

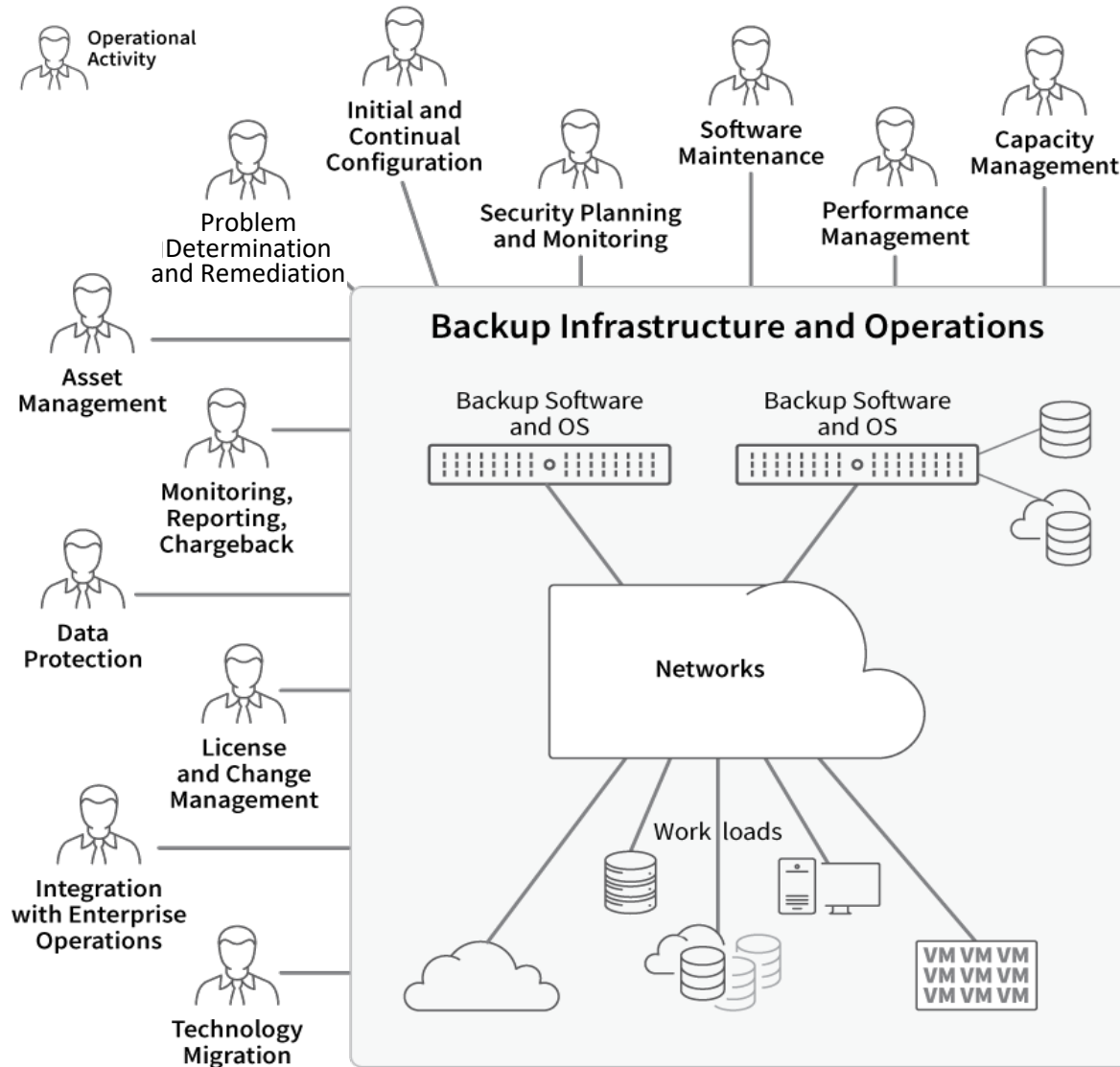
# cobalt IRON<sup>®</sup>

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How Compass<sup>™</sup>  
Enhances  
Spectrum Protect<sup>™</sup>



# Spectrum Protect Admin



**Before Compass**

# Compass Admin

VS



# Compass builds on Spectrum Protect strengths

## Core Functionality

- ✓ Scalability
- ✓ Reliability
- ✓ Data airgap
- ✓ Enterprise battle-tested
- ✓ Data management robustness
- ✓ Data encrypted at rest and in transport
- ✓ Breadth of platform support and functionality



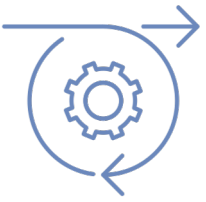
IBM  
**Spectrum**  
**Protect**

# How does Compass enhance Spectrum Protect?

What Compass delivers above and beyond...

- Operational simplicity
- Industry leading security
- Analytics-driven automation
- Business outcomes and cost saving
- Deployment models and workloads

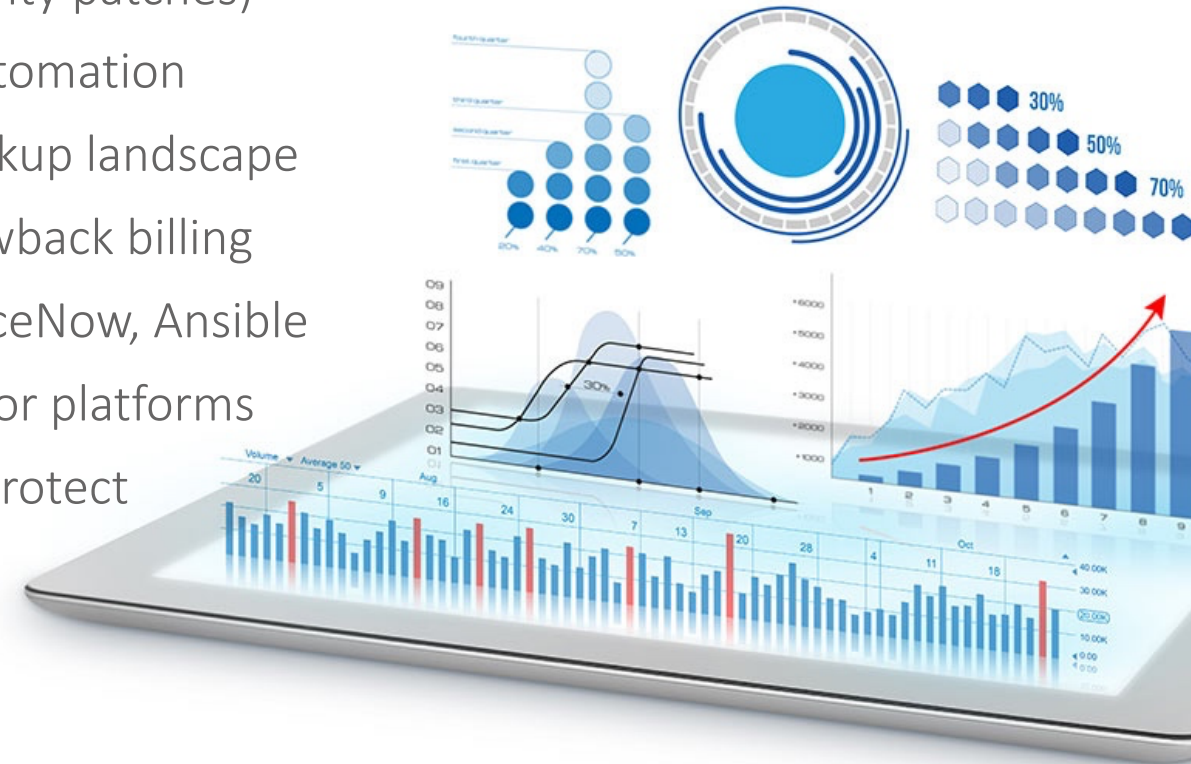




# Operational simplicity

## Enhance and Extend

- Automatic updates applied (Compass, SP, OS, BIOS, & security patches)
- Backup infrastructure completely managed by software automation
- Single, unified web-based dashboard to manage entire backup landscape
- Extensive multi-tenant architecture with chargeback / showback billing
- RESTful API integration into 3<sup>rd</sup> party tools – vRealize, ServiceNow, Ansible
- Automated new client and client installation and upgrade for platforms
- No requirement for subject matter expertise in Spectrum Protect
- Easy to change network traffic thresholds and utilization
- Never log in to a Spectrum Protect backup server







# Industry leading security



## Enhance and Extend

- Containment and immutability built-in
- Elimination of common attack vectors
- Data governance – all transactions auditable
- Ransomware readiness, response, and recovery
- 24/7 software-enabled problem detection and proactive problem avoidance
- WORM by default
- Enhanced authentication and permissions
- Robust multi-tenant roles-based access controls

# Analytics-driven automation

## Enhance and Extend

- Proactively identify problems and automate prescriptive responses
- Constantly fine-tune backup environment to ensure optimal performance
- Real-time capacity management, monitoring, and alerting
- Software validates latest versions across backup env – security, OS, BIOS,
- Key usage and encryption management per storage subsystem
- Constant tuning of workloads and storage arrays
- Management and configurations for storage blocks and file systems
- Active monitoring / alerting of controllers, drive channels, drives, and interfaces





# Deployment models and workloads

## Enhance and Extend

- Cloud use cases: data to cloud, cloud DR replication, and cloud protection
- Predesigned solutions for AWS, Azure, Alibaba, Google, and IBM Cloud
- Snapshot management for AWS
- IBM i backup and DR operations integrated into backup operations
- Virtual Tape Library emulation and ingest
- Hypervisor-level protection for VMware environments
- NAS Agent and parallel processing
- Seamless, optimized management of on-premises and cloud operations





# Business outcomes and cost saving



## Enhance and Extend

- Delivered as Software-as-a-Service
- Automated license and compliance management
- Simple migration from Spectrum Protect to Compass
- Leverage existing Spectrum Protect licenses
- No more Spectrum Protect audit pains or gaps
- Up to 50% CapEx and OpEx savings - license management and hardware optimization
- Reduce administrative overhead by up to 80% through automation of daily tasks
- Predicative analytics guides storage purchase when needed, not upfront
- Leverage existing backup storage infrastructure

Operational  
Simplicity



Industry  
Leading  
Security



Business  
Outcomes



Deployment  
and  
Workloads



Analytics-driven  
Automation



# Compass Admin



# Let the market speak for itself...



“You have built the platform I have always envisioned”  
— Christophe Bertrand, Senior Analyst, ESG



SunCore Energy reduced 50% CapEx and 30% OpEx by deploying Compass



Government of Manitoba reduced 40% CapEX and 45% OpEX by deploying Compass



Whirlpool improved global backup success rates from 23% to 99.9%



“I like that the team at Cobalt Iron can handle software upgrades on their end. The less I have to do with fixing problems, with failed backups or any other kind of issue, the more I can devote my time to other systems.”

— Raul Revilla, SAP Admin, Cheney Brothers



“Information is the lifeblood of our company and having a data protection solution that delivers the performance and flexibility necessary to meet our compliance requirements without breaking the bank is critical to our IT governance strategy.”

- David McPherson, Global Head of Infrastructure, Ingeus

Extend.  
Enhance.  
Modernize.  
**SAVE MONEY.**

