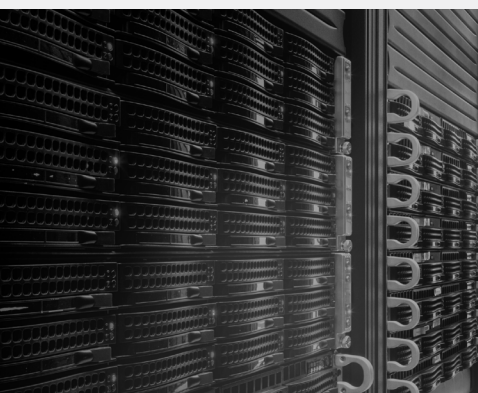


Compass[®] for Edge Computing



Edge Computing Increases Data Transfer Efficiencies but Increases Data Protection Complexity

Edge Computing is a distributed architecture that brings data storage closer to where it is being used, dramatically reducing data transfer inefficiencies. The goal of edge computing is to deliver compute and storage closer to where the systems interact in real time with “edge” application and distributed users. Often these deployments are in connection with IoT designs where devices such as sensors, video cameras and other end-point applications, feed local compute and storage resources that analyze and process the data sending the higher value output to centralized aggregation points. Providing consistent enterprise-class data protection to this type of architecture versus the standard data center model is dramatically more complex and that complexity can cause problems:

Edge Computing Customer Pain Points

- **Silos of data protection** are created due to the nature of a distributed architecture and this creates inefficiencies and greater complexity, taxing IT staffs and adding significant costs running disparate systems
- **Poor reporting** as information has to be manually pulled from each backup server location and from multiple applications and then aggregated into a report that lacks consistency
- **Poor performance** as the complexity drives inconsistencies in data protection policy creation and implementation resulting in lower backup success rates
- **Higher costs:** a distributed architecture requires more backup servers, creating more inefficiencies from an infrastructure and management perspective

Compass Delivers

- Cobalt Iron **cloud-based SaaS delivery** eliminates silos by unifying the data protection infrastructure through its Commander dashboard, providing customers a single pane of glass to manage the entire backup environment from data centers to all end points
- Cobalt Iron service provides **comprehensive reporting** for the entire data protection environment giving full visibility to drive better decision making and complete audit capabilities
- **Analytics and automation** fine tune the backup infrastructure and drive out inconsistencies by consistently implementing best practices to backup processes, resulting in backup success rates of over 99%
- Cobalt Iron **lowers total cost of ownership** by driving out inefficiencies in deployment, infrastructure requirements and operating resources through automation and analytics

SMART.
SECURE.
AUTOMATED.

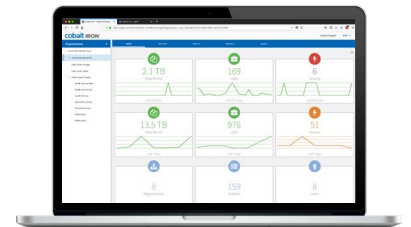
cobalt IRON[®]

Compass Solution

Compass eliminates the complexity and lowers the high costs normally associated with supporting edge computing backup processes by providing a simple-to-use, single-pane-of-glass management tool. Analytics and automation drive out inefficiencies and human error that cause poor performance. Administrators also can apply and manage the environment based on enterprise policies across all edge computing locations while reducing their compute and storage requirements. Integration with all public clouds increases deployment options. Compass is the only automation application for enterprise backup. It automates 80% of daily backup management functions, freeing up resources to deliver other IT services and drive new value to the business. The entire backup landscape is managed from a single pane of glass through the web-based management dashboard.

The solution has four components:

- Data Protection Acquisition Tools (DPAT)
- Cobalt Iron Compass
- Cobalt Iron Accelerators (compute)
- COTS storage



“Compass has eliminated all the complexity around supporting our edge computing environment.”

— Systems Administrator
at a large healthcare
company

Compass Benefits

- **Move costs from CapEx to OpEx**
- **Software-defined storage solution:** based on lower-cost industry-standard servers and storage
- **Software-defined storage:** at least 50% lower cost per terabyte and TCO than Data Domain
- **No over-provisioning:** expand and pay as you grow, no need to buy ahead 3-4 years with the price of storage hardware continuing to decline
- **No dependency** on proprietary storage hardware
- **Scale-out** is based on your growth rate and business requirements
- **Client or server-side deduplication and compression:** reduced network requirements for ingest and restore bandwidth
- **Proven deduplication rates:** predictable growth
- **Non-disruptive upgrades:** requires minimal data migration or additional resources at lower cost
- **Flexible software licensing:** licenses transferable
- **Flexible deployment options:** data center, remote locations, private cloud, public cloud, hybrid cloud
- **Centralized web-based dashboard:** full visibility into the entire backup landscape
- **Chargeback / show back:** is standard
- **Simplify enterprise backup:** automates 80% of the management functions of enterprise backup
- **Cloud-driven analytics:** drives automation from the cloud

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