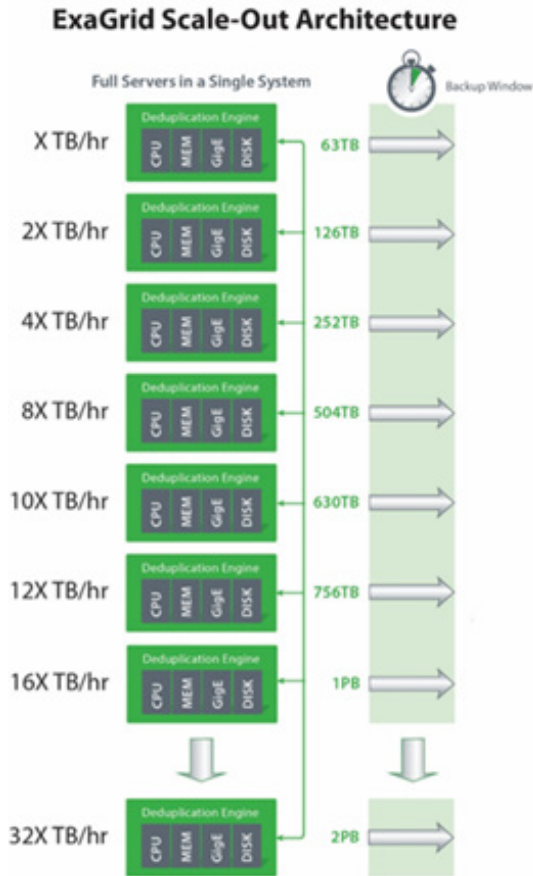


## BENEFIT FOR YOUR DISC-BACKUP



### 5 Considerations for Hyper-converged Secondary Storage for Backup with Deduplication:

1. Deduplication Storage Efficiency
2. Deduplication Bandwidth Efficiency
3. Fast Ingest & Short Backup Window  
> Unique / integrated landing zone
4. Fast Restores and VM Boots in Seconds to Minutes  
> Best onsite production Recovery Time Objective (RTO) for SLA
5. Fixed Length Backup Window

### 2PB Full Backup with 32 Appliances in a Single System

- Global deduplication across all appliances in the scale-out system
- Backup window stays fixed length as data grows
- No forklift upgrades
- No product obsolesce

### Fixing the Economics of Backup



	Traditional Vendors	EXAGRID™
<b>Price Protection</b>	Sell at a low price and then raise the price on future purchases	ExaGrid fixes the price for all future purchase - price protection
<b>Maintenance \$</b>	Sell one year support and then hike the price in year two and beyond	ExaGrid limits the increase to 3% per year
<b>Maintenance %</b>	Maintenance is a % of list price regardless of hardware cost	ExaGrid's maintenance is a % of the hardware price you pay
<b>Forklift Upgrades</b>	Front-end controller architecture requires replacement to grow	ExaGrid appliances have all ressources, add to scale-out system
<b>Guesswork</b>	Need to plan out data growth to try and buy the right front end controller	ExaGrid allows for appliances to be added to a scale-out system
<b>Obsolescence</b>	Products constantly discontinued and high maintenance costs charged	ExaGrid supports all models forever... mix and match any appliance
<b>Hidden Costs</b>	Pay for installation, full versions, replication, HW replace	ExaGrid includes installation, full versions, replication, HW replace



*Stress-free backup storage*

## Additional Benefits

- ExaGrid includes the (Remote) installation for any new customer site
- ExaGrid offers Replication Software for free
- ExaGrid offers a “Life Span Program” to maximizing the Investment
- ExaGrid proudly present the “Product of the Year 2017” in a Webcast for free
- ExaGrid offer you a POC for your Demo/Test for free
- ExaGrid offer you a customer POC for free
- ExaGrid & VEEAM = permanent Ransomware Security for your backup data
- Exagrid is fully redundant Hardware
- ExaGrid do optional data encryption at rest
- ExaGrid do WAN encryption for secure data transfer

## Personal Touch – Maintenance and Support

- **Phone and Email Support**
  - Assigned level 2 customer support engineer
  - Support staff are subject matter experts in backup applications
- **Customer Installable and Serviceable**
  - Self-installable with phone support and WebEx
  - Self-serviceable hardware replacements, next business day delivery
- **All Releases Provided**
  - Point and full releases - includes all new features
  - No license fees to track or renew
- **Health Status Monitoring**
  - ExaGrid monitors and notifies

## No additional charge - All included in support program