

# Fact Sheet

## Capability Overview:

### Fujitsu Backup as a Service

Safeguard your data with a highly flexible, fast and efficient cloud-based backup and recovery service.

#### Your data, when and where you need it most

Data sits at the heart of every enterprise today – powering key processes, informing decision-making and enabling organizations to effectively serve their customers. Having the right backup and recovery solutions in place is critical to ensuring data is always available should the worst happen, whether outages, theft, human error or disaster. What's more, organizations also need the assurance they can meet compliance and litigation demands, while ensuring business stability and continuity. However, faced with exponential data growth, rising costs and resource pressures, more and more organizations are finding their existing approaches to backup and recovery are increasingly out of sync with their needs.

#### The cloud opportunity

Adoption of cloud-based services is rising fast – as companies seek to reap the benefits of flexible, lower cost IT services consumed on-demand. Although backup and recovery services have been available via the cloud for some time, concerns about the security and reliability of services – and data residency issues – have served as a barrier to adoption for some organizations. Now a new breed of cloud-based services has arrived, bringing the enterprise-class backup and recovery capabilities demanded by organizations. Are you ready to reap the benefits?

#### Introducing Fujitsu Backup as a Service

Fujitsu Backup as a Service (BaaS) provides a fail proof, cloud-based backup and recovery service – designed to deliver the levels of speed, convenience and reliability your business needs from a partner you can depend on. Available on-demand and via an intuitive self-service

interface, it empowers your business with the centralized control to:

- Monitor and manage your backups
- Store and optimize backup data
- Enable rapid and effective recovery

By leveraging the Fujitsu Global Cloud Platform, Fujitsu BaaS gives you access to a flexible, high performing backup and recovery solution – all without the cost or complexity of deploying and managing on-premise, tape based data protection solutions. Instead you benefit from a solution that's disk-based, agile, scalable and simple to use.

#### Making cloud-based backup and recovery viable for the enterprise

Fujitsu BaaS has been designed to solve three important challenges that have often proved a barrier to cloud-based backup and recovery:

##### Ensuring efficient bandwidth usage

Fujitsu BaaS uses advanced adaptive compression with data compression rates adjusted dynamically. Bandwidth availability is balanced against the CPU burden on the system that is being backed up. This optimizes the use of bandwidth to help maintain the smallest possible backup window.

##### Minimizing storage footprints

Taking advantage of market-leading technology of EVault®, we use an advanced form of de-duplication to minimize your storage footprint. It means backup is quick and easy. For the first full back-up or initial seed, the entire dataset is captured--with data compressed before transmission. A second layer of de-duplication is then applied to minimize the backend storage footprint. After the initial seed, the service finds

#### Overview of Back up options

##### Disk-to-tape

- Time-consuming
- Long-backup windows
- Data manually moved to a remote location
- Risk of important data going amiss
- Data is often not encrypted on tape

##### Disk-to-disk

- Fast and efficient
- Can be more costly
- Requires more infrastructure to own and manage
- Small storage footprints due to de-duplication
- Fast recovery
- Automated retention management

##### Cloud-based service

Combines the best of both worlds:

- On-demand with self-service interface
- High performance disk-based service
- Easier to use and cheaper to manage
- Flexible, pay-as-you-use commercial terms
- Can be standalone or to augment large, complex backup strategies
- Storage managed by a team of experts
- Automated off-site data transfer

and transmits only new and changed data blocks as incremental backups. The system automatically recreates and holds them as 'synthetic' full backups, reducing the size of each backup by as much as 98%.

### Leverage proven, market leading technology

Fujitsu BaaS is underpinned by market leading cloud-connected software from EVault, a Seagate® Software company. EVault pioneered the delivery of cloud-based backup and recovery services and is used by over 35,000 customers worldwide. The company is recognized for its innovative work in developing the fastest data transfer process in the industry, with software that's built from the ground up to provide the highest levels of speed, security and performance. EVault has grown to become the market leader in the cloud backup space.

### Restoring your data

Restores are done over the internet via self-service – simply log in, look for the file or system and date of the backup. There's no need to request the tape load – it's always and immediately available.

### Ensuring end-to-end security

Recognizing that the security of data is often the top concern of companies when moving data around, especially in the cloud, Fujitsu BaaS has been built with four layers of security to ensure your data is fully protected:

- i Front-end encryption: Prior to leaving the machine, data is encrypted using the National Institute of Standards and Technology (NIST) certified 256-bit Advanced Encryption Standard (AES).
- ii Over-the-wire encryption: The backup and restore activity is encrypted, ensuring the security of transmitted data even over the Internet.
- iii At-rest encryption: Data remains encrypted while in the Fujitsu tier 3 rate and ISO-certified data centers.
- iv No back-door decryption keys: Only the client key holder can supply the correct code to decrypt the data – offering a further layer of protection.

### Why BaaS from Fujitsu?

Fujitsu BaaS is a fully proven solution offering efficient and secure data transfer – and the

### Reaping the benefits: Summary

Fujitsu BaaS can help:

- Secure your data – with the highest levels of protection – including military grade encryption for all data, both in transit and at rest.
- Reduce backup times – by taking advantage of advanced WAN optimization backup technology to ensure the most efficient use of your bandwidth.
- Optimize your storage footprint – the entire dataset is captured on the first backup, with only changed blocks captured on subsequent backups.
- Reduce management complexity – with an intuitive self-service interface that makes it easy to configure backup schedules, select retention periods, view job progress and alerts – and perform restores.
- Gain greater flexibility – by taking advantage of a monthly subscription service that can be scaled as your data grows, reducing your capital expenditure and total cost of ownership.

confidence you'll be able to recover your data should the worst happen.

We've designed the service to empower your business with advanced control over its backup and recovery processes, making data protection easy, secure and cost-effective:

- Benefit from a single, globally accessible self-service portal, available in English, French, Spanish and German languages.
- Gain access to the expertise and support you need to maximize the value of BaaS to your business with our 24x7 Service Desk.
- With no minimum commitment choose the pay per use model that best suits your organization--based on the retention period, backup frequency and volume of data being stored.
- Leverage leading edge storage and virtualization technology, including best-of-breed cloud-connected software from EVault – without the capital expenditure.

- Benefit from the highest levels of performance and redundancy, delivered from vaults that are hosted and managed on the Fujitsu Global Cloud Platform--with automatic replication to a second vault in the next closest Fujitsu BaaS location.
- Protect nearly any combination of platforms and applications including: Microsoft® Windows®, Linux®, VMware®, Oracle® Solaris®, HP®-UX, IBM® AIX®, IBM I, Novell® NetWare®, Microsoft SharePoint®, Microsoft Exchange, Microsoft SQL Server®, Oracle® databases (on Windows, Solaris and Linux).
- Benefit from the ability to support your migration from traditional hosting or other cloud hosting to the Fujitsu Cloud Services.

### A trusted leader in backup and recovery services

Fujitsu BaaS builds on our breadth and depth of expertise – and more than 30 years of experience in the delivery of backup and recovery services to private and public sector organizations across the globe. Today we manage over 250,000 servers and 196 Petabytes of data for our clients worldwide. However complex your requirements, we have the skills to support you.

Fujitsu BaaS is based on the Fujitsu Global Cloud Platform (FGCP) that provides fully configured, on-demand IT infrastructure over the Internet. Our Global Cloud Platform is delivered via the Fujitsu network of data centers located in six strategic locations spanning the globe: Japan, Australia, United States of America, Singapore, United Kingdom and Central Europe--and you can choose the host location to allow you to meet your data residency and privacy obligations.

Backup as a Service complements the Fujitsu range of Data Protection services – including traditional approaches to backing up IT. We can support the different needs of organizations, from the simple to the most complex requirements. It means Fujitsu BaaS is the ideal backup solution for small to medium sized organizations looking for a smarter way to protect their data – or for large enterprises seeking to augment their existing approaches.

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