

UNITRENDS

**SOLUTION PROPOSAL
PREPARED FOR...**



Robert Cato | Account Executive | Unitrends
Tommy Phan | Solution Architect | Unitrends

Unitrends All-in-One Enterprise Backup and Disaster Recovery

Global Cloud Datacenters

USA (multiple), Canada, U.K., Germany, Australia

Est. 1989 – 30 Years of Experience

30,000+ customers globally

8,000+ registered partners globally

2+ EB of data protected

100 PB+ of cloud data managed

95% Customer Renewal

98% Customer Satisfaction

Hands-On Software Evaluations

12,000 Recovery Assurance Tests per quarter



Recovery Testing

Cloud Storage

Cloud Backup/DR SW

Cloud Infrastructure

On Prem. Backup Software

OS

Virtualization

Server

Storage



Complexity and Risk

vs

All-in-One Simplicity

- Tuning, Managing
- Interoperability Issues
- Multivendor Finger Pointing
- Added Maintenance

- Automated Recoverability Testing
- Advanced Ransomware Protection
- Cloud Purpose-built for Retention and DRaaS
- Award Winning Support

Unitrends Recovery Series | Gen 9

- Capacity-based Licensing



Optional: 10Gb SFP+ & 8Gb Fibre Channel HBA

| Model | Usable Capacity | Suggested Backup | RAID | SSD Flash | Form | Memory | Cores/Threads |
|-------|-----------------|------------------|----------|-----------|----------|--------|---------------|
| 9002 | 2 TB | 1.1 TB | N/A | N/A | 1U Short | 8 GB | 2/4 |
| 9004 | 4 TB | 2.4 TB | RAID-1 | N/A | 1U Short | 8 GB | 4/8 |
| 9006 | 6 TB | 3.6 TB | RAID-1 | N/A | 1U Short | 16 GB | 4/8 |
| 9008 | 8 TB | 4.8 TB | RAID-1 | N/A | 1U Short | 16 GB | 4/8 |
| 9010 | 10 TB | 6 TB | RAID-1 | N/A | 1U Short | 16 GB | 4/8 |
| 9012 | 12 TB | 7.6 TB | RAID-1 | N/A | 1U Short | 16 GB | 4/8 |
| 9016S | 16 TB | 10.1 TB | RAID-10 | 240 GB | 1U | 32 GB | 8/16 |
| 9020S | 20 TB | 12.6 TB | RAID-10 | 240 GB | 1U | 32 GB | 8/16 |
| 9024S | 24 TB | 16.6 TB | RAID-10 | 240 GB | 1U | 32 GB | 8/16 |
| 9032S | 32 TB | 22 TB | RAID-1/6 | 480 GB | 2U | 64 GB | 16/32 |
| 9040S | 40 TB | 27.5 TB | RAID-1/6 | 480 GB | 2U | 128 GB | 16/32 |
| 9060S | 60 TB | 41.2 TB | RAID-1/6 | 480 GB | 2U | 256 GB | 24/48 |
| 9080S | 80 TB | 55 TB | RAID-1/6 | 480 GB | 2U | 256 GB | 24/48 |
| 9100S | 100 TB | 68.7 TB | RAID-1/6 | 480 GB | 2U | 256 GB | 24/48 |
| 9120S | 120 TB | 82.4 TB | RAID-1/6 | 480 GB | 2U | 256 GB | 24/48 |

Unitrends Recovery Series Appliance

Best-in-class backup
for physical & virtual
workloads

Predictive Analytics

- Eliminates issues before they occur

Ease of Use

- Intuitive Management Console
- Manage multiple appliances as one solution
- One step to define & schedule based on RTOs & RPOs

AI-based Ransomware Protection

- Early detection and proactive alerts

Fast, Efficient WAN Replication

- Global and inline deduplication, acceleration, compression, & military-grade encryption

Unlimited Licensing

- No per agent fees, operating systems fees, or additional licensing of any kind required

Automated DR Testing

- Detailed Recoverability and RPO/RTO reports.

Instant Recovery

- One click instantly transforms Windows servers into VMs; instantly

Cloud Empowered

- Unitrends Cloud or Public Cloud



Ransomware Protection

Prevention

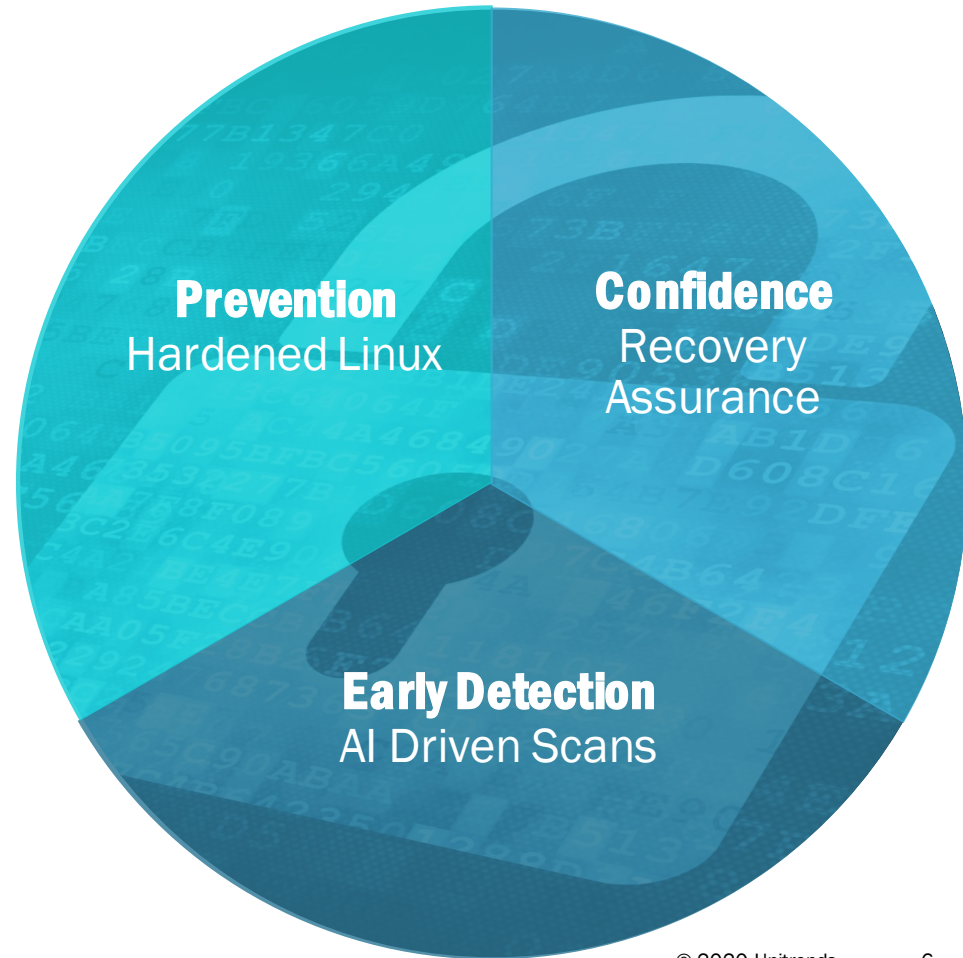
- Hardened Kernel, CENT OS
Linux Backup Appliances

Early Detection

- Adaptive & predictive analytics against backup data
- Identifies anomalous behaviors indicating ransomware threat conditions
- Proactive alerts are sent when ransomware conditions are detected

Confidence

- **Recovery Assurance Testing** Ensures Recoverability of Backup



Forever Cloud



Long Term Data Retention

Store backup copies offsite easily by simply identifying which data should be retained in the cloud. Unitrends will apply a default retention policy for all backups stored in Forever Cloud: a set of 7 daily, a set of 4 weekly, and 3 Monthly backups will be preserved securely



Security and Compliance

All our data centers are SSAE-16 SOC 2 certified and validated to meet best-in-class security standards. All data is secured with the latest military grade encryption with AES-256 encryption of data in-flight and at-rest.



Cost Effective

Forever Cloud allows you to purchase just the amount of cloud-based data protection you need. Unlike other cloud backup solutions that result in soaring cloud storage costs over time, you pay for just the amount of local data you need protected in the Unitrends cloud, not for the amount of cloud storage used.



Minimize WAN Data Transfer

Manage WAN bandwidth more efficiently with advanced WAN Optimization including compression and advanced variable block source deduplication. Granular replication as often as every 60 seconds provides near-continuous data protection to meet any demanding RPO and transfers only changed data. Optional cloud seeding allows you to ship your initial set of data to us on disks overnight instead of taking weeks to transfer over the Internet.



Eliminate Manual Processes

Unitrends Forever Cloud provides an effective alternative to sending tapes or other rotational media off-site for long-term retention, removing the burden of long-term retention management with a fully automated solution.



Requirements & Benefits

County of Monterey

Unitrends

| | | | |
|---|--|------------------|--|
| ❖ | Data backup and protection for local production | ✓ | Unitrends Model 8012: 12TB Usable Capacity, 7.6TB Suggested Backup |
| ❖ | Long Term Retention – 90 Day | ✓ ✓ | Unitrends forever cloud can provide a custom retention policy starting at 90 days, with up to infinite yearly copies Unitrends can leverage the cloud or several different options for keeping long term retention such as disk, SAN, or NAS. |
| ❖ | Confidence in Recoverability | ✓ ✓ | Unitrends Recovery Assurance automates recovery testing and compliance reporting Application aware sandbox testing provides Recovery Point / Time Actuals, as well as service checks |
| ❖ | Reliable Support | ✓ ✓ ✓ ✓ | 100% U.S. Based Support. 98% customer satisfaction. 24/7/365 All Unitrends engineers and Co-located with R&D Department. Only vendor on (3) Gartner Quadrants for Backup, DR, and Orchestrated Testing. |
| ❖ | All-in-One Solution for Backup, Disaster Recovery, and Business Continuity | ✓ ✓ ✓ | All-in-one vendor for local Backup, Long Term Retention, and Disaster Recovery Less Vendors = Less Complexity Single Pane of Glass – Increase efficiency |

Deployment: Local Backup w/ Replication to the Unitrends Cloud

Data Centers



Unitrends Recovery Appliance:
9012 Enterprise Plus Edition
12 TB Total Capacity
7.6 TB Suggest Backup



Management from a single pane of glass

Notes:

- Data Center will backup locally to a 9012 Recovery Series Appliance
- Recovery Series Appliance will replicate to the Unitrends Cloud for redundancy and DR purposes
- 6 TB of Cloud Storage – 90 Day Retention Policy
- The initial full backup will be loaded onto a seeding device and shipped to the Unitrends Cloud
- Everything will be managed from a single pane of glass

Pricing: Local Backup w/ Replication to the Unitrends Forever Cloud – 36 Month Term

| | Description | QTY | Unit Price | MSRP | Discounted Cost |
|--------------------------|---|-----|-------------|--------------------|--------------------|
| RS-9012HDWENPBFREE-NEW-P | Promotional Pricing for New Customers - Just pay maintenance cost and receive a R9012 Appliance with Enterprise Plus (MSRP: \$16,499) at no charge | 1 | \$16,499.00 | \$16,499.00 | \$0.00 |
| RS-9012SPLUNT36-P | Platinum Support for the Recovery Series Model 9012, includes a full hardware warranty, software updates, proactive monitoring and 24x7 access to our US Based support team - 36-month term | 1 | \$9,486.00 | \$9,486.00 | \$8,463.74 |
| SURECARE-HW | SureCare - Dedicated engineer to help with implementation | 1 | \$1,995.00 | \$1,995.00 | \$1,197.00 |
| FC-90RCaS-500x36 | Forever Cloud (500 GB increments) - 90 Day Retention Policy | 12 | \$1,579.00 | \$18,948.00 | \$9,095.04 |
| IS-RPDCSD | Rapid Seed Service - fast upload of on-premise data to Unitrend's Cloud for initial setup | 1 | \$995.00 | \$995.00 | \$298.50 |
| | Cost Before Shipping & Tax | | | | \$19,054.28 |
| | Shipping | | | | \$100.00 |
| | Tax | | | | \$1,819.66 |
| | Total Cost | | | \$47,923.00 | \$20,973.94 |

Total Discounted Cost: \$20,973.94

Savings off MSRP: \$26,949.06

Pricing: Local Backup w/ Replication to the Unitrends Forever Cloud – 42 Month Term

| | Description | QTY | Unit Price | MSRP | Discounted Cost |
|--------------------------|---|-----|-------------|-------------|-----------------|
| RS-9012HDWENPBFREE-NEW-P | Promotional Pricing for New Customers - Just pay maintenance cost and receive a R9012 Appliance with Enterprise Plus (MSRP: \$16,499) at no charge | 1 | \$16,499.00 | \$16,499.00 | \$0.00 |
| RS-9012SPLUNT36-P | Platinum Support for the Recovery Series Model 9012, includes a full hardware warranty, software updates, proactive monitoring and 24x7 access to our US Based support team - 42-month term | 1 | \$9,486.00 | \$9,486.00 | \$10,005.76 |
| SURECARE-HW | SureCare - Dedicated engineer to help with implementation | 1 | \$1,995.00 | \$1,995.00 | \$1,197.00 |
| FC-90RCaS-500x42 | Forever Cloud (500 GB increments) - 90 Day Retention Policy | 12 | \$1,579.00 | \$18,948.00 | \$10,752.12 |
| IS-RPDCSD | Rapid Seed Service - fast upload of on-premise data to Unitrend's Cloud for initial setup | 1 | \$995.00 | \$995.00 | \$298.50 |
| | Cost Before Shipping & Tax | | | | \$22,253.38 |
| | Shipping | | | | \$100.00 |
| | Tax | | | | \$2,114.07 |
| | Total Cost | | | \$47,923.00 | \$24,467.45 |

Total Discounted Cost: \$24,467.45

Savings off MSRP: \$23,455.55

Unitrends Installation and Premium Support Services

- Remote installation, including intro to backup best practices
- 24x7x365 Telephone-based support
- E-notification of upgrades and new releases
- Firmware and Software maintenance upgrades
- New software feature releases
- Training videos, knowledge base, Support Forums
- Web-based self-service support portal
- Customer LAN assistance
- Customer environment assistance
- Assistance with WAN for vaulting or cross-vaulting
- Dissimilar Bare Metal driver support
- Next business day non-chassis hardware parts replacement shipment



- Most hardware issues can be diagnosed remotely, allowing for next business day delivery of parts if diagnosis completed by 2pm ET.

Unitrends All-in-One Backup and Recovery

- ✓ Automated Recoverability Testing
- ✓ Advanced Ransomware Protection
- ✓ Award Winning Support
- ✓ Cloud Purpose-built for Retention and DRaaS

Thank you

Rob Cato

Account Executive

UNITRENDS

O: 781-418-0487

C: 508-331-7786

rcato@unitrends.com