ExaGrid
15 Value Propositions

Gartner

ExaGrid Named "Visionary" in the 2015 Magic Quadrant for Disk Backup with Deduplication Appliances

CTR Computer Technology MVP AWARDS Most Valuable Products 2015

Computer Technology Review Awards ExaGrid "Most Valuable Product (MVP) Award – 2015"

NETWORKcomputing AWARDS 2015 ★ WINNER ★ THE RETURN ON INVESTMENT AWARD

ExaGrid Receives Network Computing "Return on Investment Award – 2015"

DEDUPLICATING 2014-15 DCIG BUYER'S GUIDE BACKUP APPLIANCE UNDER $100K

"Best-in-Class" Disk Backup Solution in Under $50k and "Recommended" in Under $100k 2014 Buyer's Guide Reports

STORAGE AWARDS THE STORRIES XI WINNER

ExaGrid Wins "Disk Based Product of the Year: Small/Mid-range - 2014"

InfoWorld.com 2013 AWARDS TECHNOLOGY OF THE YEAR

InfoWorld.com Awards ExaGrid "Technology of the Year - 2013"

1. Shortest Backup Window

Back up straight to disk for high performance.

- All other solutions perform inline deduplication, slowing backups down.
- All other solutions slow further if you additionally turn on replication and/or encryption as this takes resources from the processor performing the deduplication.

Each appliance has additional bandwidth so that as data grows, so does throughput.

- All other solutions have a front-end controller with fixed bandwidth.

2. Fixed Length Backup Window

Each appliance has capacity and also compute to handle the increased deduplication load.

- All other solutions only add capacity and have fixed compute up front and over time.

Each appliance has additional bandwidth so that as data grows, the required network bandwidth increases as well.

- All other solutions have a front-end controller with fixed bandwidth.

3. No Forklift Upgrades

Capacity is always accompanied by compute to bring additional resources as data grows.

- All other solutions have a front-end controller with fixed compute and only add capacity.

4. Pay as You Grow

Nine appliance models can be mixed and matched in a single GRID system – buy what you need as you need it.

- All other solutions have a front-end controller – either overbuy up front or face a forklift upgrade later.

5. Price Protection

ExaGrid guarantees that whatever you pay up front for an appliance is the price you will pay over time; you know the price of expansion in advance.

- Many other vendors provide a low price to win the initial business and then raise prices once you are a customer.

6. No Under-Sizing

Time-tested sizing calculator is used on every implementation to take into consideration backup rotation, backup retention, data types, etc.

- Not all other solutions have a tried-and-true method to size up front.

7. No Obsolescence

Appliances of all sizes and all ages can be used in a single GRID. Newer appliances work in the same GRID as older appliances.

- All other solutions have countless models over the years, leaving customers hanging.

EXAGRID®

8. Fast Onsite Restores

Unique landing zone keeps the most recent backups in their full form for fast and immediate restores.

- All other solutions only store deduplicated data that needs to be reassembled for every restore.

9. Fast Offsite Tape Copy

Unique landing zone keeps the most recent backups in their full form for fast and immediate tape copy.

- All other solutions only store deduplicated data that needs to be reassembled for every tape copy.

10. Fastest Onsite Instant Recovery

ExaGrid's unique landing zone keeps the most recent backups in their full form. VMs can be booted directly from the landing zone for Instant Recovery.

- All other solutions require a lengthier process to rehydrate the offsite disaster recovery (DR) data.

11. Fastest Disaster Recovery

Offsite data is stored in a unique format optimized for fast DR performance.

- All other solutions require a lengthier process to rehydrate the offsite DR data.

12. Asymmetrical Onsite and Offsite Systems

If the replication is one-way to a DR site and there are no backups at the DR site, the ExaGrid system can be tuned to 100% repository, allowing for a half-size system at the DR site, saving valuable budget dollars.

- All other solutions require the exact same size system at both sites.

13. Distributed Architecture

Multiple appliances in a GRID each have processor, memory, bandwidth, and disk. If one appliance fails, backup jobs can continue to be sent to the other appliances in the GRID.

- All other solutions would be 100% inoperable as there is a single head-end controller. If the head-end controller goes down, the entire system is unavailable.

14. Supports Heterogeneous Environments

Multiple backup applications, utilities, and dumps can be sent to a single ExaGrid. A customer can have one backup application for their physical environment, a separate backup application for their VM environment, and also do direct database dumps such as SQL Dump or Oracle RMAN.

15. Maintenance and Support

There is one fee for an assigned level 2 tech who provides phone and email support; health monitoring; point releases; full version releases; and all failed hardware replacements. There are no hidden costs.

- Many other vendors "nickel-and-dime" you later for additional services or version releases, making it impossible to know how to plan for future support costs.