2020 - Recognition from Industry Awards
7 Awards / 3 Publications

SDC Awards – December 2020

- Storage Company of the Year
- Storage Hardware Innovation of the Year
- Vendor Channel Program of the Year

Storage Awards "The Storries XVII" – November 2020

- Enterprise Backup Hardware Vendor of the Year
- Storage Performance Optimization Company of the Year

Network Computing Awards – October 2020

- Company of the Year
- Hardware Product of the Year

2021 - Recognition from Industry Awards
9 Awards / 3 Publications

SDC Awards – November 2021

- Storage Company of the Year
- Storage Hardware Innovation of the Year
- Vendor Channel Program of the Year

Network Computing Awards – October 2021

- Bench Tested Product of the Year
- Company of the Year
- The Return on Investment Award
- Storage Product of the Year

Storage Awards "The Storries XVIII" – October 2021

- Enterprise Backup Hardware Vendor of the Year
- Immutable Storage Company of the Year

ExaGrid Named a Finalist for the 2022 Storage Awards 11 / nominations

Tiered Backup Storage Company Nominated in 11 Categories at "The Storries XIX"

Marlborough, Mass., April 18, 2022 – **ExaGrid**®, the industry's only Tiered Backup Storage solution, today announced that it has been nominated in 11 categories for the 19th annual **Storage Awards**.

ExaGrid has become a finalist in the following categories:

- Capacity Storage Vendor of the Year
- Channel Partner Program of the Year
- Data Protection Company of the Year
- Enterprise Backup Hardware Vendor of the Year
- Hybrid Storage Vendor of the Year
- Immutable Storage Vendors
- Ransomware Protection Company of the Year
- Storage Company of the Year
- Storage Innovators of the Year
- Storage Performance Optimisation Company of the Year
- Storage Product of the Year

ExaGrid Named a Finalist for the 2022 Network Computing 7 / nominations

Tiered Backup Storage Company up for Seven Industry Awards

Marlborough, Mass., May 9, 2022 – **ExaGrid**®, the industry's only Tiered Backup Storage solution, today announced that it has been nominated in seven categories for the annual **Network Computing Awards**. Winners of this year's awards will be announced at the awards ceremony in London on June 23, 2022.

ExaGrid has become a finalist in the following categories:

– Storage Product of the Year – ExaGrid Tiered Backup Storage

– The Return on Investment Award – ExaGrid Tiered Backup Storage

– Hardware Product of the Year – ExaGrid Tiered Backup Storage

– Software Product of the Year – ExaGrid Cloud Tier to AWS

– Product of the Year – ExaGrid Tiered Backup Storage

– Company of the Year – ExaGrid

Two Worlds: Low Cost Disk or Inline Deduplication Appliances

Low Cost Disk
Dell, HPE Nimble, NTAP eSeries, Cisco 3260, Others

Pros
Fast for backups
Fast for restores

Cons
Expensive for retention
Uses a lot of disk

or

Inline Deduplication Appliance
Dell EMC Data Domain
HPE StoreOnce, Veritas 5200/5300

Pros
Lower disk usage

Cons
Slow for backups
Slow for restores
Not scalable
Expanding backup window
Vulnerable to ransomware
Forklift upgrade
Product obsolescence

The Best of Both Worlds: ExaGrid Tiered Backup Storage

ExaGrid Disk-cache Landing Zone
Performance Tier
For High Speed Backups and Restores

+

ExaGrid Long-term Retention Repository
Retention Tier
For Cost Efficiency

EXAGRID®

ExaGrid Disk-cache Landing Zone
Performance Tier

ExaGrid Long-term Retention Repository
Retention Tier

Pros
Fast for backups
Fast for restores

Pros
Lower disk usage
Scale-out storage
Fixed-length backup window
Ransomware recovery option
No forklift upgrades
No product obsolescence

ExaGrid is the only Tiered Backup Storage with a disk-cache Landing Zone for backup and restore performance tiered to a long-term retention repository for cost efficiencies as well as a scale-out storage architecture that scales as data grows. ExaGrid is the best of both worlds by offering both a performance and retention tier.

Requirements for Backup Data Deduplication

Inline Deduplication

WAN Savings
Data Deduplication

Storage Savings
Data Deduplication

Requirements

Fixed Length Backup Window
Scale-out architecture – linear scaling

Ransomware Recovery
Non-network facing tier storage

Fast as disk restores – user SLA
Avoid data re-hydration

Backups as Fast as Disk
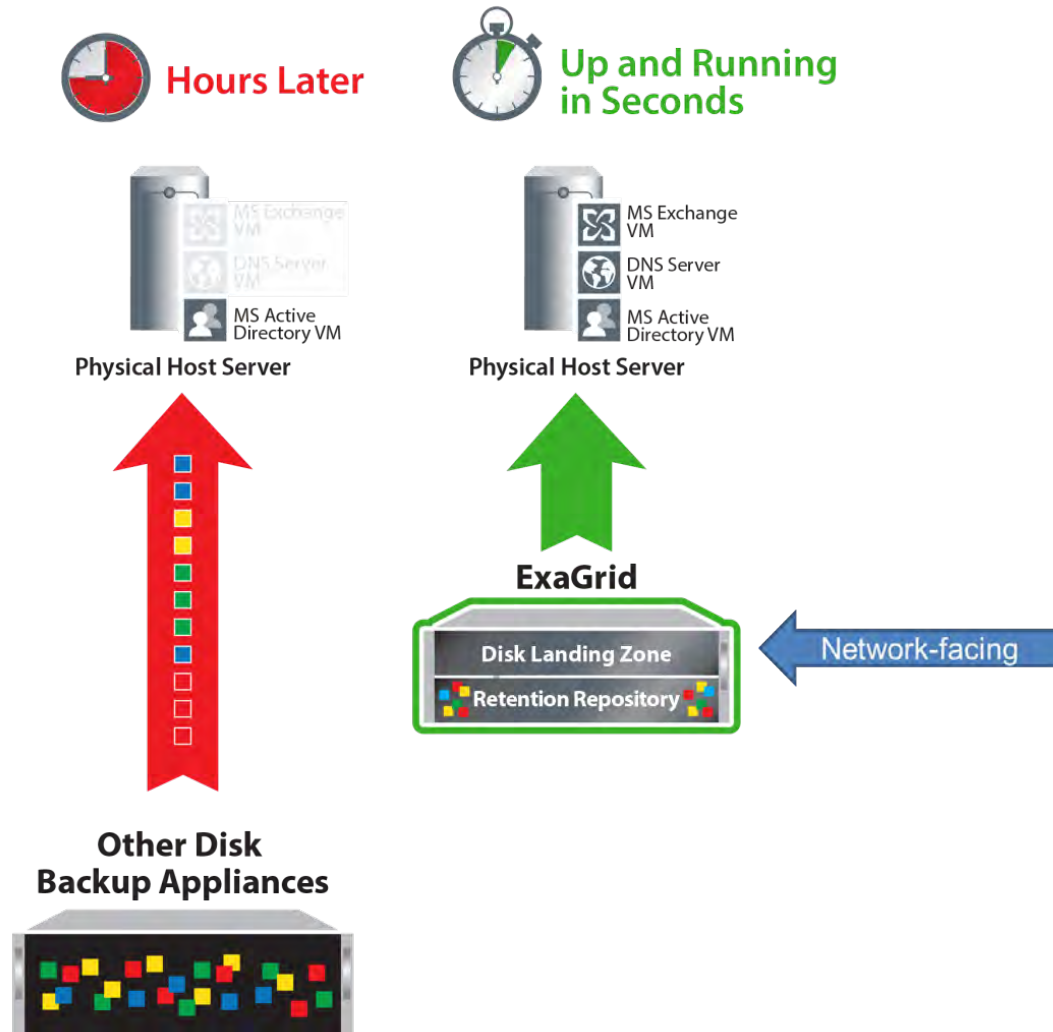Avoid inline data deduplication

WAN Savings
Data Deduplication

Storage Savings
Data Deduplication

Fast Restores, VM Boots in Seconds to Minutes

Disk-cache Landing Zone

- Most recent backups are in undeduplicated form
- Eliminates data rehydration

Benefits

- Restores as fast as disk
- Tape copies as fast as disk
- VM boots in seconds to minutes
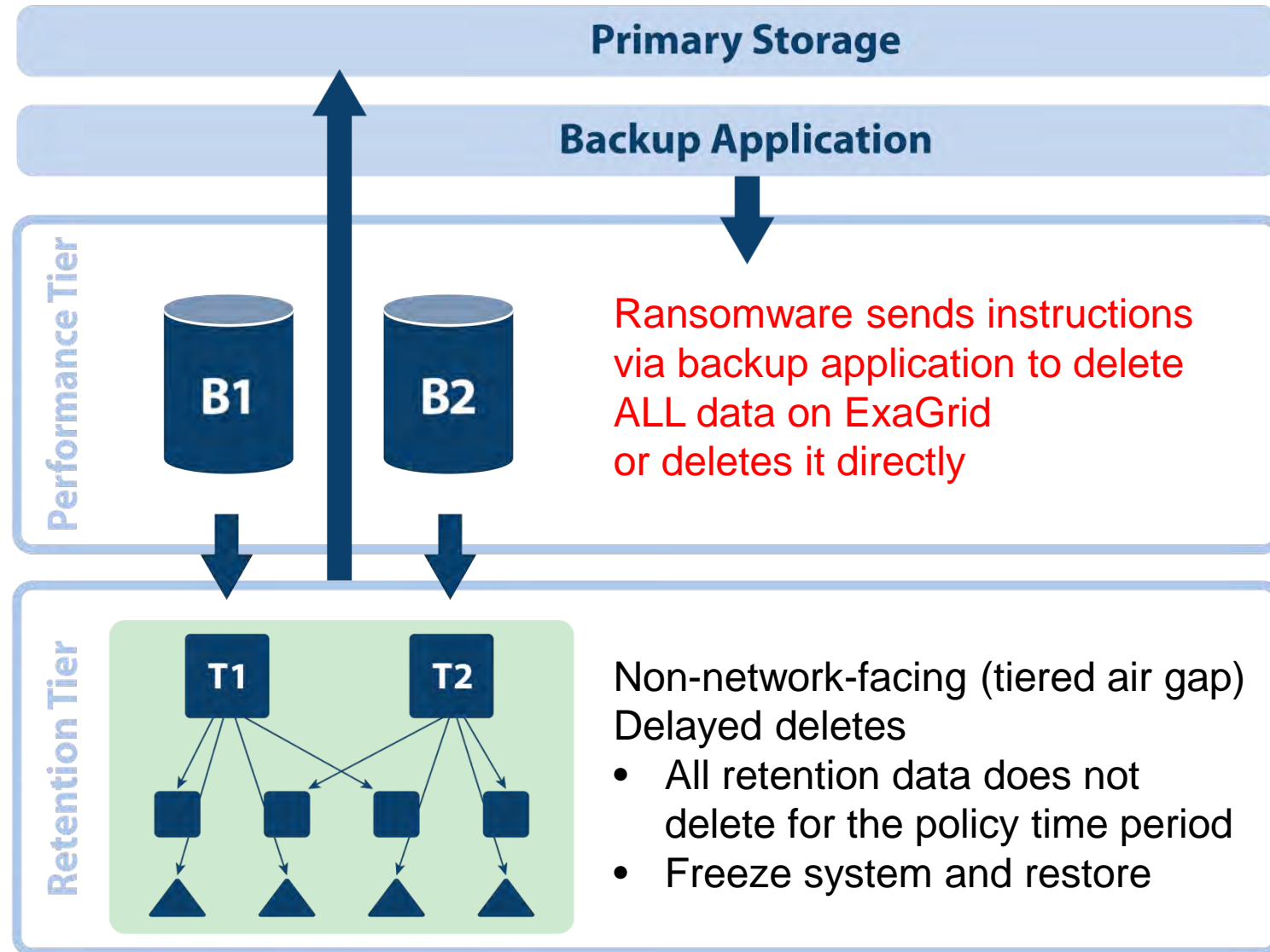
Retention Tier

Second Repository Tier

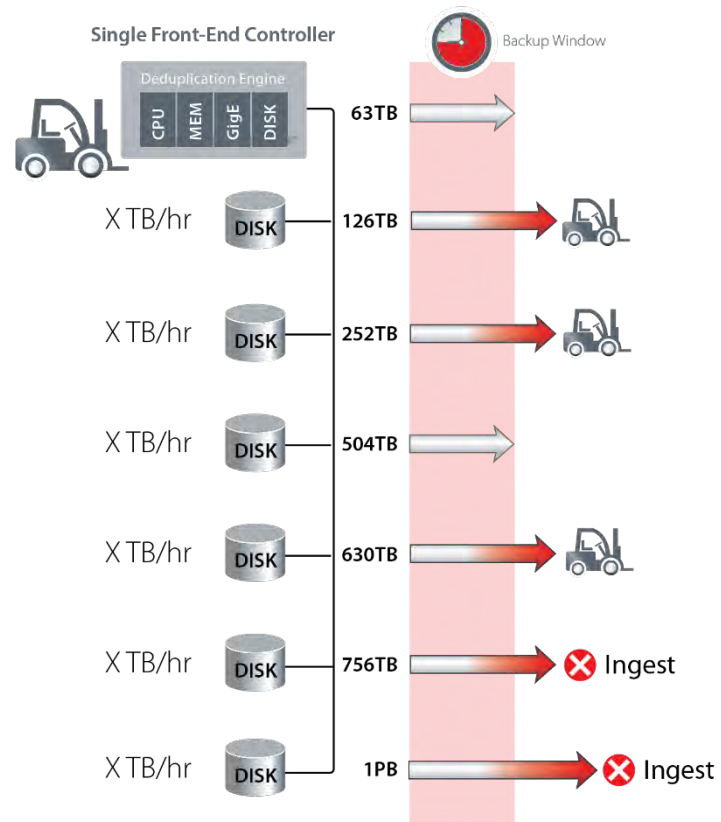- Long-term retention
- Deduplicated data

Benefits

- Low-cost long-term storage
- Ready for ransomware recovery
  - Non-network-facing tier
  - Immutable objects
  - Delayed deletes

Disk Landing Zone

Retention Repository

Non-network-facing

Deletion Protection of Backup Data on ExaGrid

Primary Storage

Backup Application

Performance Tier

B1 B2

Ransomware sends instructions via backup application to delete ALL data on ExaGrid or deletes it directly

Retention Tier

T1 T2

Non-network-facing (tiered air gap)
Delayed deletes
- All retention data does not delete for the policy time period
- Freeze system and restore

Fixed-Length Backup Window

Scale-Up Architecture

Single Front-End Controller

Deduplication Engine
CPU MEM GigE DISK

Backup Window

63TB

X TB/hr — DISK — 126TB

X TB/hr — DISK — 252TB

X TB/hr — DISK — 504TB

X TB/hr — DISK — 630TB

X TB/hr — DISK — 756TB — ❌ Ingest

X TB/hr — DISK — 1PB — ❌ Ingest

🚜 Out of storage and ingest - forklift upgrade

❌ Ingest not keeping up with storage

ExaGrid Scale-Out Architecture

Full Servers in a Single System

Backup Window

X TB/hr — 84TB

2X TB/hr — 168TB

4X TB/hr — 336TB

8X TB/hr — 672TB

10X TB/hr — 840TB

12X TB/hr — 1PB

16X TB/hr — 1.34PB

32X TB/hr — 2.69PB
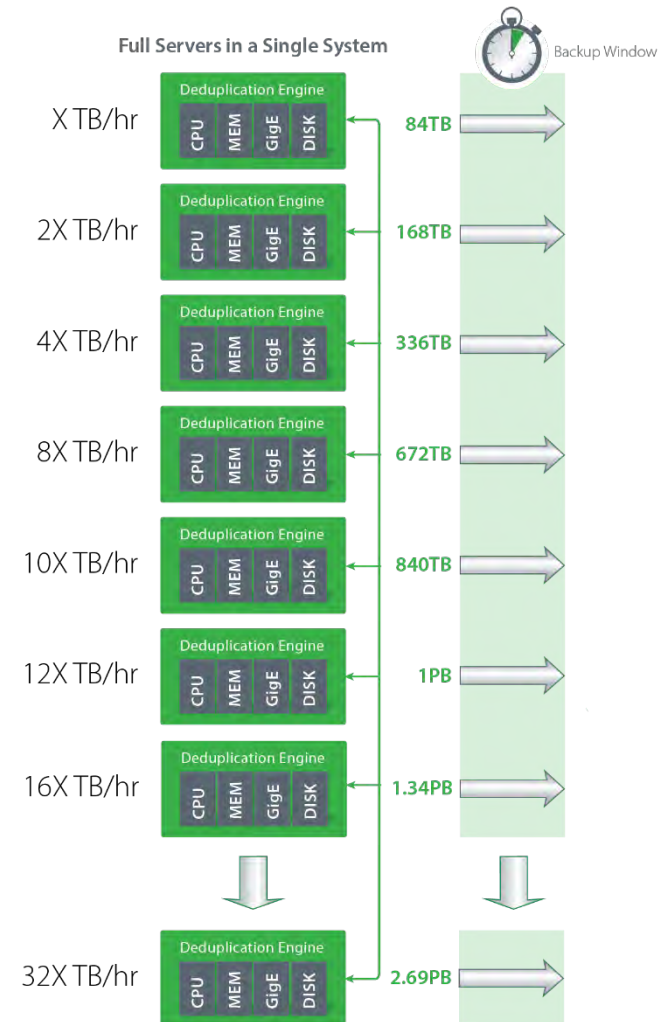
ExaGrid Tiered Backup Storage with Data Dedupe
Integrated with the Veeam Data Mover

Veeam-to-Veeam Data Mover & Veeam-to-ExaGrid Landing Zone

Delivers the industry's fastest backups and shortest backup window

Most recent Veeam data in ExaGrid Landing Zone avoids lengthy rehydration time
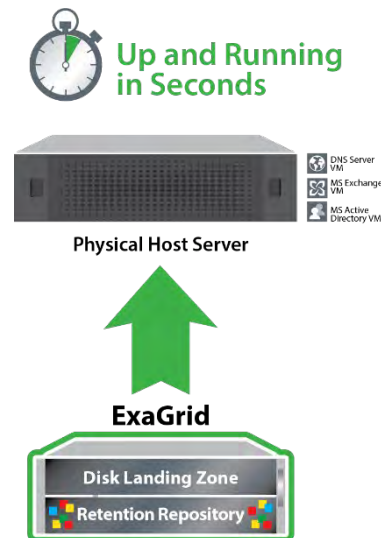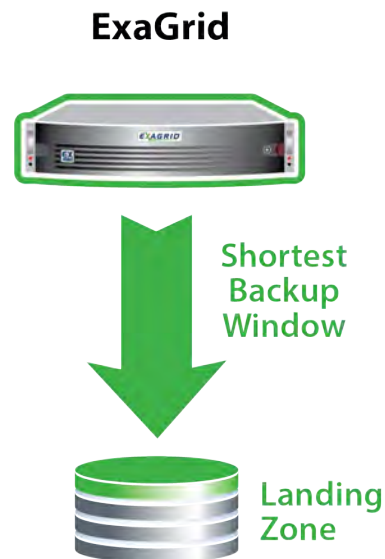
VM boots in seconds to minutes and synthetic fulls 6X faster than Veeam to disk

Full appliances in a scale-out system add compute with capacity
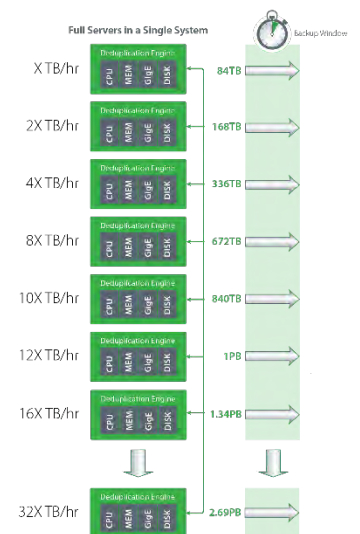
Adds backup performance as data grows

Maintains a fixed-length backup window/eliminates forklift upgrades

Supports SOBR for automated job management

ExaGrid

Shortest Backup Window

Landing Zone

Up and Running in Seconds

DNS Server VM
MS Exchange VM
MS Active Directory VM

Physical Host Server

ExaGrid

Disk Landing Zone
Retention Repository

ExaGrid Scale-Out Architecture

Full Servers in a Single System — Backup Window

X TB/hr	Deduplication Engine — CPU MEM GigE DISK	84TB
2X TB/hr	Deduplication Engine — CPU MEM GigE DISK	168TB
4X TB/hr	Deduplication Engine — CPU MEM GigE DISK	336TB
8X TB/hr	Deduplication Engine — CPU MEM GigE DISK	672TB
10X TB/hr	Deduplication Engine — CPU MEM GigE DISK	840TB
12X TB/hr	Deduplication Engine — CPU MEM GigE DISK	1PB
16X TB/hr	Deduplication Engine — CPU MEM GigE DISK	1.34PB
32X TB/hr	Deduplication Engine — CPU MEM GigE DISK	2.69PB

Works with Industry Leading Backup Applications Heterogeneous Environments

Backup Applications

VERITAS™ · veeam · COMMVAULT
IBM · DELL EMC · MICRO FOCUS
STORAGECRAFT · Zerto · HYCU
BridgeHead · arcserve · Acronis

Applications Direct

Microsoft SQL · ORACLE Oracle Dump RMAN Dump
redgate ingeniously simple tools · IBM
idera

Linux/UNIX Direct TAR

Linux
redhat
solaris

EXAGRID®

The Future of Backup Storage:
Tiered Backup Storage

System scales to a 2.69PB full backup -
Largest
in the industry

Up to 488TB/hr. ingest rate at 2.69PB full backup –
Fastest
in the industry

Restores as fast as disk,
20X
faster than dedupe appliances

EXAGRID

Backup window that is **fixed length as data grows**

Disk-cache Landing Zone
(performance tier)
for the fastest backups and restores

Long-term Retention Repository
(retention tier)
for low-cost long-term deduplicated retention

Backups as fast as disk,
3X faster
than dedupe appliances

25+
supported backup applications & utilities

Scale-out of all resources as data grows

Adaptive Deduplication **for strong offsite DR RTO & RPO**

Most complete & lowest cost Ransomware recovery
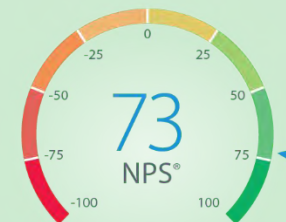
Lowest cost up front and over time

Easy to use, manage, and scale

Easy remote installation – no onsite visit required

80% of organizations who test ExaGrid, buy ExaGrid.

$$$
Price Protection Program

73 NPS®
Customers give ExaGrid
NPS score of +73

No forklift upgrades or planned product obsolescence

★★★★★ Winner of the **MOST** awards in backup storage

The **only Tiered Backup Storage** approach available

Assigned Level 2 Support Engineer to eliminate support runaround

15 years shipping product

3000+ customers who save time and money

330+ published **customer success stories**

25+ supported backup applications & utilities

80% pilot test **win rate**

85% of customers report into the **health maintenance system**