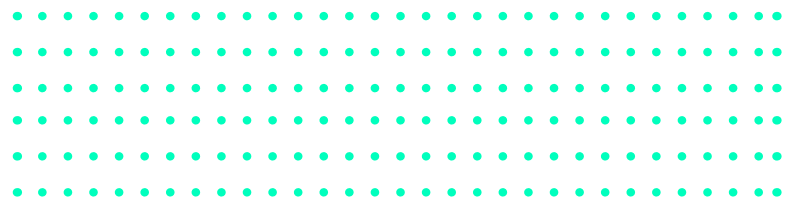


Solution Brief

Data Protection with Logicalis + HPE GreenLake

**Evolve Your Defenses to Protect
Against Evolving Threats**

Ransomware: An Escalating Threat to Businesses of Every Size



Cyber threats are evolving and proliferating.

Ransomware, in particular, has been increasing both in sophistication and quantity, affecting companies of every size. Around **50%¹ of organizations have suffered an unrecoverable data event in the past three years**, so it should be unsurprising that the majority of IT leaders are prioritizing security, data management, disaster recovery, and data protection.

A security-based mindset is essential to keep data protected, but it is just the first step. To offer broad protection of data across a hybrid IT environment, it is necessary to adopt a strategy that tightly integrates **storage, cloud, and data protection**.

Many organizations, however, lack the proper resources and expertise to keep up with the evolving needs of IT and the business, which, in turn, poses problems for those who wish to modernize and maximize data security.

The Challenge of Self-Managed IT

As organizations invest in new technologies and business strategies, IT skills shortages are inhibiting digital transformation, innovation, and IT flexibility, making it difficult to keep up with the pace of change. According to research from Forrester, **74%² of IT decision makers cannot meet their organizations' demand for IT expertise** with internal resources alone.

In the coming years, the already-shrinking talent pool is expected to grow even smaller. Boston Consulting Group, for instance, predicts that the fields of computer science and mathematics could see **a talent shortfall of more than 6 million people³**.

The skills shortage is only the first hurdle faced by modern IT teams, however.

The continuing proliferation of technology creates complexity and overhead that wastes valuable IT resources. Teams who spend their time **monitoring operations, maintaining systems, and fine-tuning infrastructure** aren't spending time on technology-driven business initiatives.

The situation is a double bind.

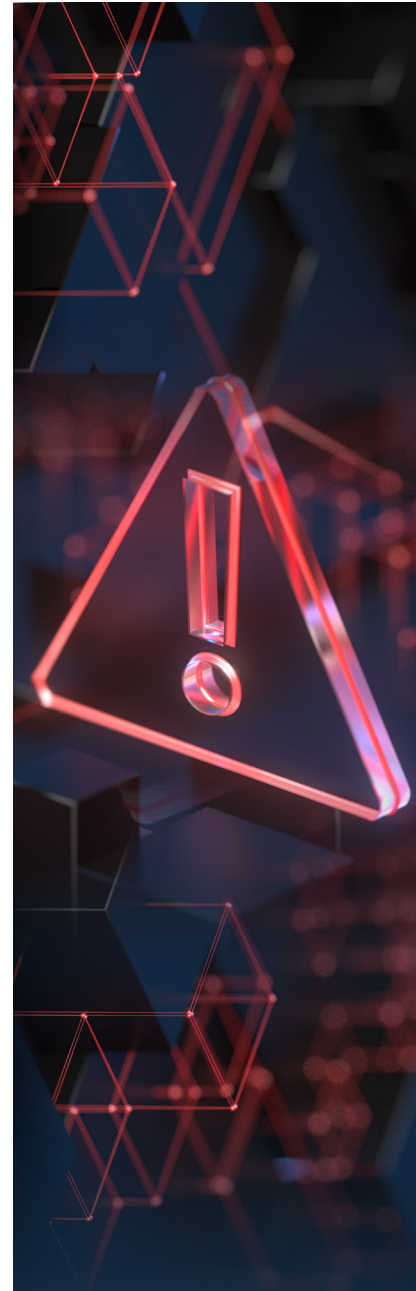
On the one hand, IT teams must execute strategic initiatives and drive innovation. At the same time, they must also protect data and ensure that business systems are running at peak performance, since **downtime, data loss, and disruption** directly impact **IT services, the customer experience, and the bottom line**.

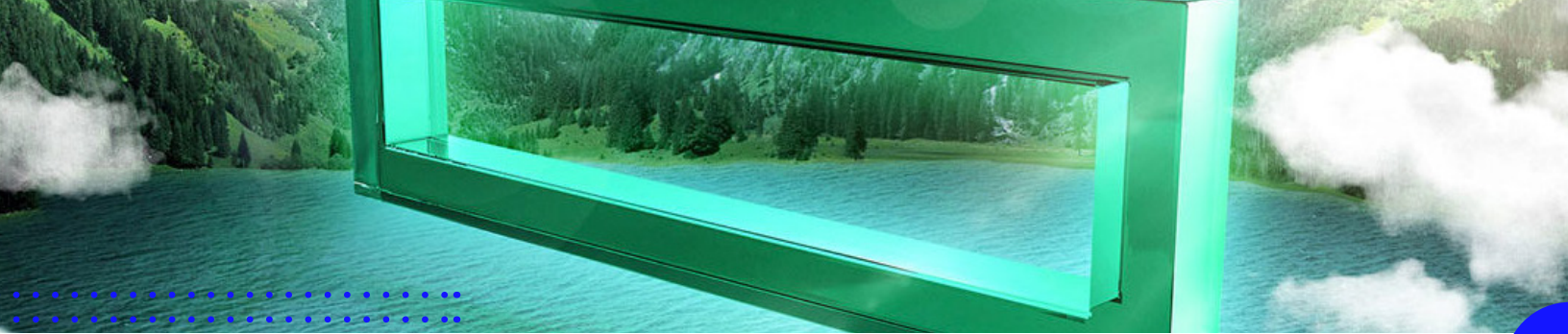
Fortunately, although technology has created the challenges covered above, today's as-a-service economy has provided us with IT solutions that can both protect data and reduce IT overhead: managed IT services and data protection-as-a-service.

¹Source: "Data Protection for Hybrid Cloud, Containers, and Virtual Machines — An IDC Infobyte"
<https://www.hpe.com/psnow/doc/a00113336enw>

²Source: Forrester, "IT Leaders Leverage Outside Expertise To Achieve Business Outcomes: A Spotlight On IT Services Providers"

³Source: <https://www.bcg.com/publications/2021/impact-of-new-technologies-on-jobs>





Data Protection as-a-Service with HPE GreenLake and Zerto

HPE GreenLake offers flexible, streamlined, as-a-service data storage, management, and protection, as well as a suite of pay-per-use IT solutions for hybrid environments. For modern organizations, whose IT environments are spread across the cloud, on-premises environments, and the edge, HPE's consumption-based IT offers several advantages:

The Agility of the Cloud

Consumption-based, as-a-service IT increases agility, frees up resources, and enables IT to better meet business needs.

Scalability

HPE GreenLake scales up or down with your compute, storage, and infrastructure needs, so you never have to worry about capacity limits.

Pay-as-you-go Economics

The economics of the cloud reduces overspending on overprovisioning, IT operations, data management, and more.

Enhanced Data Protection

On-premises equipment, as well as a suite of data management and protection solutions, improves compliance, performance, and security, while also offering resilient defenses against threats such as ransomware.

Included with HPE GreenLake is Zerto, an enterprise-class backup and disaster recovery solution that improves data security. Benefits of Zerto include:

Protection Against Ransomware

Zerto has the lowest recovery point objectives (RPOs) and the fastest recovery time objectives (RTOs) in the industry. Continuous data protection (CDP) with journal-based recovery provides always-on data replication that creates thousands of recovery points just seconds apart, enabling businesses to recover in minutes to a state seconds before the attack. These capabilities dramatically reduce the threats posed by data loss and downtime, both of which can significantly affect IT services and the customer experience.

A Simplified, Unified Experience Across All Supported Platforms

Support is included for VMware vSphere, Hyper-V, Microsoft Azure, Google Cloud, AWS, and more.

A Hybrid IT Solution That Reduces Risk From Edge to Cloud

A software-only platform provides enterprise-class, end-to-end data protection for the entire hybrid IT environment, including edge, on-premises, and cloud. Granular control enables the recovery of specific data or entire application stacks.

Consumption-Based Usage That Provides Scalability and Flexible Economics

Reliable, cost-effective, automated backup is offered via pay-per-use deployment. Since costs correlate with usage, there is no risk of overspending on overprovisioning. At the same time, consumption-based usage enables on-demand scaling, which simplifies IT operations, data management, and finances.

To streamline the implementation of HPE's solutions, reduce costs, and offload day-to-day tasks, consider partnering with a managed services provider. Experienced managed service providers, such as Logicalis, have the expertise, certifications, and capabilities to develop a robust, enterprise-grade data protection solution with Zerto, HPE GreenLake, and HPE's entire portfolio of solutions.



Logicalis: HPE Partners and Expert

Managed Service Providers

Logicalis implements service and support strategies to help digitally transformed organizations run at peak performance, providing the digital assurance, awareness, and responsiveness needed to modernize your IT systems, improve costs and efficiency, free up IT resources, and achieve your desired business outcomes.

Unlike many other IT solution providers, we do not act as a third party who delivers transactional support only when necessary.

We work closely with you and build solutions uniquely tailored to your specific IT and business needs.

Our expert teams act as an extension of your IT team, enabling you to:

- Offload day-to-day IT tasks to specialists
- Avoid lengthy, costly recruitment and training processes
- Spend more time on your strategic business initiatives
- Streamline infrastructure management
- Maintain business continuity
- Realize your digital transformation goals

When you partner with us, here is what you can expect:

- A full suite of professional and managed services, including **strategic consulting, creative problem-solving, management, maintenance, and ongoing support**
- A **proprietary Digital Services Platform** that delivers unparalleled levels of uptime, continuous data-driven insights, predictive and preventative maintenance, automated resolution, and responses
- **2,000+ engineers** who address **700,000 tickets per year**
- **Operations in 28 countries**, more than 100 through our global delivery partners
- HPE partner since 1993, with **HPE authorizations in 15 countries**
- The full portfolio of HPE services and solutions, including **data management, security, backup, and disaster recovery** with **HPE GreenLake** and **Zerto**

As Architects of Change™, we help you embrace, adapt to, and lead change.

We work closely with our customers and partners, including HPE, to drive digital transformation and help digitally transformed business operate at peak performance.

Also, and just as importantly, we are 100% committed to helping you succeed and thrive in today's digital economy—after all, your success is our success.

Protect Your Data and Your Business

with Logicalis + HPE

Schedule a complimentary executive briefing today

You need to focus on your business, not on infrastructure, IT operations, or data protection. Connect with us today and schedule a free executive briefing to learn how we can help you protect your data, reduce risks, lower costs, and deliver better experiences to your customers.

Spend more time on your business and worry less about data, security, or IT operations. Let our deep bench of experts ensure that your digitally transformed environment is always running at peak performance.

Contact us to learn how we can attend to your IT infrastructure, so you can focus on strategic business initiatives and achieve your targeted business outcomes.

Visit www.us.logicalis.com

Call 866 456 4422

