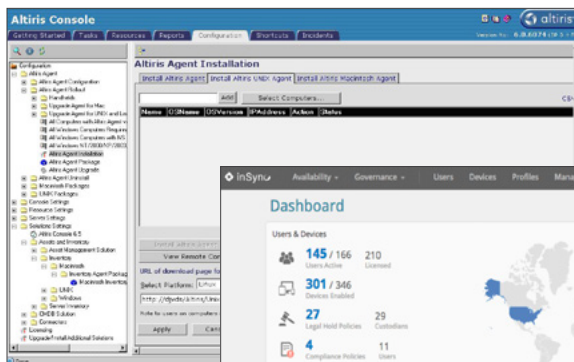
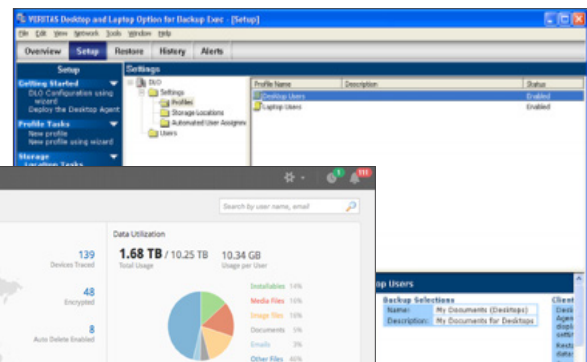




Druva inSync vs. Altiris/ Symantec/Veritas Desktop and Laptop Option (DLO)



Altiris



Symantec DLO



Druva inSync

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Executive Summary

Altiris and Symantec/Veritas DLO are PC backup solutions that are inadequate for the needs of today's mobile enterprise. Validated by leading analysts and a growing customer base, inSync offers the industry's best data protection solution for all enterprise endpoints – laptops, smartphones, and tablets. inSync dramatically improves IT efficiencies and end-user productivity.

Druva designed inSync as a unified end-user data protection, sharing, and governance solution that delivers the visibility and management needed for large enterprises. This approach enables organizations to benefit from the performance increases delivered by our unique global deduplication system, as well as minimize the data replication inherent with siloed solutions. Security and governance remain centralized, providing comprehensive audit trails, and the ability for legal hold across laptops, mobile devices, and cloud apps.

This report will compare the features of Altiris / DLO and Druva inSync across several different categories, including: data deduplication, device refresh & OS migration, legal hold & eDiscovery, security and data privacy, data availability and durability, and integrated file sync and share.

Altiris End-of-Life

Symantec's acquisition of Altiris and then end-of-life announcement of the Altiris Recovery Solution has left Altiris customers stranded and seeking a better alternative.

- Altiris Recovery Solution was declared end-of-life in 2010
- Altiris Recovery Solution was replaced by Backup Exec DLO, which is now replaced by a standalone Symantec Desktop Laptop Option (DLO)
- Altiris product support ended in April 2012; Only partial support continues until October 2013
- There is a heavy push from Symantec to transition Altiris customers to DLO, which is another clunky, outdated solution unsuited for the needs of today's mobile endpoint users. Moreover, DLO formats are completely different from those of Altiris Recovery Solution; direct conversion of data is not possible

Data Deduplication Techniques

Data Deduplication Techniques	Altiris	Symantec/ Veritas DLO	Druva inSync
Deduplication methodology	Server-side only	Global dedupe (File-level) only on initial backup	Object level, global across all user, and client-side
Application-aware deduplication	No	No	Yes
Email duplication	No	Deduplicates individual attachments only	Deduplicates individual messages and attachments

Altiris / DLO

Altiris provides a three-level approach to server-side deduplication and compression with each snapshot:

- Redundant File Elimination, which filters out files already present in the repository
- Redundant Block Elimination, which reduces data transmission size by transmitting and storing portions of each file that are different from the previous snapshot
- LZS data compression

The Altiris approach has a limited impact on bandwidth and storage savings, resulting in a sub-optimal end-user experience.

DLO performs a global deduplication only on the initial backup of a file.

- Deduplication is performed at a file-level so any duplicate data at the sub-file level is not eliminated
- If a file is modified, DLO does not deduplicate the file any longer but transfers all the changes in the file which results in significant storage and bandwidth consumption
- With PST files, DLO can only deduplicate attachments and not messages

inSync

inSync's deduplication is global, application-aware, and client-side which results in 70-80% bandwidth and storage savings.

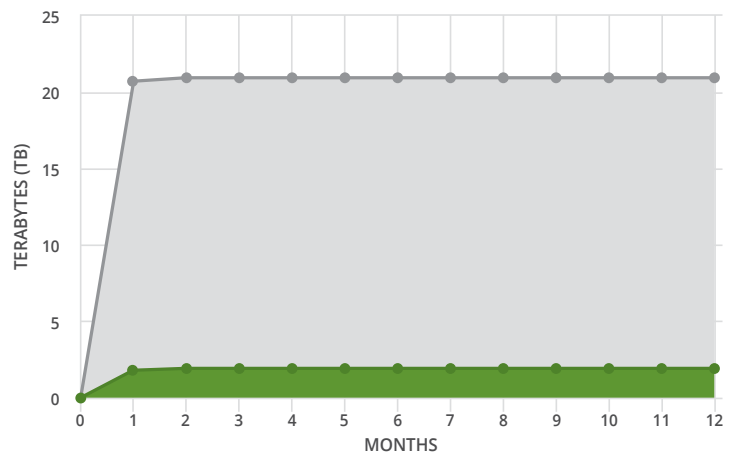
- inSync deduplicates data across all users/devices in the enterprise

- Because of its application-aware nature, inSync provides optimal deduplication with Outlook, PDF, and Office files as it accurately determines block boundaries and can recognize objects within as well as across these file types

Storage and bandwidth usage over time:

**80%
LESS**

inSync will use 17 TB less storage and bandwidth (80% less) compared to traditional backup after 1 year of implementation.

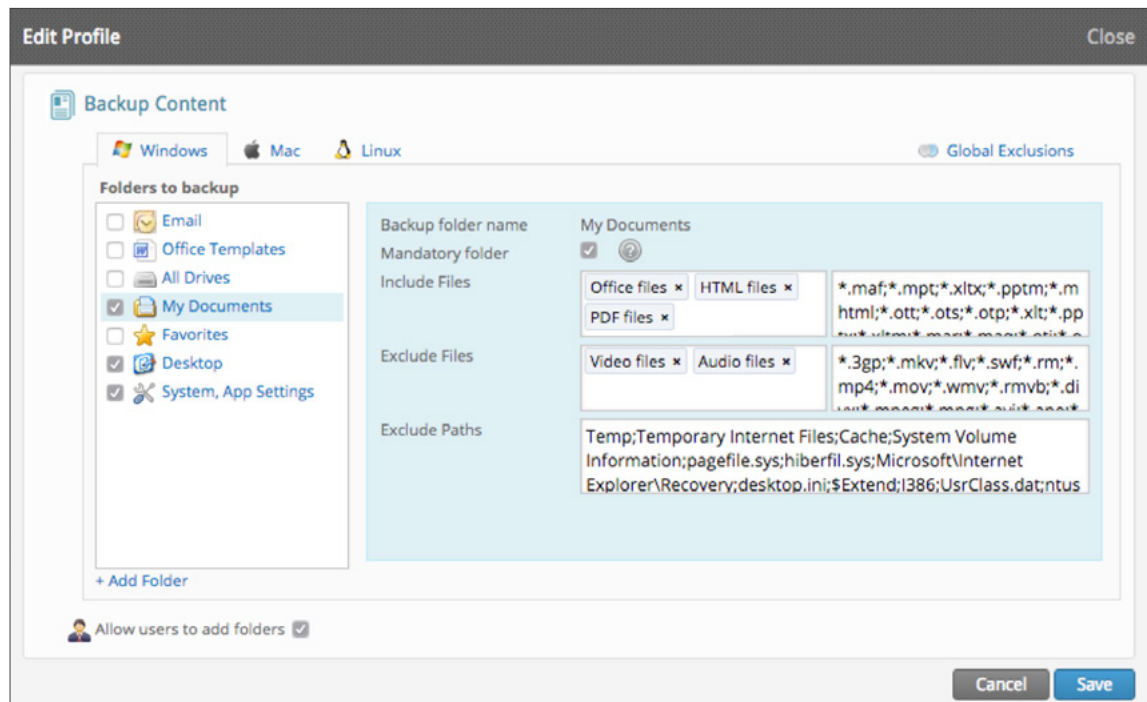


- inSync is far more efficient in backing up large PST files as it uses MAPI to deduplicate at the message/attachment level
- Bandwidth and storage savings mean less time spent in storage management, better end user experience, and lower TCO

Device Refresh & OS Migration

Altiris / DLO

Neither Altiris or DLO can backup a user's system and application settings, resulting in end-users having to manually reconfiguring system and application settings after a device refresh or OS migration.



inSync

With inSync's Persona backup, users can backup system and application settings in addition to their files and folders.

- Eliminates the need for painful bare metal restores (BMR) on endpoints
- Saves end-user time spent in manually reconfiguring system and application settings to get back their familiar working environment
- Can be used for OS migration or laptop refreshes, eliminating the need to purchase software specific to OS migration that has no use after the migration process is completed
- Makes replacement/refresh and OS upgrade/migration processes efficient with user self-restore of both data and settings

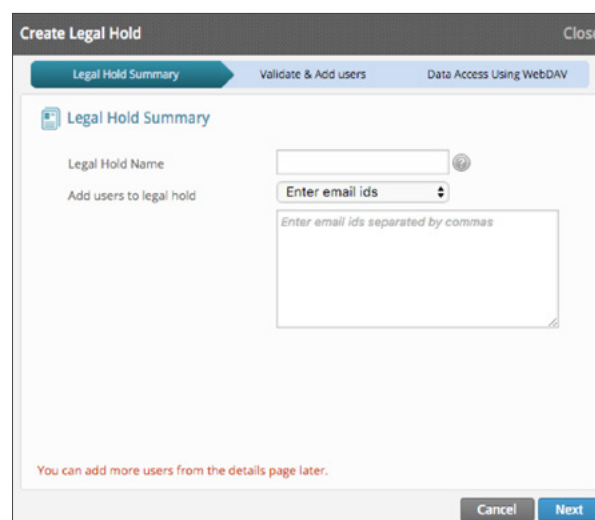
Legal Hold & eDiscovery

Legal Hold & eDiscovery	Altiris	Symantec/Veritas DLO	Druva inSync
Chain of custody reports	No	No	Yes
Admin tamper-proof audit trails	No	No	Yes
Direct access for eDiscovery platforms	No	No	Yes (e.g. AccessData, Recommind, DISCO)
Cloud apps data collection & archival	No	No	Yes (Office 365, Google, Apps, Box, Salesforce)

Altiris / DLO

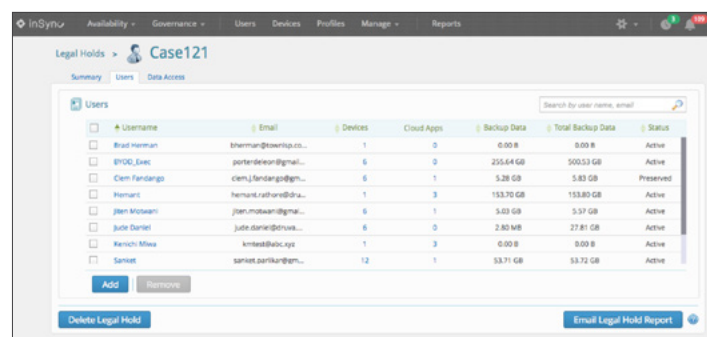
Overall Altiris and DLO's legal hold capabilities are basic, using a classic backup model that requires IT/Legal to move the data to an intermediary preservation server. More advanced features such as full text search, investigative search and data culling, are notably absent from the product.

- No centralized access to data for a legal hold policy. IT or Legal needs to restore data for every user and users must restore files to a device (push restore)
- Because there is no centralized access to data for a legal hold this significantly increases the chances of spoilage and also does not retain metadata attributes for chain of custody reports
- No out-of-the-box connectors with any eDiscovery vendor
- No chain of custody reports
- Cannot scale for continuous investigations or cannot meet strict SLA's for quick data access for certain litigations



inSync

Druva inSync is the only endpoint data protection platform that delivers the needed capabilities to locate custodian data, place legal holds and provide an interface for eDiscovery ECA system ingestion.



- With centralized access to endpoint data, organizations can use inSync's federated search to identify the location of files — on which device they are stored, as well as the geographic location of the device itself.
- After identifying custodians via federated search or list import, organizations can place legal holds on stored data, suspending retention policies and preserving the content in place — ensuring it remains securely stored and immutable until it needs to be reviewed.
- inSync keeps full audit trails to the content that is stored and accessed within the system. These audit trails include all end-user and IT administrator activity and are tamper-proof to ensure proper information management procedures were followed.
- When legal is ready to transfer held data into an eDiscovery ECA system, inSync provides legal administrator access to review held data and expose it for ingestion over the network.

Proactive Compliance

Compliance	Altiris	Symantec/Veritas DLO	Druva inSync
Ability to proactively track, monitor and be notified of potential data risks	No	No	Yes
Data capture across all devices	No	No	Yes

Cloud Apps Data Collection & Archival	No	No	Yes (Office 365, Google, Apps, Box, Salesforce)
Predefined compliance regulation templates	No	No	Yes (ex. HIPAA, GLBA, PCI)
Data capture across cloud applications	No	No	Yes (Office 365, Google, Apps, Box, Salesforce)

inSync

With inSync's proactive compliance, enterprises can automate finding data risks either related to industry regulations (such as HIPAA, PCI DSS, or GLBA) or based on their own criteria (human resources, intellectual property, financial policies) stored across end-user devices and cloud applications.

- **Centralized compliance dashboard:** Compliance, security, and legal teams can access an easily-navigable dashboard that permits authorized users to visualize corporate data by data source, compliance risk type, risk level, user types, and other pertinent information.
- **Predefined, customizable compliance templates:** Organizations can select from predefined compliance templates or customize their own. Proactive Compliance automatically scans the data—wherever it is—and highlights troublesome items (such as social security numbers or health record data), and alerts the right people when suspect materials are found.
- **Investigative search:** When handling an investigation request by the legal team, authorized users can use inSync's deep-search and legal hold capabilities to locate suspect materials, identify possible custodians, and place data on hold for eDiscovery purposes.

Mobile Access and BYOD Support

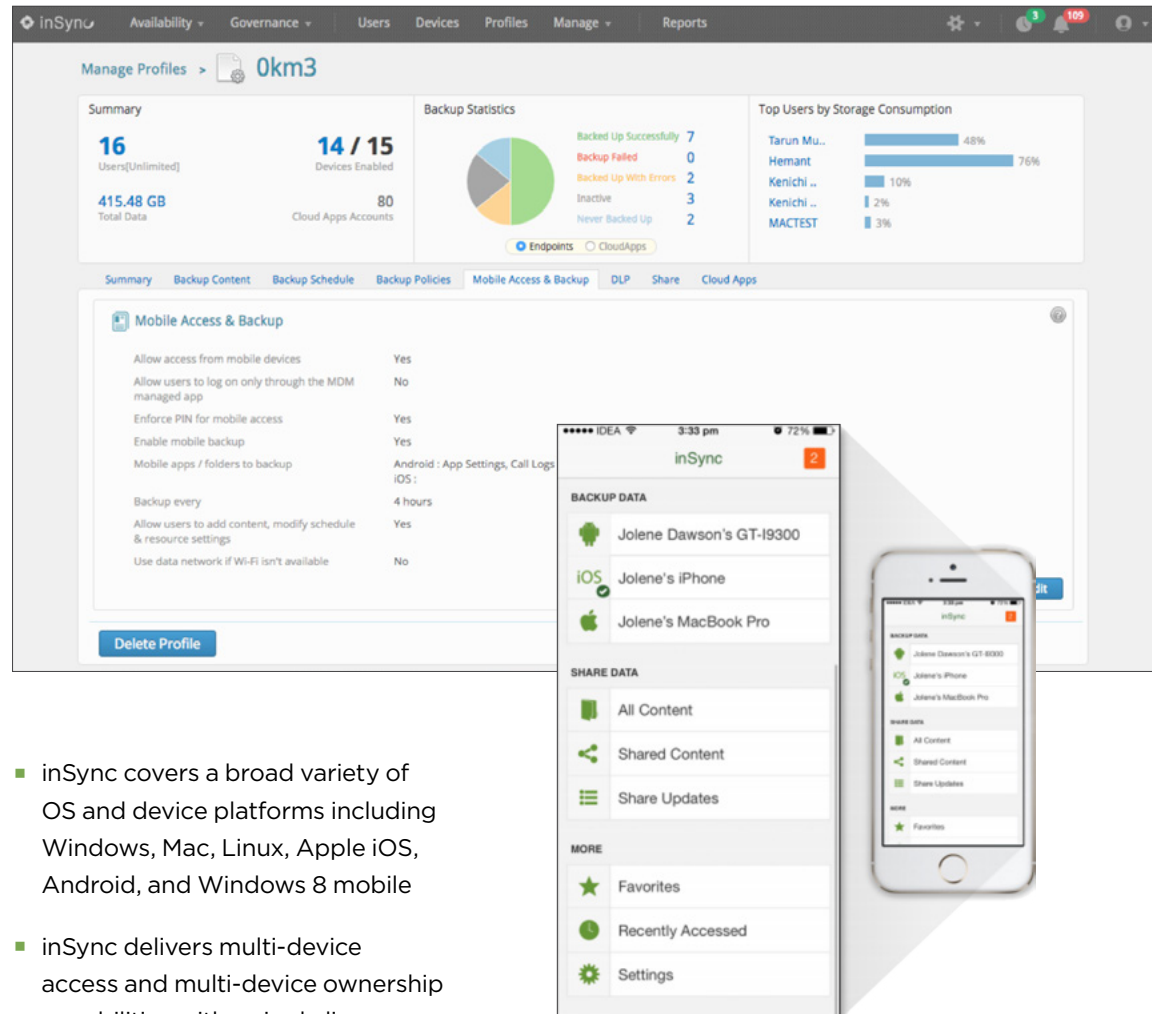
Altiris / DLO

Altiris and Symantec DLO offer minimal support for mobility or BYOD.

- Altiris is only compatible on Windows laptops.
- Neither solution allows VPN-less remote access or web-based self restores by users.
- Neither solution provides mobile apps for users or IT policies for BYOD enablement.

inSync

inSync provides cross-platform data backup for endpoint devices:



- inSync covers a broad variety of OS and device platforms including Windows, Mac, Linux, Apple iOS, Android, and Windows 8 mobile
- inSync delivers multi-device access and multi-device ownership capabilities with a single license per user, for any number of devices
- Optimized for WAN, inSync allows remote users to backup and restore over VPN-less WANs and automatically resumes backups dropped because of network conditions
- Users can self-deploy and self-restore their devices
- Users can access and restore data backed up from any of their devices using the client, inSync web, or mobile app
- inSync mobile app backs up corporate data for both corporate and BYOD smartphones and tablets

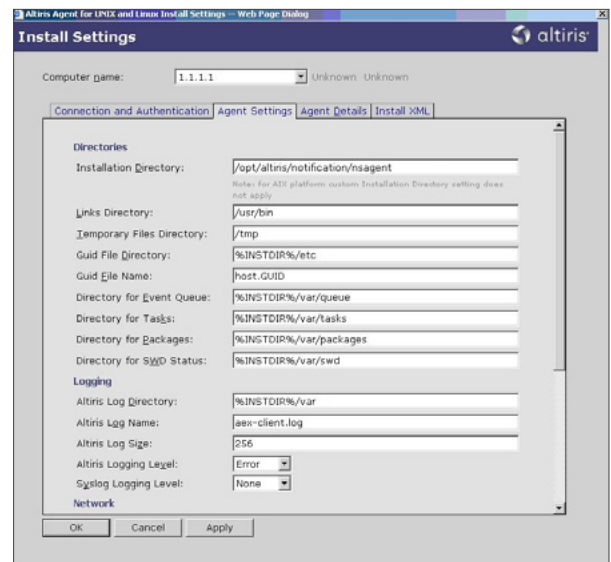
- Data loss prevention capabilities allow corporate data to be remotely wiped from corporate and BYOD devices
- inSync's BYOD-related policies allow IT administrators the flexibility to manage user-owned devices
- Enable mobile device access and mobile sharing based on profile

Installation and Management

Altiris / DLO

DLO requires significant IT time and effort to install and maintain.

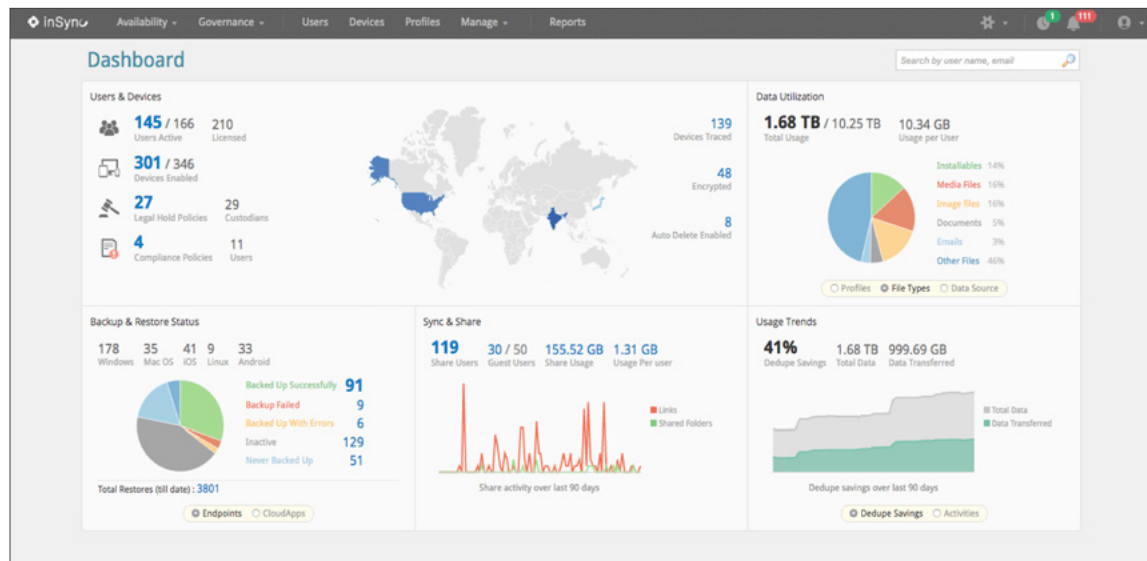
- Requires installation of DLO Administration Console, DLO Administration Server, DLO Maintenance Server, DLO Database Server, Dedupe Server, and a SQL Server
- DLO can only be managed from the installed management console



inSync

inSync features integrated tools, pre-configured options, and a visual interface for simple installation and maintenance.

- inSync can be set up instantly in the cloud with no additional hardware required.
- Preconfigured user-profiles out of the box can be easily extended to create new profiles
- 1-Click Quick Configuration allows administrators set up commonly used data sources such as email, desktop, documents etc. for backup
- Web-based centralized administrative console allows for seamless management of users, policies, and data across inSync storage nodes
- The same set of profiles and policies can be applied across endpoint backup, file-sharing, and DLP



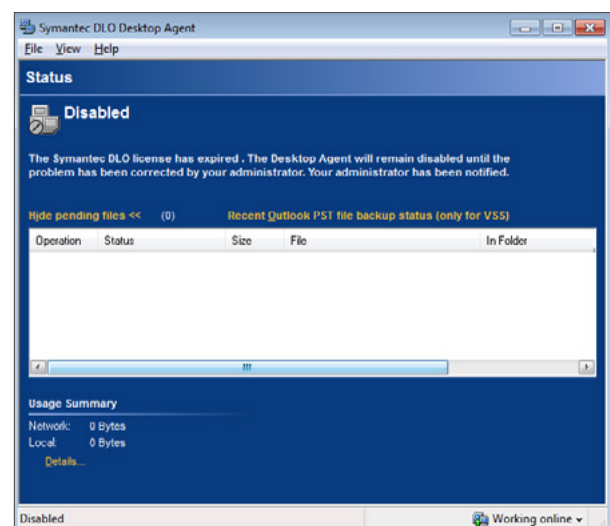
- Global real-time federated search enables administrators to quickly locate a specific file on any endpoint
- Reports and data analytics offer detailed information on users, devices, files, versions (restore points), date modified, and size with out-of-the-box report filters
- View administrator activities with undeletable stream of all activities including managing users, data, storage, and reports

End-User Experience

Altiris / DLO

Legacy backup solutions such as Altiris and DLO are highly intrusive to end-users and diminish employee productivity often to the point that users turn off the client, leaving data unprotected.

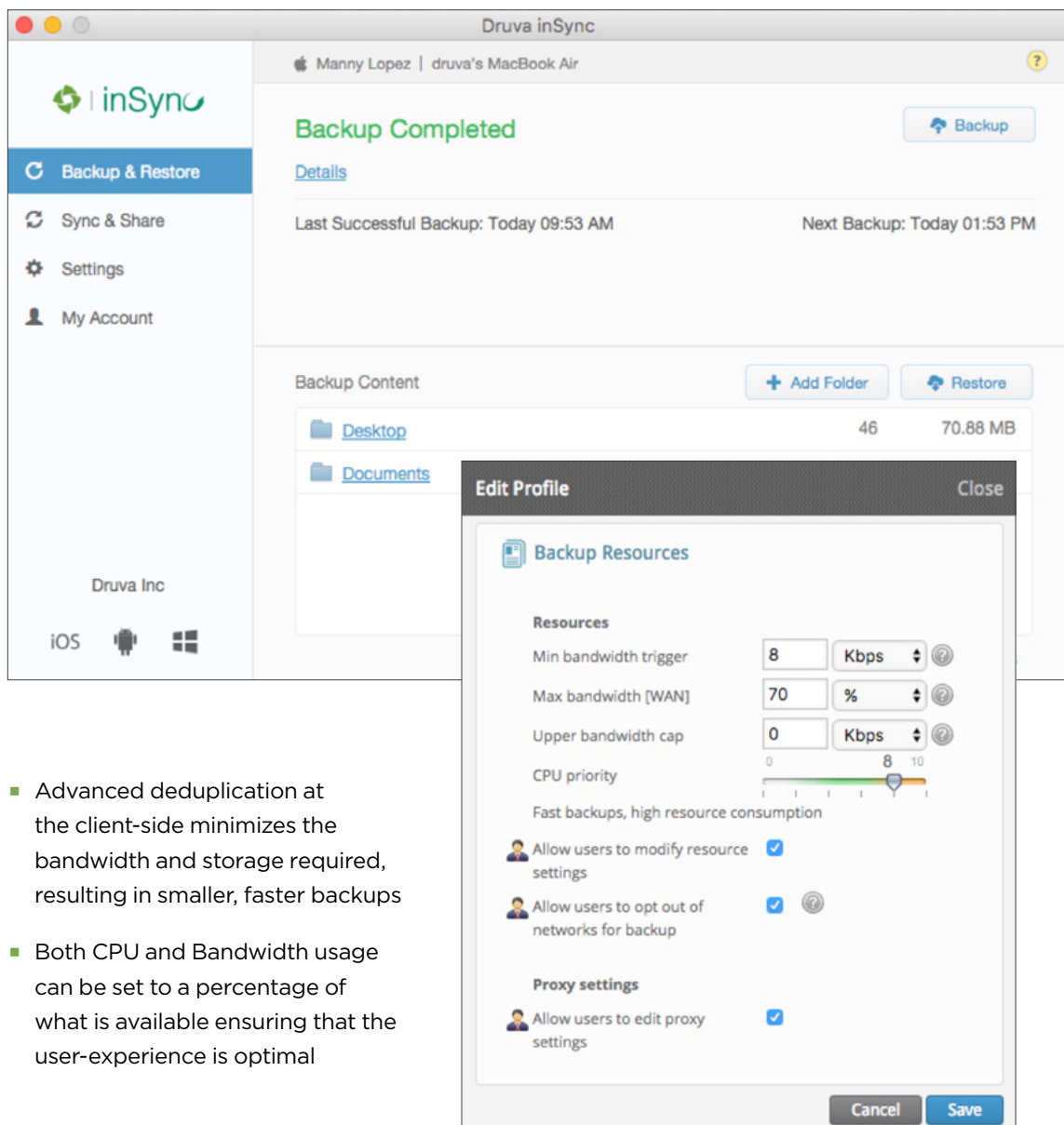
- Altiris and DLO do not allow any CPU throttling but allow throttling of bandwidth by specifying an absolute bandwidth cap (sub-optimal over WAN connections)



- Even in enhanced throttling mode, DLO does not throttle data transfers when backing up Outlook PST files
- DLO's Deduplication techniques have minimal impact on bandwidth and storage
- DLO does not offer multi-threaded restores

inSync

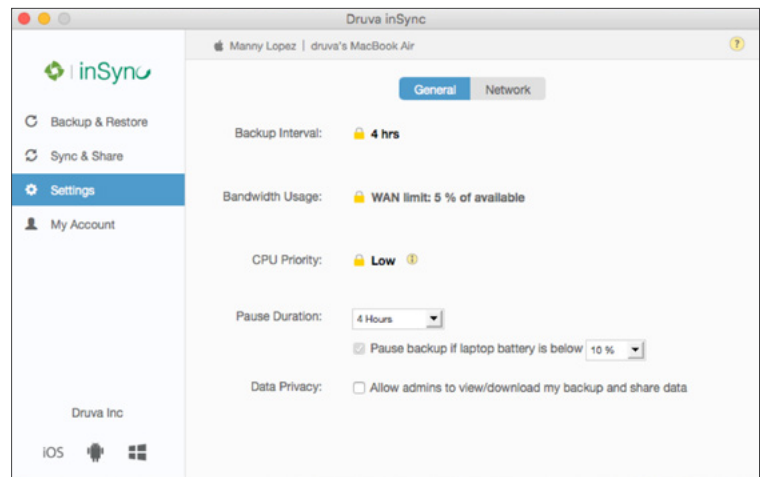
inSync offers multiple bandwidth throttling options as well as advanced deduplication techniques, so backups take place in the background and virtually invisible to end users.



The screenshot displays the Druva inSync application window. The main interface shows a 'Backup Completed' status with a 'Backup' button. Below this, it indicates the 'Last Successful Backup: Today 09:53 AM' and the 'Next Backup: Today 01:53 PM'. The 'Backup Content' section lists folders like 'Desktop' (46 files, 70.88 MB) and 'Documents'. An 'Edit Profile' dialog box is open, showing 'Backup Resources' settings. These settings include: Min bandwidth trigger (8 Kbps), Max bandwidth [WAN] (70 %), Upper bandwidth cap (0 Kbps), and CPU priority (a slider set to 8, labeled 'Fast backups, high resource consumption'). There are also checkboxes for 'Allow users to modify resource settings', 'Allow users to opt out of networks for backup', and 'Proxy settings' (Allow users to edit proxy settings).

- Advanced deduplication at the client-side minimizes the bandwidth and storage required, resulting in smaller, faster backups
- Both CPU and Bandwidth usage can be set to a percentage of what is available ensuring that the user-experience is optimal

- WAN optimization engine analyzes available network resources, selects the appropriate packet size, and spawns multiple threads to make the best use of the available bandwidth
- Backups and restores are multi-threaded and any interrupted backups or restores are automatically resumed



Integrated File Sync & Share

Integrated File Sync & Share	Altiris DLO	Druva inSync
Integrated file sharing with IT visibility	No	Yes, integrated

Altiris / DLO

Neither Altiris nor DLO offers integrated data loss prevention.

inSync

inSync was the first provider to integrate secure file synchronization and sharing with endpoint backup, and seamlessly integrate user productivity while giving IT admins granular control over sharing.

- File sharing data is globally deduplicated with backup data which amplifies bandwidth & storage savings
- Deep IT control & visibility
 - enable sharing, share with who, mobile sharing, external/link sharing
 - user activity streams
- Integrated document viewer (view only links, expire link by # of views)
- Selective sync (save bandwidth, disc space on endpoint)

About Druva

Druva is the leader in cloud data protection and information management, leveraging the public cloud to offer a single pane of glass to protect, preserve and discover information - dramatically increasing the availability and visibility of business critical information, while reducing the risk, cost and complexity of managing and protecting it.

Druva's award-winning solutions intelligently collect data, and unify backup, disaster recovery, archival and governance capabilities onto a single, optimized data set. As the industry's fastest growing data protection provider, Druva is trusted by over 4,000 global organizations and protects over 25 PB of data. Learn more at <http://www.druva.com> and join the conversation at twitter.com/druvainc.

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