

FAST FORWARD

with backup that grows with you

When it comes to IT and backup, the traditional financial model can't keep up with growing business needs. Forced to control and predict costs for increased consumption, organizations are looking for a customized and more business-focused way to manage and consume backup.

With *FlexOps: Simplicity for NetBackup™*, an easier way is here.

Follow along as we cover the risks of sticking with "business as usual" versus the advantages of a new, future-proof approach.



SCENARIO 1: GROWTH

You're struggling to stay on top of your company's growing capacity needs (a.k.a. "**consumerization of business**")



BUSINESS AS USUAL

If you try to scale with your existing model, you have to restart the procurement process and risk paying more for sudden capacity increases.



FUTURE-PROOF APPROACH

If you go with a consumption-based approach like FlexOps: Security for NetBackup™, you don't have to predict when capacity growth is needed. This pay-as-you-go model gives you the flexibility to access backup as needed without worrying about evolving business needs and corresponding backup spikes.

FlexOps: Security for NetBackup™ scales with your growing business, helping you control and manage current and future data costs.



SCENARIO 2: BUDGET

CFO and CIO (or procurement and purchasing) are giving you **budgetary pressures**



BUSINESS AS USUAL

You're being pressured to predict backup purchasing based on "guesstimates," which might not cover your needs.



FUTURE-PROOF APPROACH

FlexOps: Security for NetBackup™ normalizes your pricing model by providing predictability around cost.

With the **pay-as-you-go** approach, IT teams no longer have to take responsibility for "guessing" whether they'll have enough budget or backup based on unpredictable business growth.



SCENARIO 3: SUPPORT

You're struggling to find **proactive, strategic support**



BUSINESS AS USUAL

You're afraid of "breaking" your backup with any changes, so you spend too much time and resources trying to maintain it.

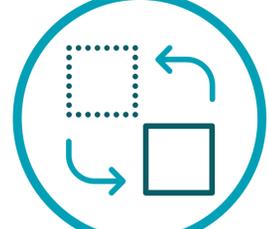


FUTURE-PROOF APPROACH

FlexOps: Security for NetBackup™ First Call Support creates a more proactive model.

- Monthly cadence calls to build your approach to backup technology
- 24/7 engineer-answered support
- Fast resolution and holistic, proactive big picture guidance

FlexOps: Security for NetBackup™ supports you so you can deal with the strategic side of backup vs. the mundane.



SCENARIO 4: BEST PRACTICES

Your backup technology is **not up-to-date** on patches, fixes, or best practices



BUSINESS AS USUAL

Falling behind on best practices, your efficiency—and making it hard to catch up. The more you delay, the harder it is to be strategic.



FUTURE-PROOF APPROACH

FlexOps: Security for NetBackup™ Enterprise Backup and Recovery HealthCheck consistently analyzes the current and future state of your backup.

- Identifies any lack of alignment in your backup environment
- Offers short-term fixes and long-term recommendations
- Ensures your backup solution is always aligned with your business needs

As backup technology evolves, **IT organizations are falling behind** and missing opportunities to be strategic with their backup.



SCENARIO 5: LICENSING

You're overwhelmed by **license compliance issues**



BUSINESS AS USUAL

You risk being non-compliant with the manufacturer of your backup solution.



FUTURE-PROOF APPROACH

FlexOps: Security for NetBackup™ manages and monitors your backup licenses to make sure you don't get backlogged with compliance or delayed cost issues.

FlexOps: Security for NetBackup™ reduces the burden of license management so you can focus on growing your business.

STUCK IN THE STATUS QUO?

Fast forward your approach to backup

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