opentext™

Moving Forward Together

Elevator Pitch Data Potection

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Enterprise Backup & Recovery 360

Value Proposition



"Enterprise backup and disaster recovery solutions for today's dynamic and diverse **hybrid IT environments**".

Customer Pain Points



- Need backup solutions for new and **diverse technologies**.
- **Multiple backups solutions** are needed to protect a diverse IT environment.
- Ransomware threats are on the rise, and compliance requirements are becoming increasingly stringent.

Commercial Impact / KPIs



- 51% customers faced cyber-attack related loss and 45% accidental deletion*
- **Minimize the cost of downtime**
- Ransomware resilience

How It Solves It



- True end-to-end protection for **heterogeneous environments**.
- Highest **security features**: multi-factor authentication, data encryption, immutability, and backup verification.
- Proactively address current and potential issues in the backup environment and plan for future needs through a single provider.

Key Use Cases



- Identify sensitive, regulated, or high-value information for effective governance and protection.
- Respond to critical situations with less manual intervention required to recover corporate data.
- Centralizes automated information management and protection to ensure superior business resilience.

Key Use Cases



- **360º comprehensive data protection** to address incoming directives like NIS2, DORA, HIPAA, and FINRA.
- Total **flexibility** for each of the different requirements (from physical to virtual or in the cloud and with permanent or subscription options)
- Full enterprise capabilities along with improved cost.

*Foundry research

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Enterprise Backup & Recovery 360

Value Proposition

- Implement a backup and disaster recovery solution from cloud, disk, and tape for virtual and physical data in diverse, dynamic and distributed enterprises.
- Addresses the challenges of complexity, scalability and data security in today's IT environments.
- 3-2-1-1-0 Backup Rule including format and media change, immutability and object verification to improve data security.

Customer Profile

Mid-market to large organizations that need to protect and secure their digital assets across distributed and heterogeneous environments

Target Industries

- Government
- Healthcare
- Manufacturing
- Telecom

Target Personas

- **Chief Information Security Officer** Concerned about data security, protection, and preservation
- **Chief Compliance Officer** Concerned about keeping the firm within the law
- **Chief Technology Officer/Chief Information Officer** Concerned about delivering IT services

Data Points

- IDC estimates the worldwide Data Protection market was $9.3B in 2020 and predicts it will reach $13.5B with a CAGR of 6% by 2026.
- There is a greater focus on cost and tool consolidation due to the economic downturn. Recent Omdia research showed how two-thirds of businesses are reconsidering the partnerships they currently have in place with technology vendors, with financial elements and a lack of contractual flexibility being key drivers in this decision.

Products

- OpenText Data Protector
- OpenText Data Protector for Cloud Workloads
- OpenText CloudAlly

Background & Business Challenges

Companies need to ensure business continuity, protect against diverse threats (cyberattacks, human error, disasters), maintain compliance, reduce downtime. Customers must gain peace of mind with comprehensive solutions ensuring 24X7 business continuity with the ability to quickly restore/recover from any data loss no matter the company's size or complexity of its environment.

- **Need backup solutions for new and diverse technologies.**
- **Multiple backups solutions are needed to protect a diverse IT environment**
- **Ransomware threats are on the rise, and compliance requirements are becoming increasingly stringent.**

Solution Overview & Benefits

OpenText provides enterprise-grade data backup and recovery software solutions designed to help organizations protect their critical data across physical, virtual, and cloud workload environments. It provides centralized management of backup and recovery operations, enabling IT administrators to efficiently protect and recover their data across a wide range of platforms and applications. With OpenText, organizations automate backup and recovery tasks, reduce the risk of data loss, and improve reliability and efficiency of their IT operations.

- **Provide true end-to-end protection for heterogeneous environments.**
- **Implement the highest security features in the market including, among others, multi-factor authentication, data encryption, immutability, and backup verification.**
- **Proactively address current and potential issues in the backup environment and plan for future needs through a single provider.**

Elevator Pitch

Organizations are preventing data loss, protecting against ransomware, consolidating backups, and achieving regulatory compliance whether virtual, physical, or off-cloud with the OpenText Data Protection group of products.

Key Differentiators

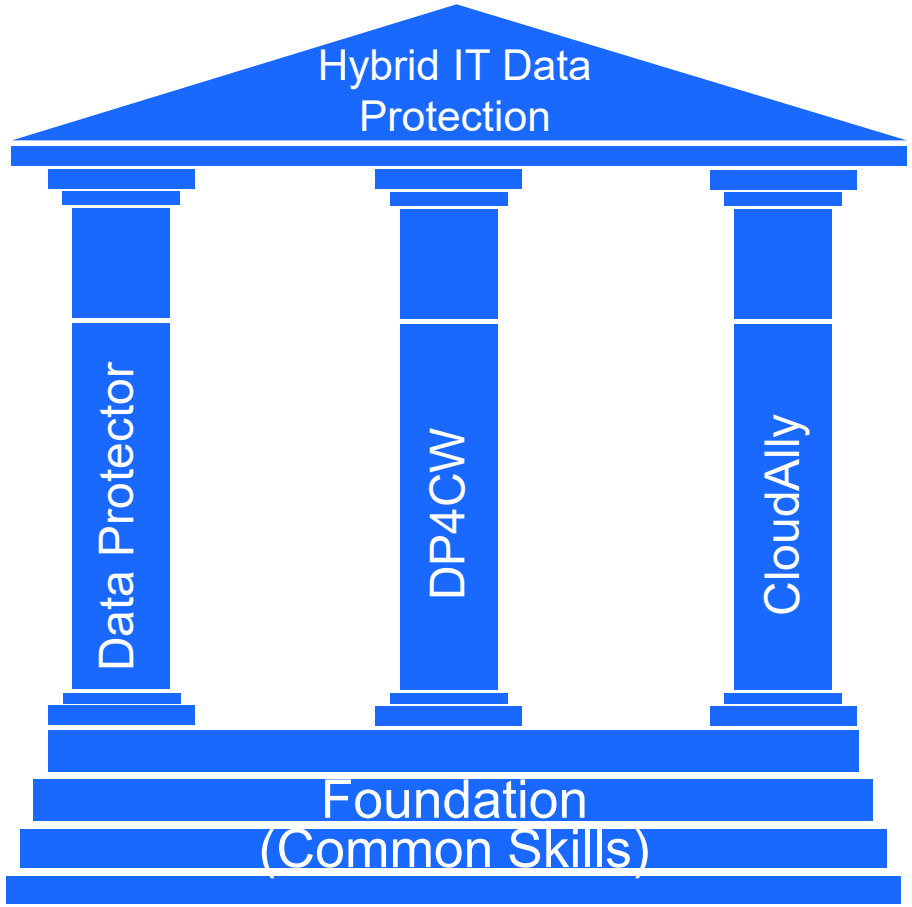
- **Optimized model thru a single provider** – intended for companies that need a unified backup and disaster recovery strategy with all the necessary capabilities to address current and future needs without hidden costs.
- **Flexible choice of Data Protection needs** – provides disaster recovery from cloud, disk, and tape for virtual and physical data in diverse, dynamic and distributed enterprises.
- **Cyber resilience and compliance** – offer a comprehensive cyber resilience strategy that helps mitigate risk when a breach occurs and addresses the main requirements of the security policies: NIS2; DORA; PCI DSS; GDPR.

Qualifying questions

- Which is your current backup and recovery strategy?
- Do you have hybrid environments, and if so, do you use different backup solutions for each environment?
- Have you ever experienced cyberattacks or ransomware threats? What was your experience? Are you concerned about this as a threat?
- How confident are you that you can restore back to a point prior to the breach?
- How quickly can you get your systems back online?
- Do you have confidence in your visibility into the backup operations and are you able to measure your SLAs and know they are being met?

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Enterprise Data Protection Suite



ONE vendor to manage all workloads

Native integrations to recover data and systems quickly to previous state

Full coverage of VMs across the enterprise

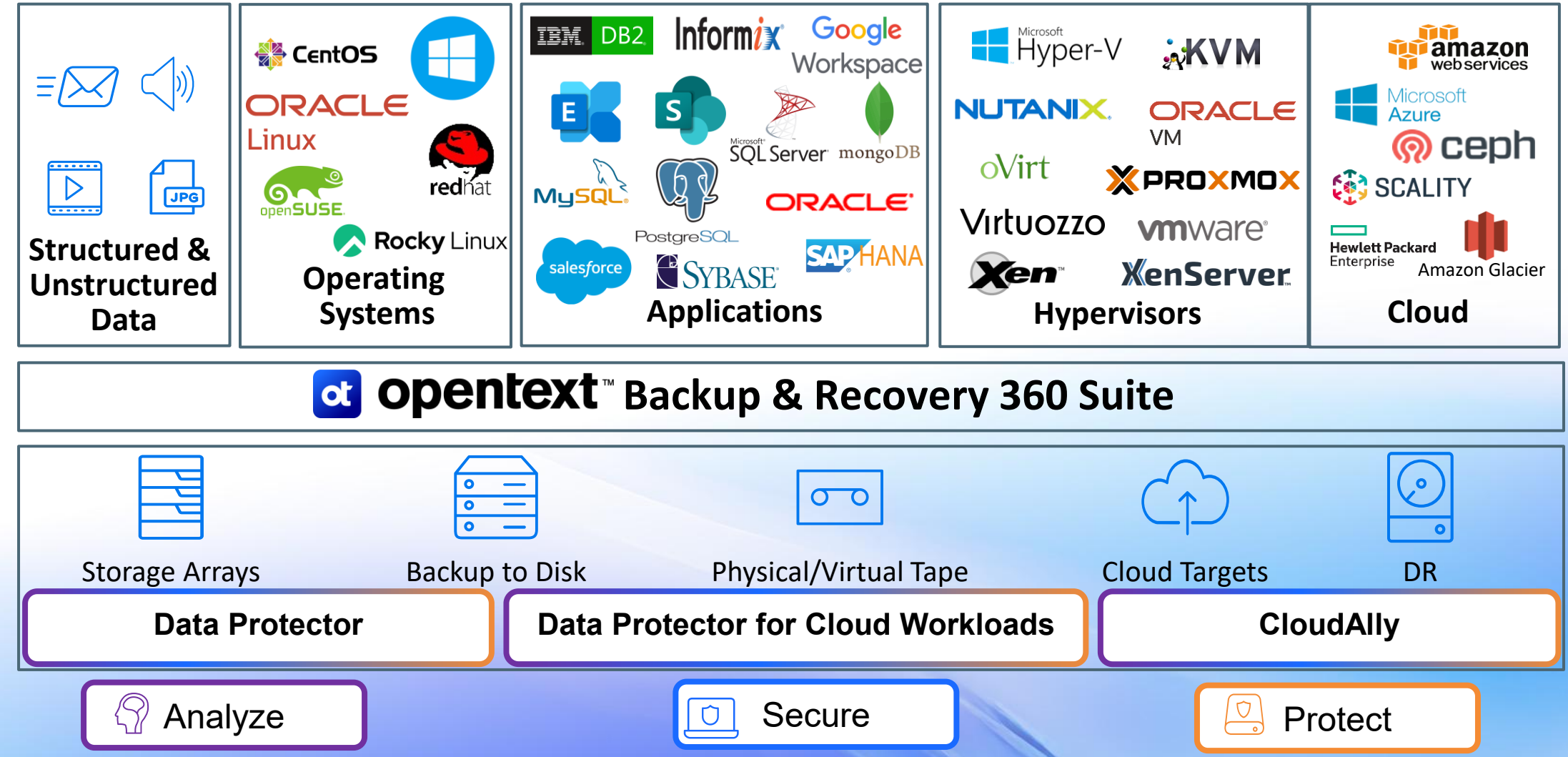
Better utilization of infrastructure for high performance backup

Quick, simple restore of cloud, physical or virtual application and file servers

Advanced reporting providing insight, predictability and audit compliance

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OpenText Backup & Recovery Ecosystem



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Solutions Overview – Data Protector

OpenText Data Protector

- More than 35 years of expertise and experience protecting IT environments.
- Enhanced security features like Anomaly detection, Multi-factor Authentication or antivirus integration are available with latest versions to improve overall cyber resilience.
- New editions introduced one of the most comprehensive backup solutions with an extensive applications protection integration to easily adapt backup to changing environment requirements.
- Automated policy-based protection for Hybrid IT environments reduces exposure to data loss and improves IT resiliency.
- Advanced recovery options to meet strict recovery and service level expectations.
- The tiered recovery architecture optimizes overall backup costs and enables the 3-2-1-1-0 backup rule, including format and media switching to enhance data security against ransomware.
- Ensure fast, efficient data restoration, and quickly return operations to normal, minimizing revenue loss and reputation damage after a security breach, natural disaster or human error.

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Solutions Overview – Data Protector for Cloud Workloads

- Extensive hypervisor backup extends choice and flexibility. VMware and Hyper-V may not be the best solution for your business for cost,
- functionality, or other reasons, but that does not mean your data should go unprotected if you use a different hypervisor. DP4CW offers backup
- protection for one of the widest range of hypervisors from AHV through to Xen.
- Multiple Cloud backup targets allow maximum savings for modern storage usage. Cloud storage is now stable, secure and being widely adopted for public, private and hybrid use. This saves infrastructure costs and offers great flexibility to scale up or down storage use as required. Different clouds have different benefits and being able to select the most suitable for your storage and backup needs further promotes flexibility and cost saving. DP4CW frees your choice to meet your requirements.
- Container backup for Kubernetes pods and volumes. Container adoption and deployment continues to grow due to their inherent ability to be created, cloned, spun up and made extinct very rapidly. Providing backup capabilities for Kubernetes, Proxmox and OpenShift protects the applications and data being deployed.
- Simple and flexible licensing facilitates cost control and visibility. A single license provides access to all features available in Data Protector for cloud workloads and is based on a simple front-end capacity calculation.
- Advanced security capabilities including, but not limited to: Multi-factor authentication, Secure connection, data encryption, immutable backup.

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Solutions Overview – CloudAlly

- Comprehensive and automated Microsoft 365 Backup & restore/download for Mail, Teams, OneDrive, SharePoint, Calendar, Contacts, Tasks, and Groups.
- Secure all your SaaS data with Google Workspace Backup and Recovery. Backup Email, Calendar, Tasks, and Google Drive & Teams.
- Backup Salesforce organizational data, metadata, and Chatter feeds. Optimize data protection with Anomaly Detection, Sandbox Seeding, and Salesforce Data Comparison.
- Backup for Box and Dropbox and point-in-time recovery for all your stored files and folders, Team folders and Metadata.
- Automated (3x or a frequency you choose) and on-demand immutable backups on AWS S3 storage, with unlimited retention.
- Choose to back up on our unlimited AWS S3 storage from among 9 global data centers Or BYOS to your own Azure, GCP, AWS or AWS compatible storage.
- Pioneer in SaaS backup since 2011 with best-in-class security and application access: Multi-factor authentication, data Encryption, Intrusion Detection, immutable storage.

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Data Protection Use Cases



360 Cyber Resilience

Security first approach

- One stop shop
- Less complexity & less cost
- Comprehensive: Depth & breadth
- Proactive and responsive cyber security
- DB&R + UEM + Cyber



Cover Legacy and Modern Workloads

No under protected workloads

- Heterogeneous Databases
- SaaS applications (MS365, SFDC,…)
- Enterprise infrastructure integration
- Expanded Virtual machines
- Containers…



Simplify Hybrid & Multi-Cloud

Reduce hybrid/multi-cloud complexity

- Enterprise solution integration
- Install Base Modernization
- On-premises / Private Cloud / Private SaaS
- Predictive analytics & AI Reporting

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Use Cases (& Data Protection Differentiator) – 1

1- Business Continuity for Enterprise Business: Scenario – Backup and recovery for critical apps (SAP HANA, Oracle, VMs)

- Unlimited Scalability
- Deduplication
- Air-gap & Ransomware detection
- Automation
- Centralized Dashboard
- Intelligent Reporting

2- Protecting Hypervisors, Cloud & Container Workloads: Scenario – Protect any Hypervisor or Cloud Workload

- Agentless, API-based protection
- Unified policy and reporting
- Snapshot + backup integration for fast restores

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Use Cases (& Data Protection Differentiator) – 2

3- **SaaS Backup for Microsoft 365 and Google Workspace: Scenario – Accidental deletion, ransomware, or retention gaps in SaaS apps**

- Automated daily backups + point-in-time restores
- Granular recovery of mailboxes, Teams, SharePoint, Drive, and Salesforce data
- ISO 27001-certified, GDPR-compliant storage

Protecting Hypervisors, Cloud & Container Workloads: Scenario – Protect any Hypervisor or Cloud Workload

- Agentless, API-based protection
- Unified policy and reporting
- Snapshot + backup integration for fast restores

4- **Meeting Compliance Requirements: Scenario – Companies must comply with Regulations, Industry Standards or Cyber-Insurance requirements**

- Security First Approach
- NIST Framework Alignment
- OT Broader Cybersecurity Practice

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360º Cyber Resilience Periodic Table v2.9

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