**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

**Repository 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 objects

**Scale-out Architecture**
- Scales to a 2.7PB 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 & Azure

**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
Integrated Systems Management and Comprehensive 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
  - Single target storage pool
  - 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
  - Data encryption at rest at the drive level for faster performance
- Oracle RMAN Channel backup support

Worldwide Distribution and Support

- Over 3,800 installed customers with tens of thousands of appliances
- Installed in over 80+ 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