

# Next gen data protection for VMware

## Druva and VMware

Druva and VMware work together to help enterprises experience the benefits of cloud's speed and flexibility. VMware's hybrid cloud delivers infrastructure and processes familiar to IT, allowing them to accelerate cloud usage while remaining in control. Druva harmonizes with this strategy by centralizing data protection across multiple geographies into a single data pool accessed from a unified management console. This creates an organizational bridge allowing IT operations, information security and development teams to speak a common data protection language, which diminishes the perception that protecting hybrid clouds is complex.

## Druva Cloud Platform

Druva's cloud-based platform was designed to enable VMware enterprises to accelerate growth and make better business decisions through simple and reliable data protection and management. The SaaS platform eliminates the need to purchase and maintain hardware, software or maintain a specialized IT team. This results in cost reductions of up to 50% over traditional data protection solutions.

Druva is a single solution that deploys in 15 minutes, eliminating the need for implementation services to configure and tune cloud infrastructure with its simple setup. Druva protects global VMware environments and centralizes data into a single pool which accelerates backup and disaster recovery operations as well as advanced functions such as long-term data retention, compliance, eDiscovery and analytics.

**Powered by Amazon Web Services (AWS), Druva harnesses and builds on top of the native technologies and global reach of AWS, with these additional features:**

- Global deduplication to reduce cloud-storage costs by ensuring only unique data blocks are stored
- Intelligent data retention to reduce long-term storage costs by moving data blocks across progressive Amazon Simple Storage System (Amazon S3) tiers
- Air-gapped security that makes it impossible to decrypt and reassemble data without authenticated customer credentials

**Customers see Druva as an attractive alternative to other backup solutions for the following reasons:**

- Legacy data backup solutions are unable to scale with VMware Cloud on AWS implementations
- Druva's cloud-based data protection solution aligns with customers' cloud initiatives
- Rising data protection costs associated with their current solution brings customers to consider Druva's 100% SaaS solution as an alternative
- Druva's automatic scaling of resources supports a few terabytes up to tens of petabyte environments, eliminating what would be considered additional capex with a legacy/hardware or appliance-based solution

## Use cases

### VMware cloud backup

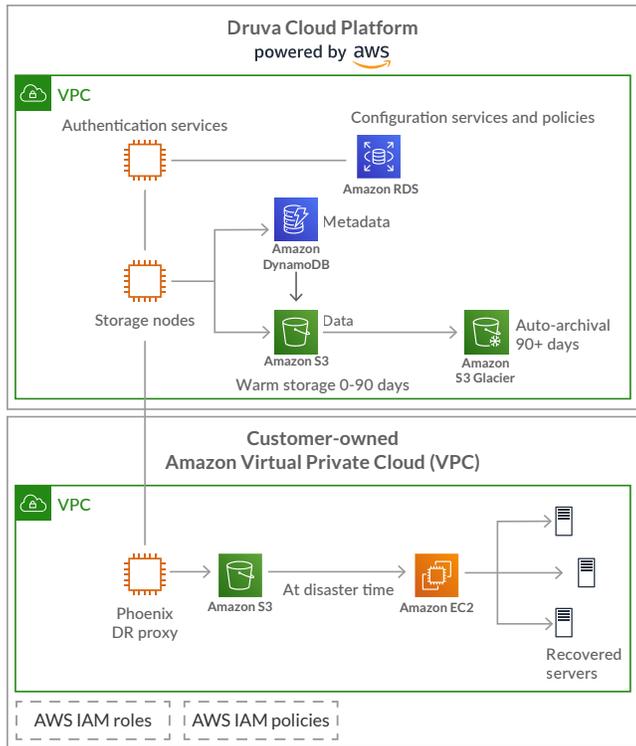
Druva integrates with VMware through an agentless proxy that auto-discovers virtual machines and configures change block tracking, including guest processing and data backup. vCenter integration allows customers to use the Druva management console to define virtual machine groups, long-term backup retention rules, and establish recovery time and point objectives. Customers can also enable change block tracking, application quiesce, and application-aware backups.

### VMware cloud disaster recovery

Restore your VMware environments in minutes using Druva's automated disaster recovery as a service (DRaaS).

This solution requires a customer-owned Amazon Virtual Private Cloud (VPC) into which CloudFormation templates deploy a small proxy to establish IAM roles and policies.

The latest VM snapshots are restored into the VPC from the Druva Cloud Platform and changed into EBS snapshots, aka DR copies. These copies are used to setup the failover and recovery of data within minutes.



When a disaster is declared, EC2 instances are launched from the DR copies and all data volumes are simultaneously restored in approximately 15 minutes. As soon as the VMs are up, your data is available to access. Druva is unique in the ability automatically failback EC2 instances into any production vCenter environment. Failback can happen within a few hours after the disaster has been mitigated.

## Key features

### Data security and privacy

- Druva employs a Transport Layer Security (TLS) protocol for data in-flight
- At arrival in the Druva Cloud Platform, data is immediately encrypted using AES-256 bit encryption with a key unique to and controlled by the customer
- Druva's encryption key is session-only, modeled on digital envelope encryption and never visible outside user's active session

### VMware backup

- Global deduplication before transmission to cloud reduces cloud-storage costs
- Customers only pay for the storage consumed post-deduplication; no ingress/egress charges
- Global search capabilities across all backups enable high-performance recovery

### VMware disaster recovery

- Customers can easily deploy one-click failover and fallback
- Automated orchestration and runbook execution for recovery simplifies DR testing, planning, and recovery
- Data recovery takes place in the customer-owned VPC, which can be cloned across AWS regions or accounts

## Benefits

- Cloud-based architecture makes data protection affordable for any size company
- Business continuity without dedicated hardware, storage or software
- Business services recovered in minutes with application-aware VMware backup
- On-demand spin up of failover sites into 13 different AWS regions
- Virtual machine restore options: full, file-level and individual virtual disk

**druva**

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Druva™ delivers data protection and management for the cloud era. Druva Cloud Platform is built on AWS and offered as-a-Service; customers drive down costs by up to 50 percent by freeing themselves from the burden of unnecessary hardware, capacity planning, and software management. Druva is trusted worldwide by over 4,000 companies at the forefront of embracing cloud. Druva is a privately held company headquartered in Sunnyvale, California and is funded by Sequoia Capital, Tenaya Capital, Riverwood Capital, Viking Global Investors, and Nexus Partners. Visit [Druva](https://druva.com) and follow us [@druvainc](https://twitter.com/druvainc).