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
  o 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.

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

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Google Drive on your desktop
Corporate files

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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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