Dell Technologies data protection as a service for VMware Cloud Director

Meet high customer expectations with DPaaS for VMware Cloud Director – at a fraction of the cost directly through the VMware Cloud Provider Program (VCPP)
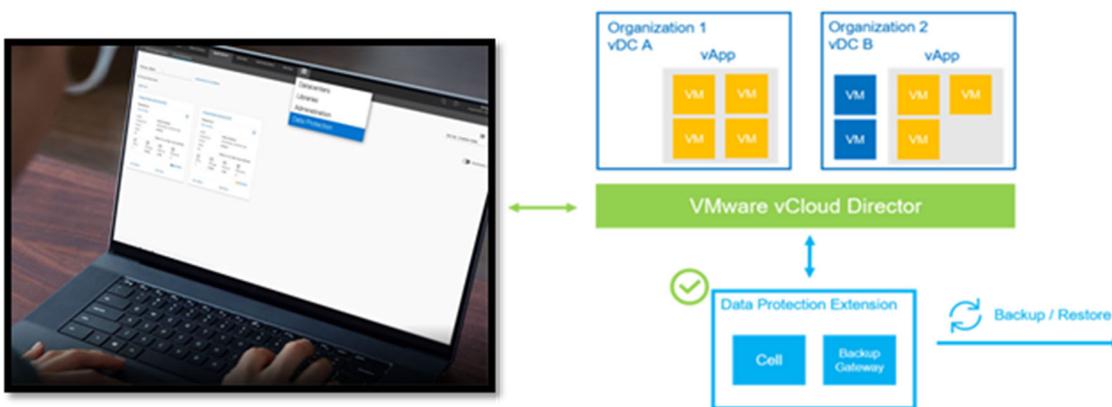
VMware Cloud Provider Program

Cloud computing has changed the way nearly every global enterprise operates. The pay-as-you-go model allows companies to reduce IT costs and expand beyond traditional IT services. To help organizations accelerate cloud adoption, IT transformation and modernization, Dell Technologies and VMware offer data protection as a service with Dell EMC data protection for VMware Cloud Director.

Dell EMC Data Protection for VMware Cloud Director

VMware Cloud Director is a leading cloud service-delivery platform used by some of the world's most popular cloud providers to operate and manage successful cloud-service businesses. Using VMware Cloud Director, cloud providers deliver secure, efficient, and elastic cloud resources to thousands of enterprises and IT teams across the world. As a partner in the VMware Cloud Provider Program, Dell Technologies provides solutions that meet high customer expectations with Data Protection as-a-Service for VMware Cloud Director. Use VMware in the cloud with Dell EMC data protection extension and build with VMware Cloud Director to transform your business.

Here are a few differentiators for Dell EMC data protection extension.

- Best User Experience: The VMware Cloud Director data protection extension integrates Avamar-based data protection software within the VMware Cloud Director user interface (UI). With this integrated extension, VI admins can easily manage backups, restores, and replicate operations for the tenants' organizations, including their virtual data centers and virtual machines (VMs). This seamless experience eliminates the need for multiple consoles and simplifies the overall user experience. What's more, the extension is customer installable and configured by cloud providers for their tenants. Service providers (SPs) can register a tenant's organization to the service, associate the organization with a backup appliance, and then assign backup and replication policies to it.

- Superior Scale & Performance: Integrated backup appliances allow cloud providers to associate the vCenter(s) being managed by VMware Cloud Director to the data protection solution, allowing for multiple appliances to be associated to a single vCenter and used simultaneously thus extending backup capacity. It also offers a scale-out architecture that can support 100's of repositories per instance without limits. With performance being a critical factor, customers have seen improvements from the VMware Cloud Director Data Protection extension with job completions under one hour and backup success rates near 99%.[1] With network bandwidth reduction and faster backups from intelligent load balancing across multiple proxy VMs, this saves SPs considerable storage capital expenditure and operational time.

1. Based on Dell analysis, October 2020, Based on internal Dell research, October 2020

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Benefits

- Easily manage backups, restores, and replicate operations for the tenants' organizations
- Seamless experience eliminates the need for multiple consoles and simplifies the overall user experience
- Saves SPs considerable storage capital expenditure and operational time
- Deliver operational efficiencies, provide great customer experiences, and address business needs in real time
- Dell and VMware offer an all-in-one solution from a known, trusted vendor
- Low risk, high value solutions

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● Multi-tenant, utility-based pricing: With direct support through VMware Cloud Provider Program (VCPP), this software enables SPs the capability to offer multi-tenant data protection services for their customers with flexible on-demand, utility pricing. Multi-tenancy architecture allows us to efficiently service everyone from small customers, whose scale may not warrant dedicated infrastructure, to large enterprises that need access to the cloud's unlimited resources. Software development and maintenance costs are shared, driving down expenditures, resulting in savings that are passed onto the customers.

● Lower Costs: As a subscription service enables organizations to choose the option that best suits their requirements, and at an affordable price. A resilient DPaaS architecture needs to be designed to mitigate exposure to network outages by transmitting as little data as possible, via features such as source-based deduplication, which when combined with a reliable backup architecture will minimize the amount of data that needs to be transferred. Providers will benefit from Dell Technologies' industry-leading reliable deduplication which will lower backup storage, reduce network traffic, and reduce backup times.

● Multi-Cloud Leadership: A great cloud strategy helps your organization deliver operational efficiencies, provide great customer experiences, and address business needs in real time. With Dell Technologies and VMware, you meet high customer expectations with DPaaS for VMware Cloud Director that streamlines operations, simplifies management, and lowers TCO across all environments.

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Backup vs. Disaster Recovery as a Service

DPaaS allows organizations to protect their data assets as well as give them the ability to enhance their network security and recovery options through a variety of provided features on a subscription-style model. There are two traditional services for businesses.

1. Backup-as-a-Service or BaaS: This service gives businesses software that allows them to backup their data with the ability to recover needed data quickly. One of the key offerings of BaaS is that is focused on long-term retention and may often align as a good option for the lowest recovery tier, since it's the cheaper than a DRaaS solution because of the subscription-style model.

2. The second service is Disaster-recovery-as-a-services or DRaaS: DRaaS focuses on speed of recovery and allows organizations the ability to have entire servers, machines, and applications stored on the cloud so that in the event of a crisis their data can be restored to a pre-disaster state. DRaaS is the perfect option for IT teams that are looking to get out of the business of managing their own datacenter as well as an extra DR datacenter.

Often companies use a mixture of both BaaS and DRaaS solutions to gain balanced coverage for their business at a cost that's right for their budget goals. Under DPaaS, both services can be found from Dell Technologies and VCPP from one trusted solution that will give you the ability to backup your customer's data and recover it in the event of a disaster.

A Trusted Partnership

Service providers want an all-in-one solution from a known, trusted vendor that provide low risk and high value and benefit when technology partners deliver on high customer expectations. Dell EMC Data Protection for service providers offers a simplified data protection solution for cloud environments while leveraging the massive benefits of VMware's VCPP. Backed by Dell Technologies, a unique family of businesses, Dell and VMware provide the essential infrastructure for organizations to build their digital future. Together, we deliver more choice, scalability and value to organizations looking to deploy consistent hybrid cloud infrastructure with the backup and recovery solutions to ensure protection everywhere data lives.

Learn more: https://www.delltechnologies.com/en-us/data-protection/vcloud-director/index.htm