

Lenovo Back-IT-UP

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Lenovo™

Lenovo DCG Focus

Innovation on products and services

4

Focus Innovation

- Innovative products like edge servers
- Innovative services like TrueScale

Fast and Customer friendly processes and services

3

Focus Customer

- Fast and customer friendly processes on
- Pricing
- Rebates
- World class service in incidents

Focus on Software Defined Datacenter but not forget legacy

2

Focus SDDC

- Lenovo has comprehensive portfolio what is required to run Legacy infra but
- We focus and believe on SDDC
- We have the best partners in every area

Open, transparent Affordable management

1

Focus Open

- Lenovo xClarity product family
- Open REST Api, REDFISH
- Affordable
- Support all Lenovo HW

Lenovo BackUp S3

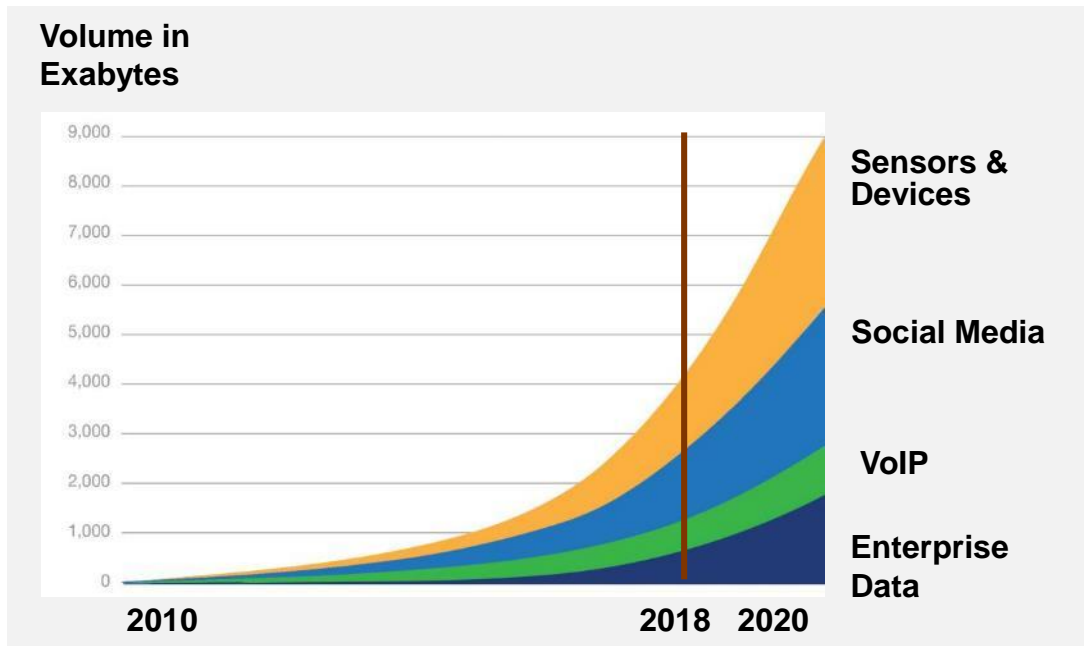
Easiest way to build backup as a service product

Lenovo Cloudian S3

Lenovo

Media Storage Challenges: Capacity and Complexity

Accelerating Capacity Growth for Data-Intensive Workloads

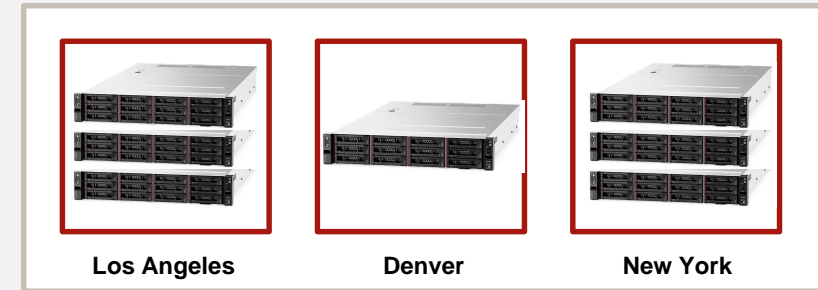


Increasing Complexity

CLOUD: move towards multi-cloud



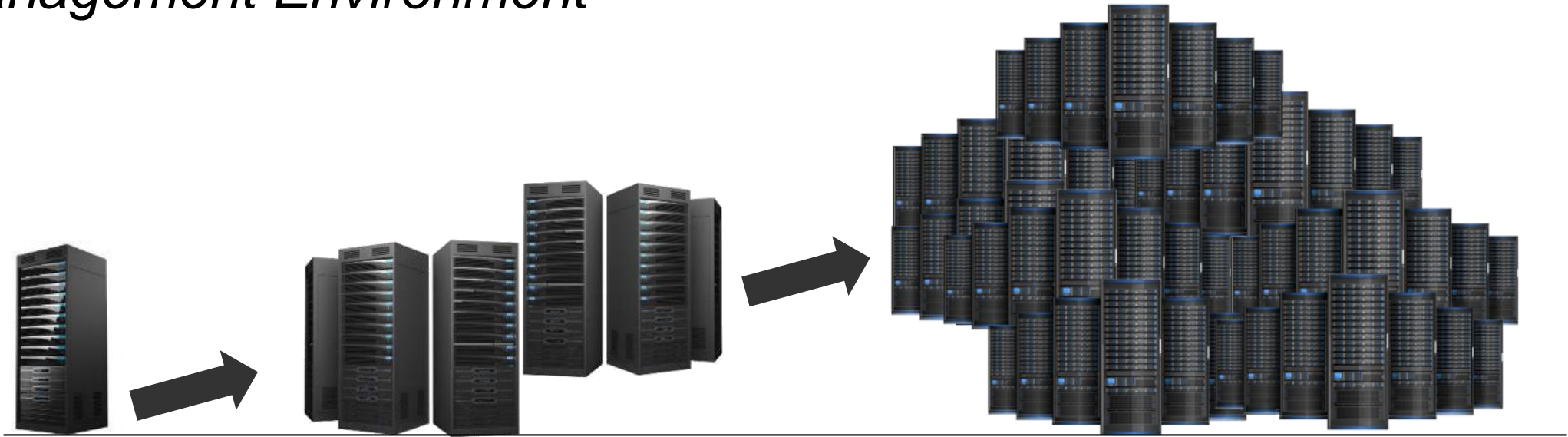
ON-PREM: more capacity & locations



While also ensuring Secure Access, Collaborative Sharing, and Management – across all locations

Data Growth Creates Storage Scaling Challenges

Management Environment



Simple

Challenging

Impossible

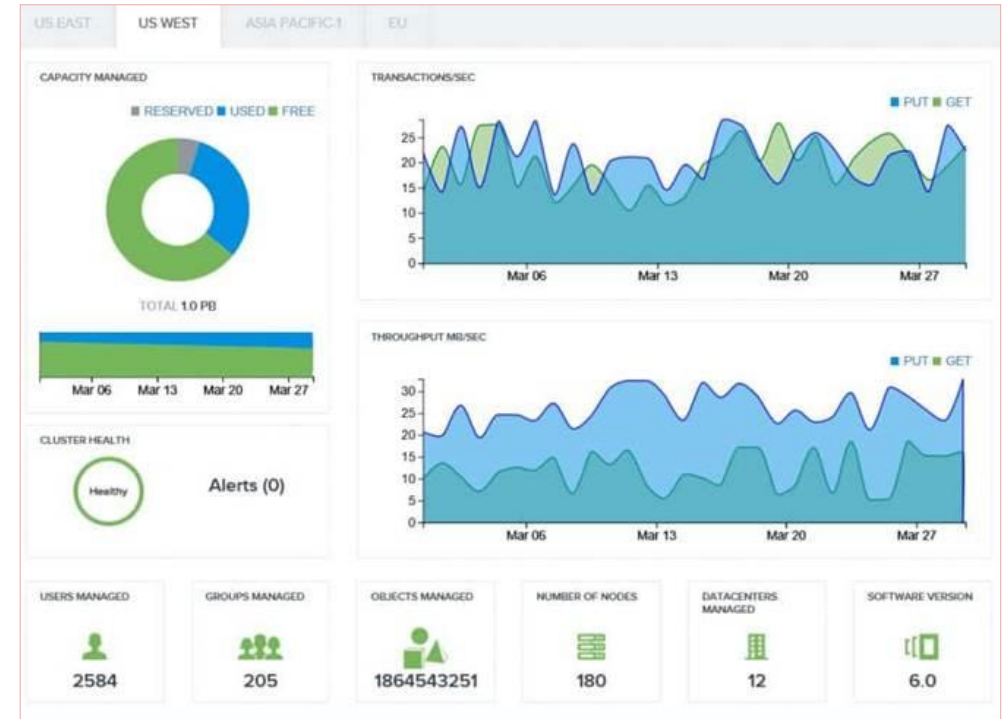
Budget, Staffing & Real Estate Can't Keep Up

Cloudian / Lenovo Solution

- On-prem S3-compatible object storage
- Start small, Scale to 100s of petabytes
- Multi-cloud ready
- < 1 cent per GB



Lenovo ThinkSystem SR650 server



Cloudfian HyperStore Management Dashboard

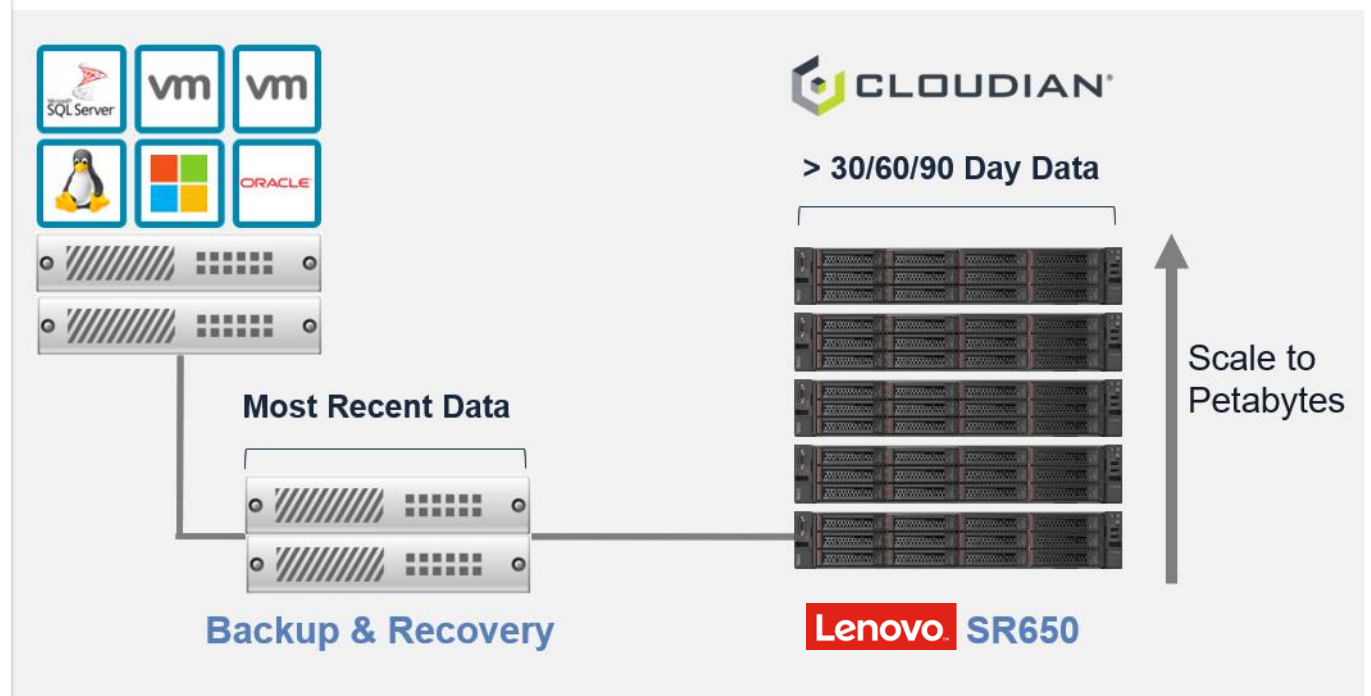
Cloudian / Lenovo Solution

USE CASES

- Primary backup target
- Secondary backup target
- Hybrid cloud backup and archive

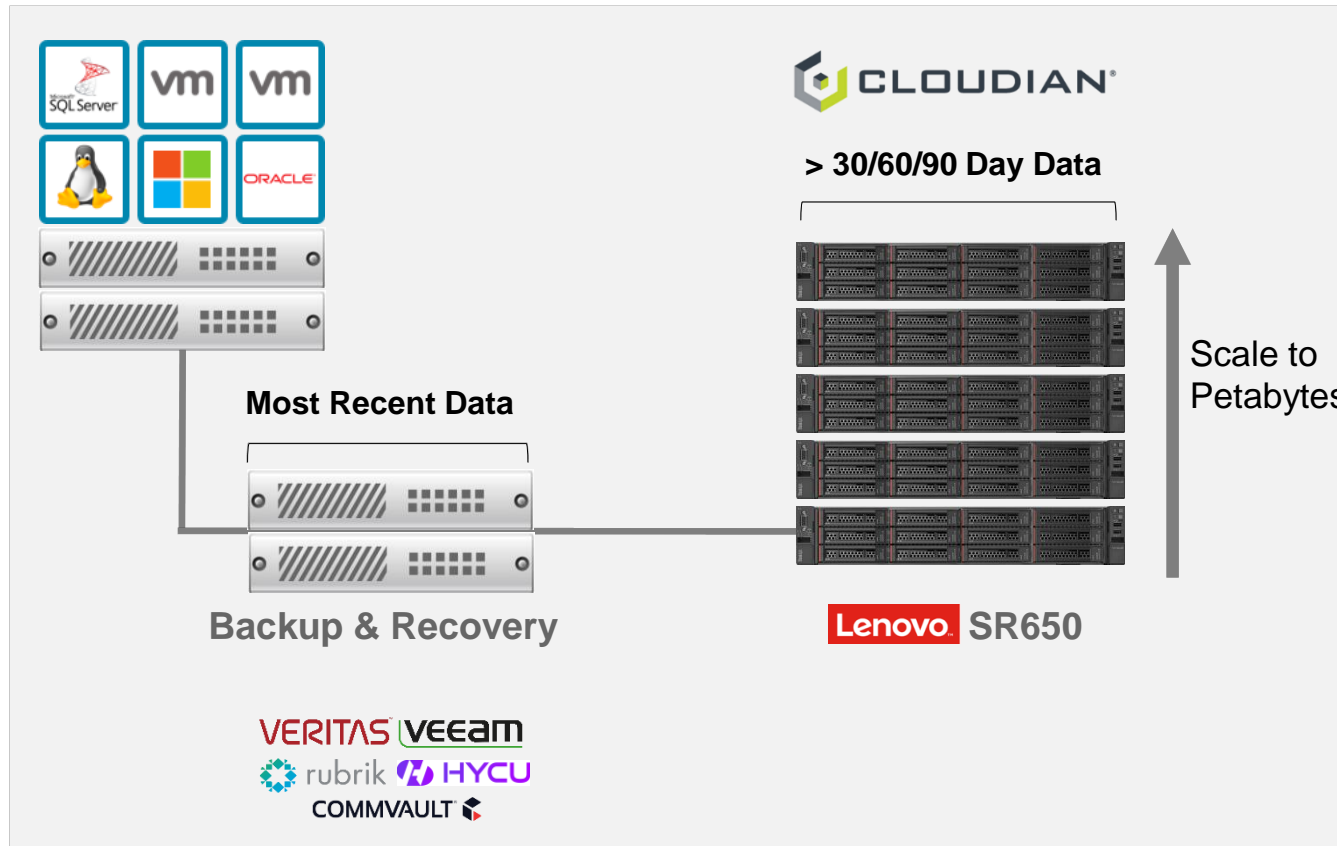
FEATURES & BENEFITS

- Backup and archive
- Petabyte-scalable storage
- Start small and scale limitlessly
- On-Prem with automated tiering to public clouds



Lenovo and Cloudian Simplify Data Protection

Backup and Protect Your VMs



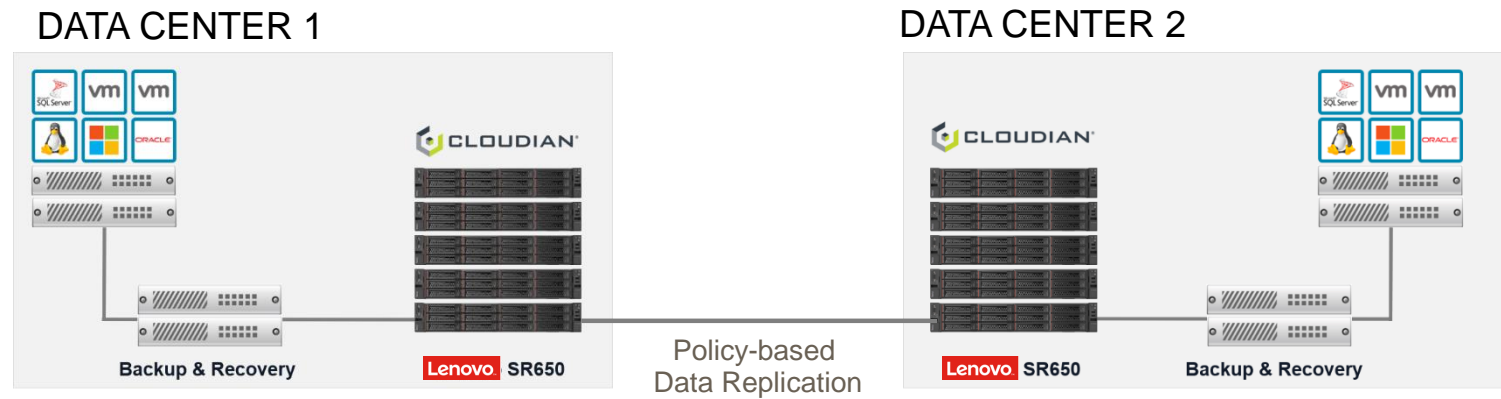
Lenovo / Cloudian Solution

- Limitless capacity: Start small and grow
- High performance for superior RTO/RPO
- Security: Behind your firewall
- In your data center for compliance / data governance
- Cost effective: < 1 cent / GB / mo

Multiple Disaster Recovery Options

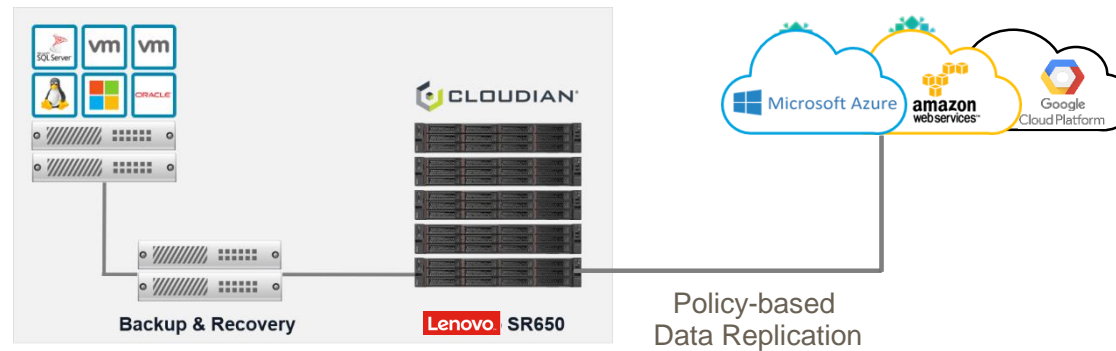
On-prem DR

- Replicate to second data center



Cloud DR

- Replicate to the cloud
- Run VMs in the cloud

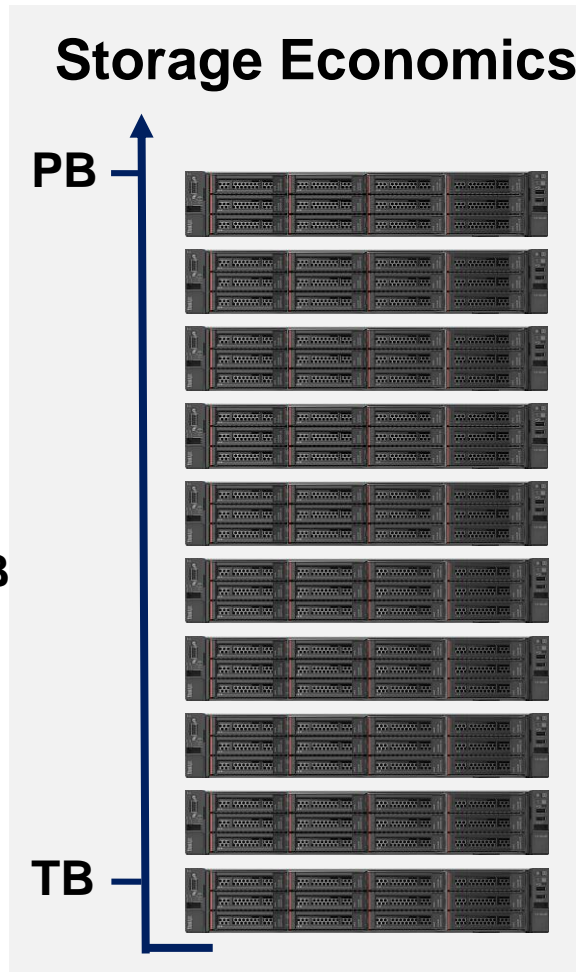


Clouedian - Limitless Scalability

Grow with your needs

- Non-disruptive
- Linear Performance
- Common management
- Zero down-time scaling
- Full data protection

**Begin with 3 nodes and as little as 50TB
...expand to 100s of Petabytes**



Clouedian HyperStore

**Appears as a single storage pool –
across all locations**

- Single, global namespace
- Unified visibility & mgmt
- Bucket-level storage policies
- Flexible EC and RF data protection within *and* across sites
- Data consistency tuning

Unique Clouddian Capabilities



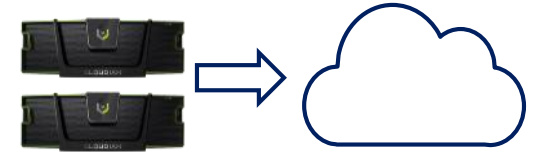
One System for Files & Objects



Policy-based data protection



Integrated Search & Data Analytics
Enhanced Metadata



Policy-based Tiering



Hybrid & Multi Cloud



Flexible Deployment Options



Performance



100% Native S3 API



Bucket-level Storage Policies



Multi Tenancy, QoS, Billing



Smart Support



Built for Scale



thanks.

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