Asigra Battle Card on EVault

Corporate HQ: Evault a Seagate Company
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(415) 432-2200

EVault
A Seagate Company

Company Overview

EVault was founded in 1997 & acquired by Seagate in 2007. All EVault products & services are based on a common software technology platform. EVault emphasizes & encourages customers to deploy EVault on-premise & in EVault's 10 geo-redundant data centers storage cloud (or customer's cloud) as a hybrid cloud BU&R solution. EVault claims >43,000 customers & > 3,500 channel partners.

EVault Strengths / Weaknesses

Strengths	Weaknesses
Microsoft® Azure® partnership. MS using EVault to consume customer Enterprise agreements currently not being used. MS pushing EVault.	No VDR or equivalent (e.g. P2V, V2V, V2P). And no VM replication for BC/DR.
NetApp SnapVault/SnapMirror storage cloud receptacle.	No support for 3rd party cloud apps (Google Apps, SalesForce.com, or Office 365.
DRaaS in EVault Cloud w/4, 24, or 48 hr SLAs	No encryption @ rest, only in-flight.
Instant access EVault Long-Term Storage Service (LTS2) on OpenStack Swift starts @ $.01/GB/mo.	DRaaS 4 hr SLA limited to Microsoft Windows apps only. Capacity licensing. Incredibly expensive.

EVault Positioning & Message

Full Cloud Storage Services Provider

> **Key messages:**
>
> | | |
> |---|---|
> | Data always safe & available | Cloud BU onsite performance |
> | Cloud BU services built for your bus. | Cloud Storage experts (Seagate) |
> | Cloud BU service for Azure cust. | Guaranteed Disaster Recovery by SLA |
> | Cloud BU experts | LT durable, accessible, low TCO data store |

Pricing and Sales Models

BU service is capacity license agreement (CLA) subscription based starting @ ~ $2K/yr/half TB. Additional license costs for plug-ins (Oracle, SharePoint, Exchange, VMware), as well as appliances. LTS2 starts @ $.01/GB/mo. DRaaS licensing depends on SLA & capacity. Evault competes with their partners as they offer a service. DataCastle end point DP is per device. Tablet & smartphones being added Q3 2015.

Key EVault Products/Services

EVault Product	Description	Audience
EBS SaaS	EVault cloud based backup & recovery as a service	SMB & Enterprise
Cloud DR Service	Managed recovery in EVault cloud w/4, 24, 48 hr SLAs	SMB & Enterprise
Plug-n-Protect	Appliance on-premise, all-in-1 BU&R	SMB/ROBO
BU/R Software	D2D on-premise BU&R	SMB & Enterprise
End-pt protection	BU/R & security for laptops & desktops	SMB & Enterprise
Content Archiving	Archive service w/search across Microsoft SharePoint® & archived email & file folders to compile a complete real-time set of accurate & relevant records.	Enterprise
LTS2	Long-term archiving for compliance	Enterprise

EVault Problem Solving Comparisons

Problem	Asigra	EVault
High BU/R TCO	Simplified RLM, few line items, exceptional efficiencies lowers server & storage costs =< TCO.	High CLA costs + additional licenses that add up quick. LTS2 lowest cost offering.
Cloud app BU/R	Office 365, Google Apps, Salesforce.com. Recover local.	None at this time.
Docker BU/R	BU/R for containers	None at this time.
BC/DR	VM replication and VDR.	None at this time.
Slow RTOs	VDR enables P2V, V2V, and V2P faster recoveries local or remote.	Traditional file restore model.
Converged BU/R	Cisco DS-Client appliance. Huawei DS-System target storage.	Onsite appliances. Limited flexibility.
Multi-BU/R sys complexity	One system for everything.	Multiple services not integrated. Incomplete BU/R. Good archiving, Limited DRaaS. Endpoint - DataCastle.

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EVault Top Enterprise Selling Point

EVault is the Public, Private, and Hybrid Cloud Storage Services expert.

Displacing EVault Backup & Replication Questions

"What's your complete BU/R processes for P/V servers, DBMS, applications, endpoints, Docker containers, & 3rd party cloud-based apps?" What's your VM BC/DR process & plan? "Why do you pay for 100% data recovery every year?" "What's your process to reduce all data protection multi-system complexity?"