



## Our Company

**ExaGrid is the expert in backup storage — it's all we do.**

- 16 years shipping product
- Achieves top line growth every year
- Averages a **70%** competitive win rate
- Wins customer business **83%** of the time when the customer pilots ExaGrid
- **98.8%** of customers are on M&S
- Earned a Net Promoter Score (NPS) of **+73**
- Has **300+** published customer success stories
- Winner of many industry awards

# ExaGrid's Unique Value Propositions

## Our Company, Product, and Customer Support

### Tiered Backup Storage

#### Landing Zone Tier

- Fastest backups – avoids inline deduplication bottlenecks
- Fastest restores – no deduplicated data rehydration required

#### Retention Tier

- Low-cost long-term deduplicated retention storage
- Industry-leading 20:1 data deduplication
  - Global Deduplication
- Adaptive Deduplication
  - Deduplicates and replicates during the backup window
  - Strong offsite RTO and RPO
- Retention Time-Lock for Ransomware Recovery
  - Non-network-facing tier (tiered air gap)
  - Delayed deletes
  - Immutable deduplication objects

#### Scale-out Architecture

- Scales to a 2.69PB full back up in a single system at up to 488TB/hr.
- Fixed-length backup window as backup data grows
- Eliminates fork lift upgrades of scale-up architectures
- Mix and match appliances - any age and any size
  - No product obsolescence (no end of life of maintenance and support)
- 7 different capacity sized appliance models
  - Scales as your data grows

#### Disaster Recovery Site options

- Can replicate offsite for DR
- DR site capacity is half the capacity of primary – asymmetrical
  - Fewer appliances
  - Lower cost
- Cross replication from site A to B and B to A
- Up to 16 sites in a hub and spoke topology
- Multi-hop – site A to B to C, site A to B, and site A to C
- Public Cloud DR site – Amazon AWS

#### Easy to Install Appliance Model

- Remote installation in a few hours

#### Redundancy

- RAID6 disk storage protection with a hot spare
  - Hot swappable
  - Can survive two simultaneous drive failures
- Redundant power supplies
  - Hot swappable
  - System runs if either power supply fails

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### Integrated Systems Management and Security

- Single user interface for all appliances in a system and across sites
- Active Directory for management interface and backup target security
- SNMP interface for integration with enterprise management apps
- Role-based access control
- Retention Time-Lock for Ransomware Recovery
  - Non-network-facing tier (tiered air gap)
  - Delayed deletes
  - Immutable deduplication objects
- Two-factor authentication
- Data encrypted at rest
- Data encryption while replicating over the WAN
- Security checklist makes it easy to apply best practices
- Data is checksummed to ensure data integrity
- System logging to external enterprise management applications
- Internal self-describing database

### Backup Application Support

- Over 25 backup applications and utilities
  - Supports heterogeneous backup application environments
- Veeam
  - SOBR – automation for job management
  - Data Mover
    - Improved backup performance
    - Improved security
    - Improved synthetic full performance
  - Veeam deduplication can be enabled and ExaGrid deduplicates further
- Veritas NetBackup
  - NetBackup Accelerator support
  - Reconstitute a full backup for Veritas NetBackup Accelerator
  - NetBackup OST support
  - NetBackup AIR support
- Commvault
  - Commvault Deduplication can be enabled and ExaGrid deduplicates further
  - Spill and Fill support
- Oracle RMAN Channel backup support

### Worldwide Distribution and Support

- Over 3,000 installed customers with tens of thousands of appliances
- Installed in over 40 countries
- Spares depots around the world
- Customer support around the world
- Included automatic health check system
- Assigned level-2 support engineer
- Work with the same senior level tech all the time

### Programs

- Product price protection for 5 years
- Maintenance and support price protection – won't go up more than 3% per year