



Solution Brief

Dell DX Object Storage Platform and CTERA Networks: Enabling cloud storage for enterprise private clouds and service providers

The Dell DX Object Storage Platform with CTERA Cloud Attached Storage extends cloud storage-based solutions to provide comprehensive, scalable data protection, collaboration and shared storage in a variety of distributed environments.

The solution can offer these benefits for enterprises:

- Help drastically reduce costs of existing remote backup and file server-based solutions for ROBO
- Centrally manage and enforce data protection policies among branches, remote offices and roaming laptop users
- Help facilitate secure, consumer-web style file sharing and collaboration

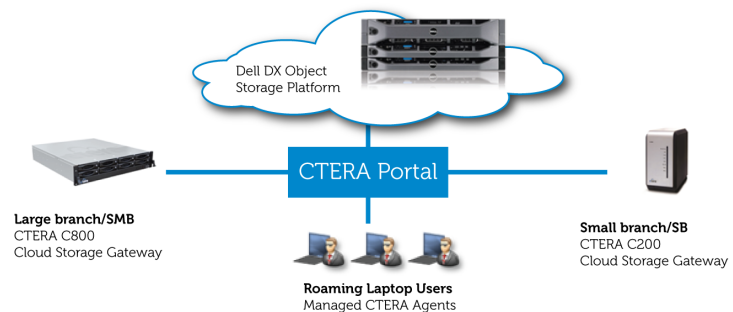
The solution also can empower cloud service providers to:

- Offer comprehensive, cost-efficient and secure managed cloud-based storage services to SMBs
- Scale profitably from a few dozen customers to tens of thousands of customers
- Sell and manage the solution both directly and via channel partners (resellers/MSPs), under their own brand

Many organizations are considering object storage solutions that can enable the cloud storage of unstructured data, especially for secondary storage purposes. These organizations are seeking solutions that can address data protection, backup and disaster recovery, as well as remote access to files and file sharing. However, deploying such cloud storage services can present challenges in performance, user experience, management and security. These hurdles may need to be overcome in order to facilitate wide-spread adoption of cloud storage:

- Accessing files in the cloud and the related latency and bandwidth issues for remote users
- Creating a seamless end-user experience so that the access feels local
- Providing users with comprehensive solutions that address business needs, such as data protection, file sharing and ubiquitous access to files
- Meeting security and privacy requirements, especially with public or externally hosted clouds
- Extending cloud storage beyond co-located storage for cloud applications and the required additional layer of management for service provisioning

CTERA Cloud Attached Storage® and the Dell™ DX Object Storage Platform can help deliver secure cloud storage services to remote sites and users, including hybrid local/cloud backup, disaster recovery, remote access, file sharing and synchronization. This solution can



help enterprises that are looking for an efficient way to manage storage, provide data protection and enable collaboration for remote and branch offices (ROBO) and roaming laptop users. It can also help service providers who wish to launch cloud storage-based services for SMB customers and midmarket companies.

Making cloud storage services secure, accessible and easy to manage

CTERA's Cloud Attached Storage provides on-premises appliances and managed agents with a cloud services delivery platform that tightly integrates with the Dell DX Object Storage Platform. Different size appliances are available, up to the 8-bay / 24TB local capacity C800, as well as managed agents that can be used to back up laptops, servers and VMs.

Pairing the performance of a local network solution with the flexibility of the DX Object Storage Platform can provide an ideal "on-ramp" to cloud storage for data protection, managed remote storage and file-based collaboration. The DX Object Storage Platform helps organizations meet data management and governance needs with policy-based retention and selectable content control permitting only authorized users to reference, alter and delete data.

The combined solution utilizes on-premises cloud storage gateways and remotely managed software agents that are seamlessly integrated with the DX Object Storage Platform through CTERA's service delivery platform, CTERA Portal™. Organizations can manage their cloud storage anywhere, from tens to tens of thousands of sites and users, while centrally controlling aspects of user management, service plans and provisioning, remote appliance management, status monitoring, and reporting. CTERA appliances can also function as NAS devices, supporting CIFS, NFS, rsync, FTP, AFP, WebDAV and iSCSI.

The DX Object Storage Platform and CTERA can provide an integrated, all-in-one solution for shared storage, data protection and collaboration with these key features:

- **Hybrid Cloud & On-Premises Architecture:** CTERA's unique cloud storage gateway technology makes the cloud accessible using standard LAN networking protocols. It is optimized for mixed environments that include fixed remote sites as well as roaming users using laptops and mobile devices.
- **Full Centralized Management:** Every aspect of cloud service provisioning, remote appliance management and user management can be controlled using the CTERA Portal, via an easy-to-use UI. This minimizes the need for on-site IT staff at remote locations, allowing organizations to monitor, troubleshoot and upgrade remote appliances and agents.

- **Multi-Tier Support:** Thanks to the CTERA Portal's multi-tier, multi-tenant architecture, the system can be used by service providers to help empower their channel partners to offer their own branded services based on the service provider's infrastructure. Similarly, in enterprise private cloud deployments, corporate IT can establish regional and departmental solutions, balancing centralized control with autonomy at the local level.
- **Comprehensive Data Protection:** A full suite of backup and recovery capabilities can provide file- and disk-level (bare metal) backup, with a local copy and a cloud copy that is stored in the Dell DX Object Storage Platform. Data that is sent to the cloud is encrypted and de-duplicated, and includes snapshot retention policies. The DX Object Storage Platform's self-healing functions continuously self-manage the integrity of stored objects to detect and repair errors and automatically reconfigure and regenerate objects without the need for IT intervention.
- **Scalability:** The DX Object Storage Platform empowers organizations to add capacity in amounts as small as terabytes, scaling up to petabytes and to billions of objects without the set-up and management complexity and costs of traditional file and block storage. The CTERA Portal can scale to tens of thousands of managed remote sites and users.

The combination of CTERA's cloud storage gateways and CTERA Portal with the Dell DX Object Storage Platform is the next logical step in storage – flexible, scalable and centrally managed storage with built-in backup, disaster recovery and collaboration capabilities, presenting users with an extensive, easy-to-use solution.

Services to help find the right solution

Dell DX Object Storage is a technology that can be utilized to optimize your storage and meet your business goals. Dell IT Consulting Services* can work collaboratively with you to determine a blueprint that fits within your specific business needs through a catalog of well-defined engagements including best practice data archiving design.

*Availability and terms of Dell Services vary by region. For more information, visit www.dell.com/servicesdescriptions.

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