty
(Selling mission assurance)

Strategic Note: In this reality, NetApp and Commvault are architectural, not tactical.

Federal Cyber Strategy Has Shifted

The question is no longer “Can we prevent a breach?” It is now “Assume breach – can we recover cleanly, fast, and at scale.”

Key Takeaway: This is no longer a security problem; it is a data resilience and recovery architecture problem.



The Threat

Ransomware and nation-state actors targeting storage layers.



Accountability Shift

CIOs: Measured on mission uptime.
CISOs: Accountable for recovery readiness.



Compliance Pressure

FedRAMP IL4/IL5.
Strict data isolation.
Post-quantum readiness.

The New Reality: Disaster Recovery ≠ Cyber Recovery

Ransomware is now a \$57B global crisis.¹

Every minute of **downtime** is costly

24 days

Average time to recover from a ransomware attack²

\$14,056

Average cost per minute of downtime³

\$4.88M

Average cost of a data breach⁴

Mission-Critical Conclusions



Storage

Architectures that
assume attack.



Recovery

Platforms that
prove readiness.



Compliance

Demonstrable,
not theoretical.



Speed

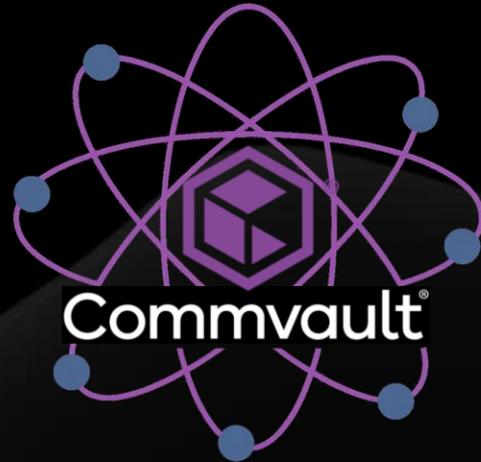
Restoring trust,
not just data.

If the mission fails because data can't be recovered, nothing else matters. Commvault and NetApp give you the architecture to make sure it doesn't.

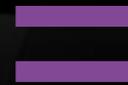
Unified Architecture for Mission Resilience



The Recovery Substrate
(System of Record)



The Control Plane
(System of Verification)



**Mission
Resilience**

The FSI Opportunity: A Mission-Outcome Platform you can lead, integrate, and operation.

The Power of “AND” not “OR”

NetApp: The Recovery Substrate

Commercial Solutions for Classified Environments

- ✓ Quantum-Resistant Encryption (Crypto agility roadmap)
- ✓ Multi-Tenancy (Strict agency/mission separation)
- ✓ Protocol Flexibility (NAS, SAN, Object)
- ✓ Scale-Out Architecture (Survives partial compromise)
- ✓ Immutability (Storage-level isolation)



NetApp drives capacity growth and higher-value architectures by becoming the backbone of mission recovery.
ARCHITECTURE MATTERS

Commvault: The System of Verification

Turning Theoretical Recovery into Provable Readiness

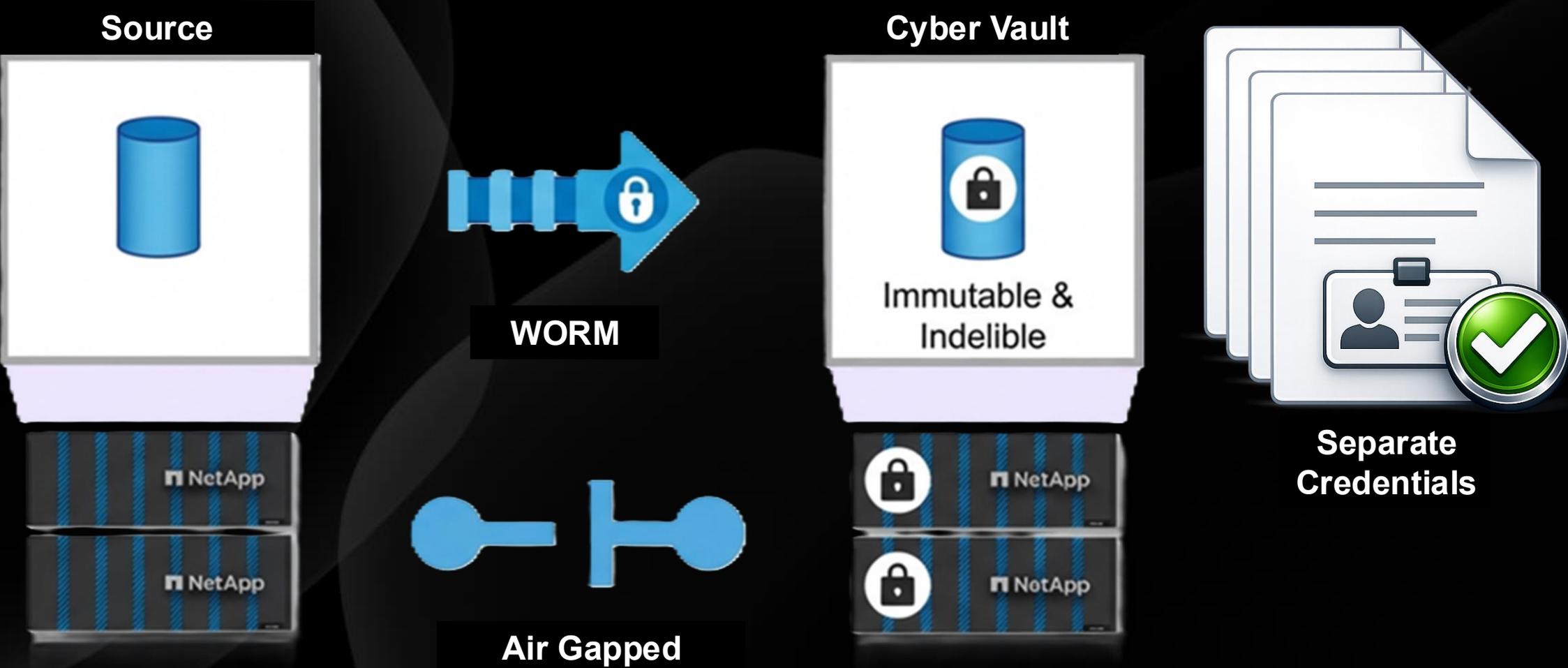
- ❖ SaaS-First & Software-Defined (Flexible delivery)
- ❖ FedRAMP alignment (IL4 / IL5 standards)
- ❖ Disaggregated Architecture (On-prem, Cloud, Hybrid)
- ❖ ResOps Model (Orchestration + Validation)

Commvault Command Center



Enabling assume-breach recovery models and evidence-based compliance.

The Joint Solution: On-Prem Isolated Recovery (IRE)



On-Prem Isolated Recovery Environment (IRE)

Use Case Scenario #1

- **Core Tech: NetApp StorageGRID + Commvault**
- **Designed For:**
 - Massive scale data management, Air-gapped recovery strategies
 - Object immutability
- **Ideal Use Cases:**
 - Enterprise-wide agencies,
 - Multi-mission data estates,
 - Long-term cyber vaults.

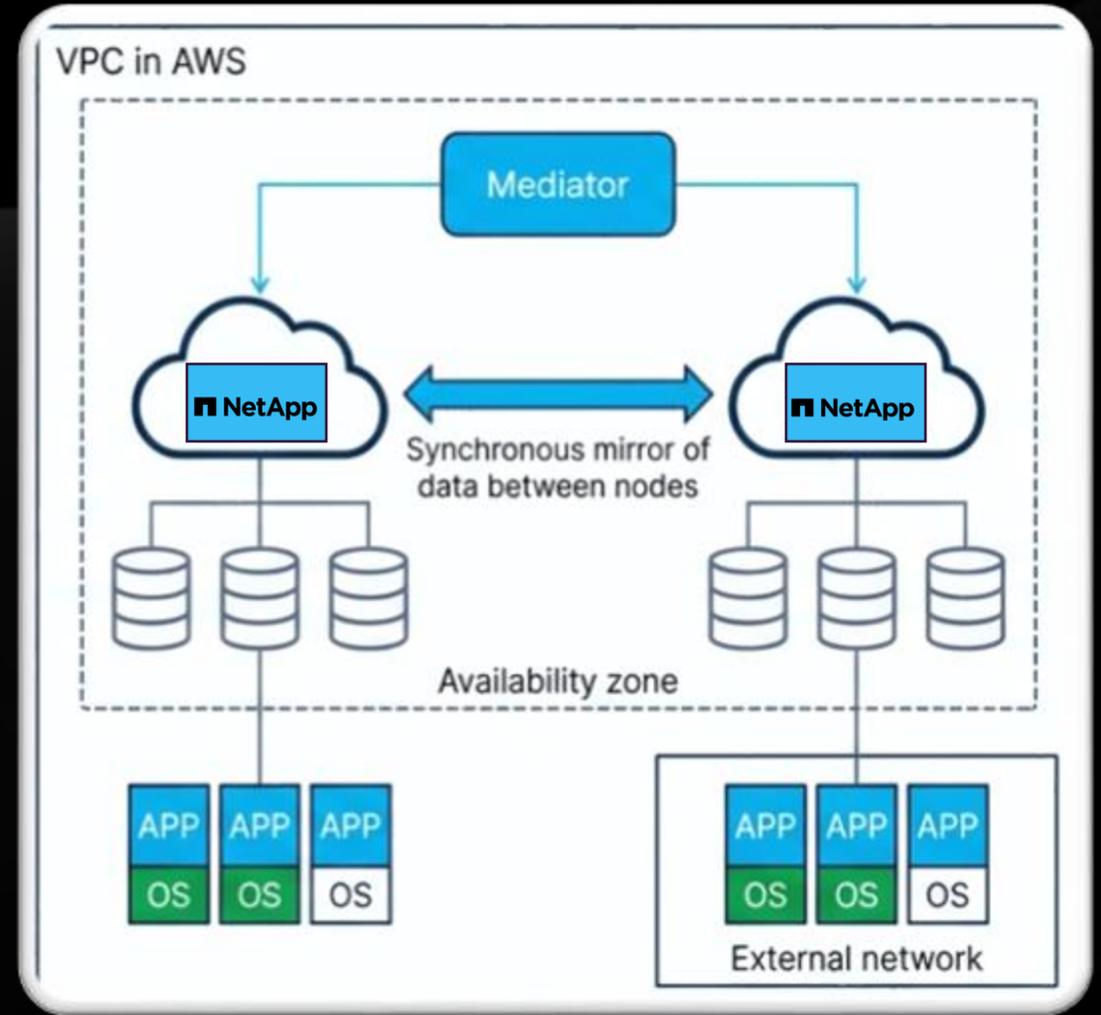


IN THE WORKS FOR 2026

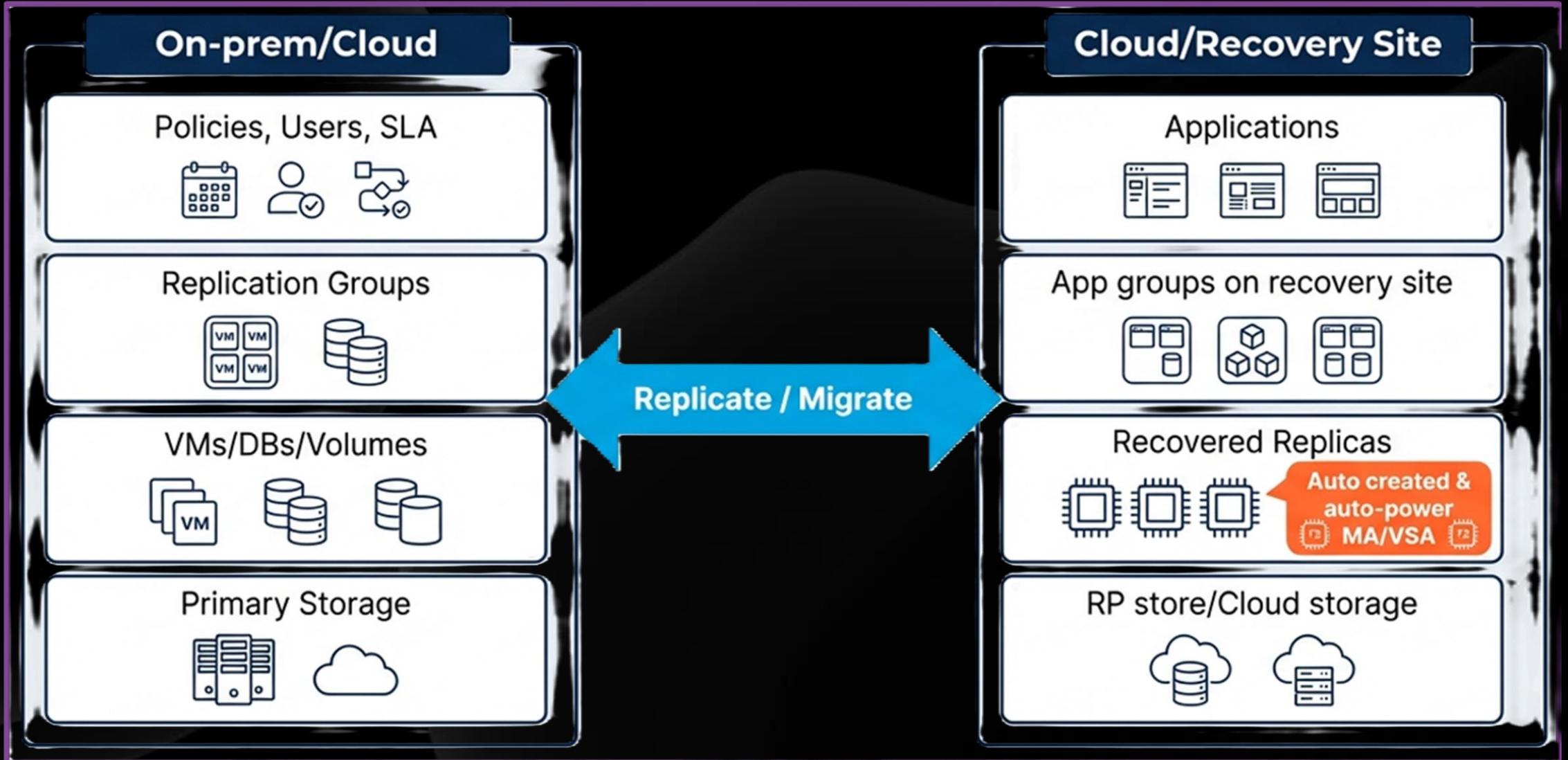
On-Prem Isolated Recovery Environment (IRE)

Use Case Scenario #2

- **Core Tech: FlexPod / ONTAP + Commvault Unity**
- **Optimized For:**
 - Speed of recovery
 - Operational familiarity
 - Rapid recovery testing cycles
- **Ideal Use Cases:**
 - Specific mission systems
 - Tactical recovery needs
 - Classified/constrained environments



Hybrid & Cloud Agility



Two Federal Deployment Paths

“Modernization does not mean abandoning on-prem. It means architecting recovery correctly.”

NetApp Storage Portfolio Integration



Centralized management of data across environments



Simplified, accelerated protection and recovery



Foundational data security, immutability, and threat intelligence



Enhanced workload mobility and agility across hybrid cloud

ALL FLASH

HYBRID FLASH

OBJECT

CLOUD



ASA SAN



FAS Series



StorageGRID



Azure NetApp Files



AFF A-Series



E-Series



Amazon FSx for NetApp ONTAP



AFF C-Series



Google Cloud NetApp Volumes



EF-Series



Cloud Volumes ONTAP

The only enterprise storage validated to store top-secret data everywhere



**Commercial Solutions for
Classified (CSfC)
Components List**



FIPS 140-3



**Department of Defense
Information Network
Approved Products List
(DoDIN APL)**



Common Criteria

Industry Standards & Certificates



NIST 800-53 CP9 & CP10 Compliant
Establishes standards for contingency planning and configuration management to maintain the security of information systems and protect sensitive data from unauthorized access or modification.



FedRAMP High
The most stringent confidentiality, accessibility, and availability standards set forth for US government contractors and agencies. See Metallic Government Cloud for more information.



IRAP Infosec Registered Assessor Program (IRAP) Australian offers a robust security assessment framework for systems, services, and applications.



FIPS 140-3 Compliant
Validates cryptographic modules for encryption and document processing for handling sensitive data.



ISO/IEC 27001: 2013 Certified
Establishes international standards for managing risks to the security of information.



Center for Internet Security Benchmarks
Establishes standards for configuring and safeguarding IT systems, software, and networks.



GDPR – General Data Protection Regulation
Sets guidelines for the collection and processing of personal information and data.



CJIS – Criminal Justice Information Systems
Provides data security standards for organizations handling criminal justice and law enforcement-centric data.



PCI Certified
Provides security standards and criteria for the acceptance, processing, storage, and transmission of credit card information.



VPAT 2.0 — WCAG and 508 Compliant
Describes the accessibility of Commvault Solutions in conformance with Section 508 of the Rehabilitation Act of 1973.



HIPAA Compliance
Regulates the use and disclosure of protected health information, preventing unauthorized use or theft of sensitive patient data.



SOC 2 Type II Certified
Provides security standards and criteria for the acceptance, processing, storage, and transmission of credit card information.

What does Minimum Viable Company mean to you?



AD / Identity

- ✓ Key applications
- ✓ App dependencies
- ✓ Communications (M365, Workspace)
- ✓ AD, etc



Financial Systems

- ✓ Comprehensive Data Protection
- ✓ Application protection
- ✓ Clean Point Recovery
- ✓ Isolate Bad Copies



Case Management

- ✓ More networking
- ✓ Storage with better performance
- ✓ IRE Servers/Cloud



Citizen Services Portals

- ✓ Best Practices and Guidance
- ✓ MVC Planning Workshops
- ✓ Restore Continuous Business

Cyber What is your agency's Minimum Viable Mission?

Leading Federal Agency

Secure, compliant and cloud-ready solutions displace legacy incumbent platform

Challenge

This Agency had a requirement to strengthen data governance, enhance cyber resiliency, enable cloud readiness and simplify IT management. A critical need without compromising continuity.

At stake: Safeguarding of sensitive-regulated information for Mission Critical Operations with policy driven retention, encryption and secure archiving to meet federal compliance standards.

Closed Solution

NetApp & Commvault: NetApp Complete solution with unified backup & recovery across VMware, Microsoft, disparate databases, cloud-native and SaaS workloads. SaaS capabilities extended secure backup into FedRAMP-authorized cloud environments.

Complete solution included: Commvault, AFF, FlexPod, ONTAP (Snapshot & SnapMirror for immutable backups), BlueXP for SaaS control plane unification (hybrid/multi-cloud environments), FabricPool tiering.

Competition: Pure



The Result

\$6.7M NetApp Deal (New Public Sector Account)

Safeguarded sensitive & regulated information

Secure backup into FedRAMP-Authorized cloud environments

Delivered policy-driven retention, encryption and secure archiving to meet Federal compliance standards

Strengthened data governance, enhanced cyber resiliency, enabled cloud readiness and simplified IT management. No compromise of continuity.

Powering a Federal Agency Backbone

FlexPod and Commvault power the Digital Backbone of a Federal Agency

Challenge

This Customer is a joint federal organization responsible for delivering integrated, high quality healthcare services to military personnel and their families. Customer lacked a standardized partner for clinical workloads, file shares and application across 172 global sites.

At stake: Safeguarding of large spread healthcare records. Require modernization & cost savings through cloud migration and data protection consolidation.

Closed Solution

NetApp & Commvault: Commvault enabled seamless data movement between the Customer's on-prem private & public cloud environments, supporting a critical modernization effort. Commvault provided enterprise-grade data protection for service organization, ensuring secure & reliable backup across clinical workloads.

Solution included: Commvault, AFF, FlexPod & ONTAP. ONTAP proved more effective than the competition due to diverse environments including small site using VSAN. Superior support experience with SAM & post-sale engagement.

Competition: Dell, Pure



The Result

\$30M NetApp Deal (\$9M to Commvault)

Public Sector Military Account

Integrated, High Quality Healthcare services to military personnel the families

Provided a Standardized partner for clinical workloads, file shares & applications across 172 global sites

Modernized environment and provided Cost Savings through cloud migration & data protection consolidation

Monetizing the Mission

For Integrators / Carahsoft Ecosystem

This is architecture + integration, not a margin-thin resale play.

Ladder of Value



“We don’t just deploy cyber tools — we engineer mission recovery.”



 NetApp



 Commvault

Why NetApp & Commvault Together?

- **End to End Data Protection & Management**
 - Seamless integration of NetApp storage with Commvault
 - Simplifies management of data lifecycle, compliance, and DR
- **Cyber Resilience and Security Integration**
 - NetApp provides immutable snapshots and multi-layer security
 - Commvault adds layered protection with anomaly detection, air-gapped copies, and clean-room recovery
- **Improved Efficiency**
 - Native support for Snapmirror and Snapvault
 - Reduce RTO/RPO with granular application aware recovery and automation
- **Cloud**
 - Commvault natively supports NetApp Cloud storage and StorageGRID

NetApp & Commvault Cyber Resiliency Partnership

NetApp and Commvault empower Customers with unmatched cyber resiliency — safeguarding critical data, ensuring rapid recovery, and enabling business continuity across hybrid and multi-cloud environments.

Commvault + NetApp – Recovery you can trust. Resilience you can prove.

The Power of “AND” not “OR”



 NetApp



 Commvault

NetApp & Commvault Cyber Resiliency Summarized

With NetApp and Commvault, organizations don't just back up data — they build cyber resiliency. Our partnership ensures businesses recover fast, stay compliant, and thrive even in the face of cyberattacks.

WINNING TOGETHER

Let's Get Started



Contact internal NetApp –
Commvault champions
Anil Ramachandra, Chris Maino



Reach out to your counterpart
Commvault account rep or
partner business manager.



Contact us at
netapp@commvault.com



Let's Get Started

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A Call To Action

- 1) Review Commvault discovery process
- 2) Whiteboard specific customer
- 3) Reach out with questions
netapp@commvault.com

Next Steps:

-  Contact your counterparts
-  Reach out with questions
netapp@commvault.com
-  Partner Portal -
<https://partners.commvault.com/>
-  [Cleanroom & Cloud Rewind](#) information

Mission-Ready: Navigating the Shift to Data Resilience

To educate Federal System Integrators (FSIs) on the strategic shift from cyber prevention to recovery certainty through the NetApp and Commvault partnership.

From Prevention to Recovery Certainty

The core question is now: "Can we recover cleanly, fast, and at scale?"



New Accountability Standards



CIOs are measured on mission uptime; CISOs are accountable for recovery readiness.

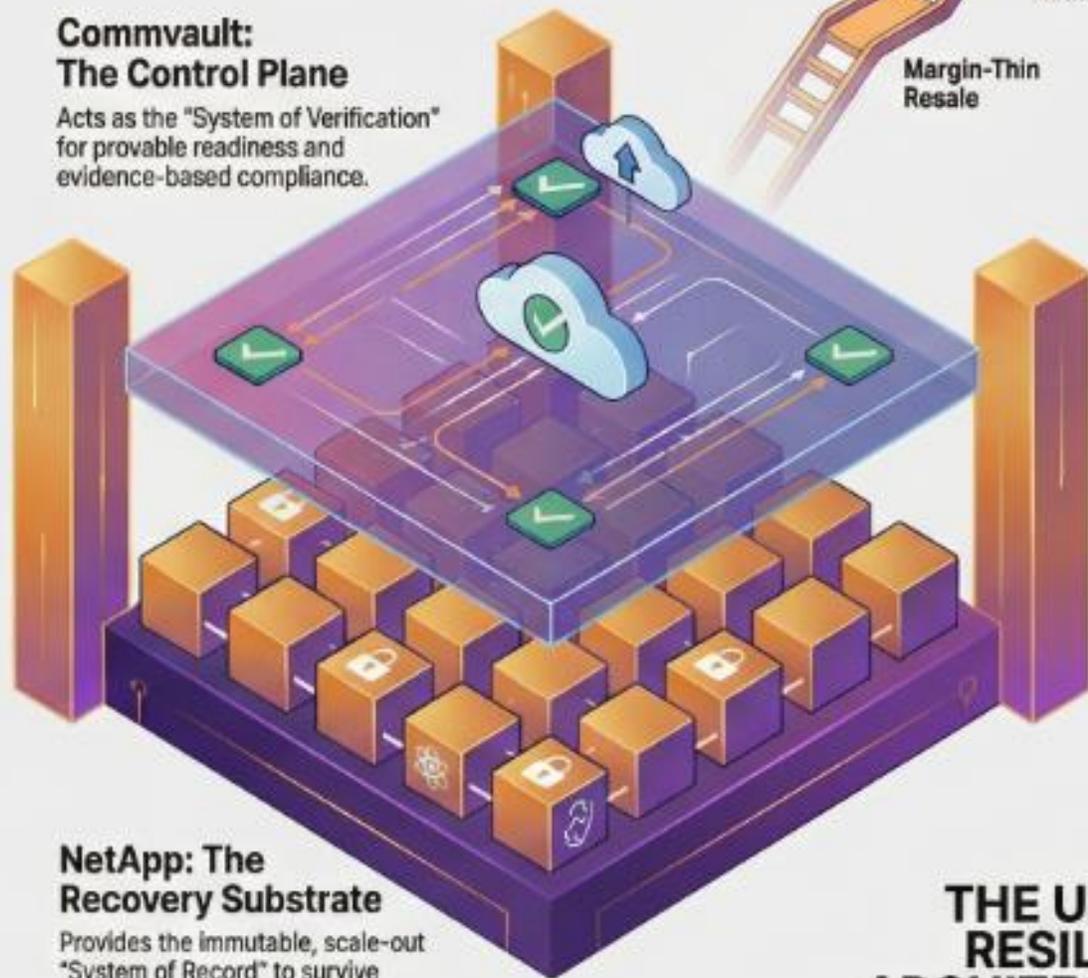
THE FEDERAL STRATEGIC SHIFT

Rising Compliance Pressures

Mandatory alignment with FedRAMP ILA/ILS, strict data isolation, and post-quantum readiness.

Commvault: The Control Plane

Acts as the "System of Verification" for provable readiness and evidence-based compliance.



NetApp: The Recovery Substrate

Provides the immutable, scale-out "System of Record" to survive partial compromises.

The FSI "Ladder of Value"

Shifts partners from margin-thin resale to high-value architecture authority and Managed ResOps.

Managed ResOps

High-Value Architecture Authority

Margin-Thin Resale

THE UNIFIED RESILIENCE ARCHITECTURE

Thank You