



Commvault and VAST: The Ultimate Data Protection Strategy

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To set up a meeting:
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Commvault and VAST: The Ultimate Data Protection Strategy

How They Work Together:

Commvault:

The leading enterprise data protection solution. Manage, move, and protect all your workloads regardless of where they reside. Create copies of your critical workloads to ensure you always have a backup in case of ransomware attack, system failure, or a disaster scenario.



VAST:

Have all your data on one platform without compromising performance or cost. By combining QLC flash, data reduction and efficient erasure coding VAST can be your one stop shop for all data needs.

How They Make Each Other Better:

Commvault Recovery:

By integrating with VAST, Commvault can backup and recover at industry high rates. Backup to a single vast appliance at 18+TB/hr and restore at 144TB/hr ensuring backup windows are short and restore times are even shorter to get you up and running with minimal down time.

VAST Data Reduction:

By leveraging Commvault compression VAST is able to get additional reduction for VMware backup, unstructured data, and SQL server backup. That leaves room for additional usable capacity for you to get even more out of your VAST system.

Integration Methods:



With Commvault data protection and VAST Data systems complete your entire data protection story in a bundle. VAST provides a landing group for your data backup and archival needs while Commvault can discover and write backups for all workloads regardless of where they reside (in the cloud or on prem), what OS they are running, if they are physical or virtual.

Use Case: Securing a Hybrid Cloud Environment

- 1. Commvault discovers all assets:** Commvault discovers all your mission critical assets allowing you to schedule backups to any storage medium.
- 2. VAST is a landing target for the backups:** VAST is used as a storage target.
- 3. Increased performance:** With VAST's high I/O reduce your backup window to allow your network to not be stressed or throttle during peak windows.
- 4. Hardened Security:** Commvault can write immutable backup copies to vast allowing for untouchable copies of your data that are there in case of recovery needs.

Qualifying Questions



1. Qualifying questions around the solution (for customers that have neither product and/or questions that will help identify a potential need for the integrated solution)

- What is your current data protection strategy? What Vendor are you using?
- Have you ever tested your disaster recovery / restore plan?
- What is your current data protection strategy? What Vendor are you using?
- How much data do you have and what workloads is it comprised of?
- What compression and deduplication rates are you getting with your current solution?
 - ▶ CV gets 3:1 VMware backups 4:1 Unstructured data, 8:1 VMware SQL server + and additional 1.6:1, 1.51:1, 1.68:1 with VAST

2. Qualifying questions around just Commvault (for customers that may already have VAST)

- Are you leveraging VAST for your data protection strategy?
- What are the typical retention periods per data type? Are you doing daily incremental backups, weekly fulls, monthly fulls?
- Recovery window in hours for all data / critical systems or TB/hr required?

3. Qualifying questions around just VAST for customers that already have Commvault)

- What are you using as a backup target(s)?
 - ▶ Looking for Data Domain, IBM, Exagrid, HPE, NetApp, cloud, etc.
- What is your primary backup software?
- What pain points are you working to address with your data protection strategy today?
 - ▶ Ransomware and immediate/rapid recovery are great use cases.
- Have you tested your recovery time?