

Strategic Partnership Overview



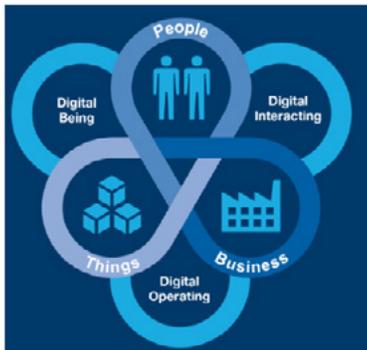
Veritas & IBM solutions, delivered as managed services on hybrid cloud environments

Strategic solutions for enterprise cloud transformation.

Together, Veritas and IBM help ensure the success of your digital transformation. Take full advantage of industry-leading data management and backup capabilities from Veritas, hosted on your hybrid cloud environments to reduce costs, minimize complexity, and meet compliance requirements.

Why choose Veritas and IBM

Our proven, 10-year partnership delivers unified data protection to help accelerate data transformation and migration, extend data protection to the cloud, and ensure availability for mission-critical applications. Enterprise solutions from Veritas and IBM deliver a consistent set of powerful tools across your physical, virtual and cloud environments.



Customer Benefits

Consistency: Enterprise customers who depend on Veritas solutions in their data center today can now enjoy these same benefits for workloads in the cloud.

Reliability: IBM brings together 300+ global resiliency centers with market-leading products and services from the trusted portfolio of Veritas solutions.

Value: IBM and Veritas combine to help customers improve their Return on Investment (RoI) and total cost of ownership (TCO), accelerate productivity, and meet compliance requirements with solutions that enable a uniform set of services across your multi-cloud deployments.

About Veritas:

Veritas Technologies empowers businesses of all sizes to discover the truth in information. The Veritas platform enables you to accelerate your digital transformation and solve pressing IT and business challenges, including multi-cloud data management, data protection, storage optimization, compliance readiness, and workload portability. More than 80 percent of Fortune 500 companies rely on Veritas to reveal data insights that drive competitive advantage.

About IBM:

IBM has the global experience, expertise and infrastructure to help you implement the data protection solution that best fits your company's unique needs and budget. With more than 50 years of experience in business resilience and information protection, IBM offers an advanced cloud infrastructure backed by extensive industry knowledge to help ensure your organization stays "always on."



Veritas and IBM Joint Solutions

Accelerate your digital transformation.

We plan to offer Veritas products via the IBM Cloud catalog, making it easy to purchase and deploy our enterprise solutions in a flexible manner to further help:

Visualize your data to make informed decisions, reduce risk, and strengthen your archives.

Protect your data, regardless of where it resides or travels (on-premises or multi-cloud).

Manage your storage to be much more efficient, less costly, and more scalable.

[Contact](#) your regional sales representative today to create a solution that suits your unique needs. Below are some current and potential combinations, designed around four common market requirements:

Data Management

A platform built on Veritas' best-in-class backup and recovery technology delivered with world-class managed service from IBM.

- [IBM Resiliency Backup as a Service powered by Veritas NetBackup](#): onsite, offsite and hybrid cloud-based data protection solutions featuring [Veritas NetBackup](#) for enhanced data backup and recovery for multi-cloud
- [Veritas Information Map](#): Gain insight into your unstructured data with Immersive data visualization

Cloud Mobility & Storage Optimization

Complex and highly regulated customers need predictable services.

- [IBM Cloud Object Storage](#): A cost-effective, disk-based alternative to tape-based long term retention of data
- [Veritas CloudMobility](#): Simple, quick and automated migration to IBM Cloud
- [Veritas Access](#): Software-defined storage for data access and copy needs
- [Veritas Enterprise Vault](#): automate retention management, classification, and supervision while simplifying search and discovery

Predictive Resilience

The cloud is not infallible—enterprises need disaster recovery options for when things go bad.

- [Veritas Resiliency Platform](#): Predictable disaster recovery across your on-premises and hybrid environments
- [Veritas InfoScale Enterprise](#): Software-defined storage and availability
- [Veritas Access](#): A scale-out software-defined storage approach for your data access and copy needs

Compliance & Risk Management

Enterprise workloads in the cloud require the same enterprise-class solutions for protection, availability and governance as on-premises implementations.

- [Veritas Risk Advisor](#): Detect, identify, and avoid configuration errors
- [Veritas Resiliency Platform](#): Predictable disaster recovery across your on-premises and hybrid environments
- [Veritas InfoScale Enterprise](#): Automate retention management, classification, and supervision while simplifying search and discovery

Learn more about the IBM and Veritas partnership and our solutions: www.veritas.com/ibm and ibm.biz/BusinessResiliencyBaaS

About Veritas Technologies

Veritas Technologies empowers businesses of all sizes to discover the truth in information—their most important digital asset. Using the Veritas platform, customers can accelerate their digital transformation and solve pressing IT and business challenges including multi-cloud data management, data protection, storage optimization, compliance readiness and workload portability—with no cloud vendor lock-in. Eighty-six percent of Fortune 500 companies rely on Veritas today to reveal data insights that drive competitive advantage. Learn more at www.veritas.com or follow us on Twitter at [@veritastechllc](https://twitter.com/veritastechllc). [201803]