Using the cloud to store and save files

Future Scheduled Training
Competitive Landscape
Use Case Deep Dive
Technology Deep Dive
Access Methods to the Cloud
Agenda

- The promise of the cloud for storage
- Uses for cloud storage from consumer to commercial
- End user managed storage
  - Google Drive example
- The role of encryption
- Cloud storage gateways and cloud storage providers (targets)
Cloud Storage lets you store and access data on a reliable infrastructure.

**SPEED**
- Global Network
- Lowest latency for rapid access
- Data Center Efficiency
- Maximal service at critical need

**RELIABILITY**
- World-Class Reliability
- 99.9% SLA
- Availability of your Data
- Multiple Copies

**SCALABILITY**
- Unlimited Objects
- There is no limit to # objects
- Big Object Size

**USES**
- File Sharing
- Active Archiving
- Application Storage
What type of files belong in the Cloud

- Files I create and use
- Infrequently accessed unstructured content
- Backup data
- Archival data
- Video & Images
- Any data that resides on tape
- Any data that must be retained for regulatory compliance
- Data that must be shared across data centers, cities, states or countries—distributed content & collaboration
This slide gives an overview of the current landscape of competitors in the Cloud Storage arena.
Google Drive your "G" drive in the sky

Meet your Drive

**My Drive** is home to your Google Docs, files, and folders. With Google Drive for your PC, sync files from your computer to **My Drive**.

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Then, go for a spin:
- Explore the left navigation.
- Create Google Docs.
- Share with exactly who you want.
- Get the Google Drive mobile app.
Google Drive on your desktop
Corporate files

- Infrequently accessed unstructured content
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Use Case Solutions Solving Pressing Enterprise Storage Problems

Files that require data protection
Backup / Archive
- Preservation of valuable data
- Compliance
- Legal hold
- Disaster Recovery
Logical Data Security

3 keys to Business Class Cloud Storage

- 256 bit AES Encryption client option
  - Data encrypted before transfer
- SSL for data transfer
  - Encrypts file names in transfers
- File obscurification
  - De-identify physical file, removing filename, owner, and type
Top Qualifying Questions

- What’s your business continuity strategy? Does it include automatic failover with live replicas of your data for immediate business operations and continuous data accessibility?
- Are you looking to reduce CapEx?
- Are you looking to lower your storage administration costs?
- Do you have infrequently accessed data? How do you currently store it?
- Do you have an MBO to implement a cloud strategy this year?
- What is your current solution for data mobility across branch offices?
- Are you looking for a data/content collaboration solution across multiple geo locations?
- Do you have recovery time objectives / recovery point objectives?
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