

TrilioVault for OpenStack

BACKUP • RECOVER • MANAGE

Victor Larin

FACTOR GROUP – Trilio Data Distributor in Russia & CIS
triliodata@fgts.ru

TRILIO 

CONFIDENTIAL 2019

Trilio: Designed for the Cloud

Cloud Native Data Protection

for OpenStack & Red Hat Virtualization



BACKUP
Data &
Workload



RECOVER
Current &
New Cloud



MANAGE
Administrator &
Tenant


Some of Our Premier Fortune 500 Customers and Partners





GANNETT



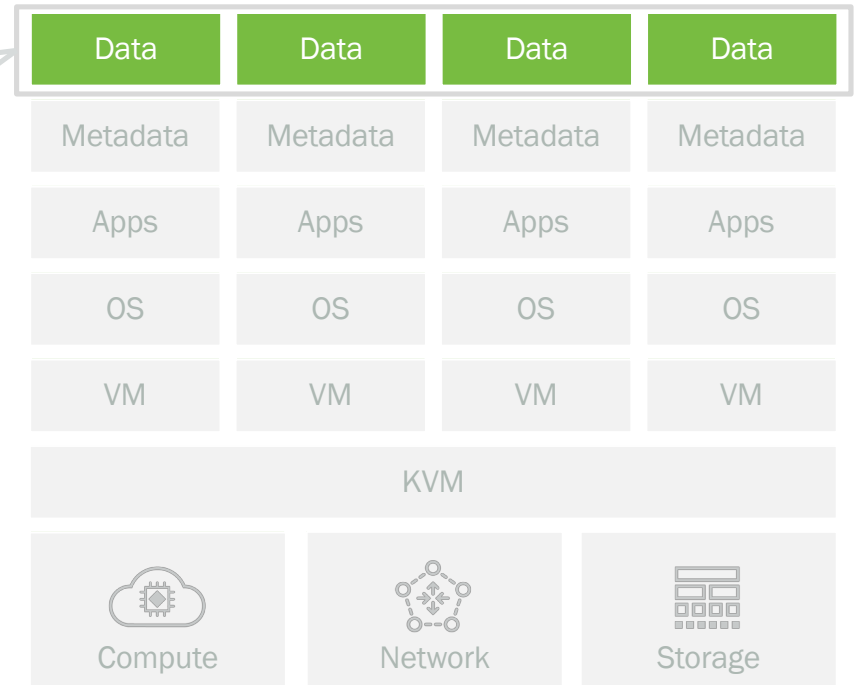
Legacy Workarounds ≠ OpenStack Demands

 **Legacy Backup**
VM-based backup

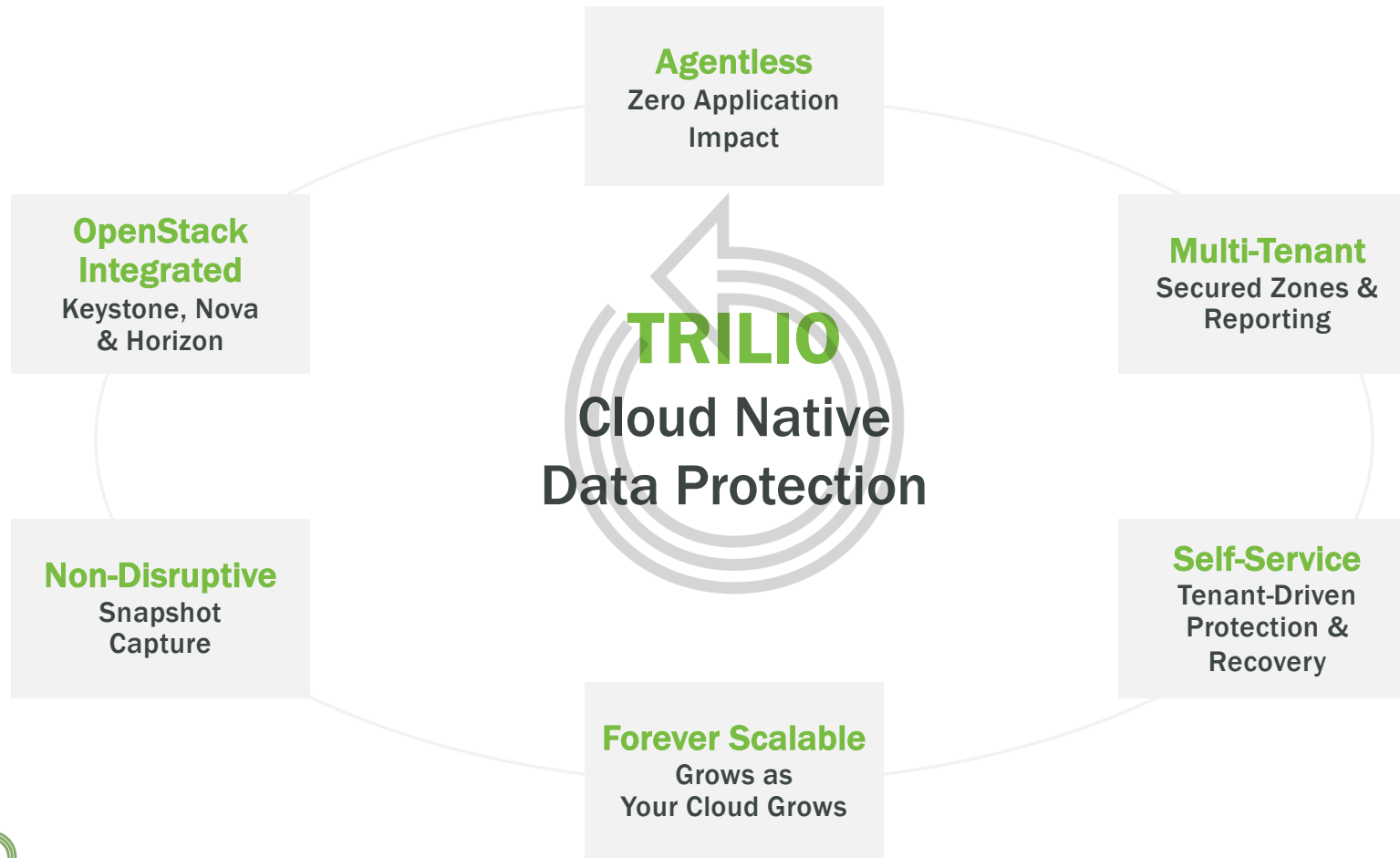
 **Manual Workarounds**
Scripting, cron jobs, array snaps

 **... A Wing & A Prayer**
No backup at all

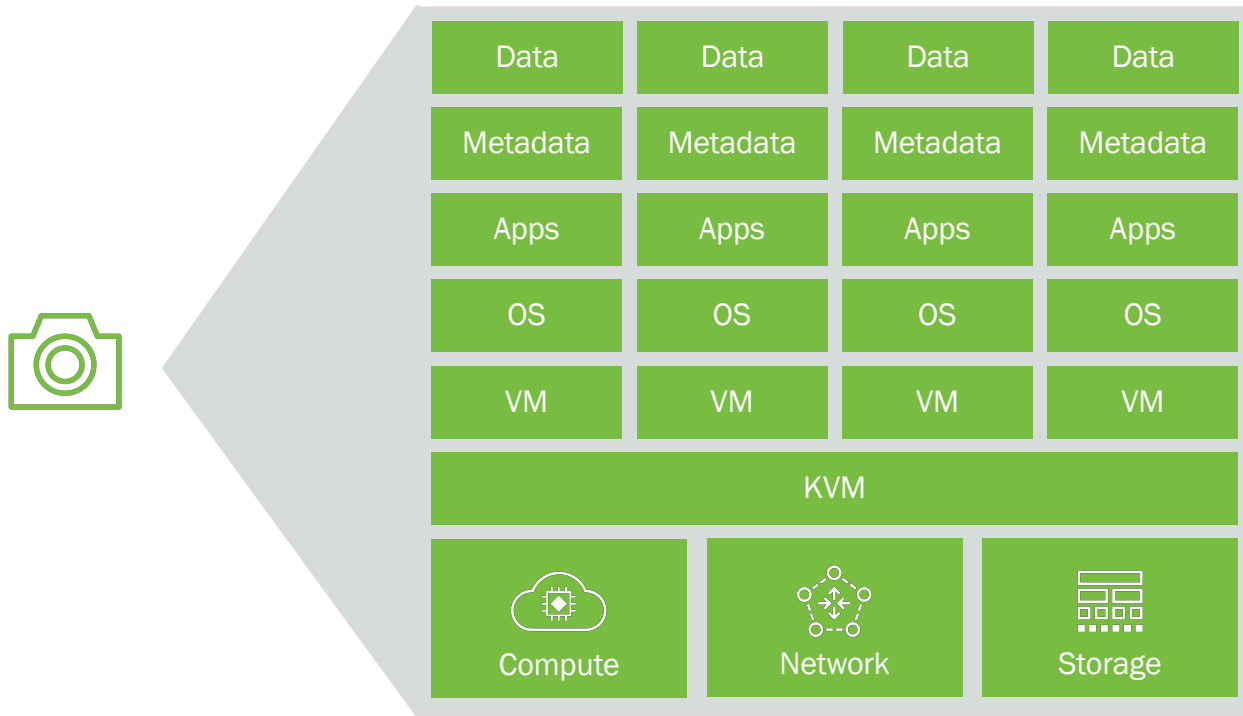
OpenStack Workflows *per Tenant*



Trilio Completes the OpenStack Journey



Captures Entire Workload



- Application
- Operating System
- Virtual Machine
- Network Configuration
- Storage Volumes
- Security Groups
- Metadata
- Data



Integrates With Everything OpenStack

DEPLOYMENT



INTEGRATION



BACKUP TARGETS



Recovers to Multiple Environments



IN-PLACE RECOVERY

Same Cloud
& Zone



ALTERNATE ZONE

Migration, DR,
& Test/Dev



ALTERNATE CLOUD

Another Public or
Private OpenStack



SELECTIVE RECOVERY

Specific Files
& Folders

Non-Disruptive & Highly-Efficient



1

Workload Snapshot

Non-disruptive to application performance

2

First Capture = full

Saved as QCOW2 format

3

Incremental Forever

Only changed blocks stored

4

Fully Formed

Each ingest is fully formed/mountable



Trilio Customer Examples



Telco

Manufacturing

ITO

MSP

*Private Cloud
for Line of Business*

*Private Cloud
for Internal Use*

*Private Cloud
for Global Customer*

*Public Cloud
for SME Market*

Scale

Compliance

Cost Reduction

Revenue generation

Trilio Pricing Components

- Annual subscription
- No extra charges

Two pricing options:

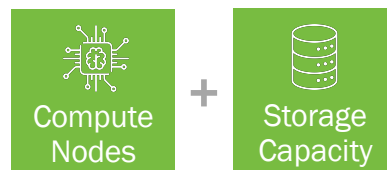
OPTION 1

Protected VMs

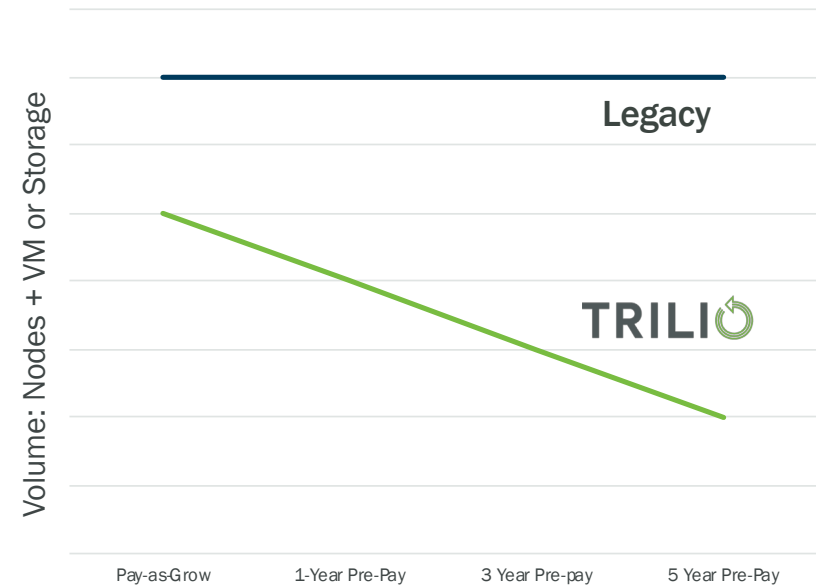


OPTION 2

Protected Storage Capacity



Trilio Cost vs. Legacy



Trilio Enables Service Provider Success

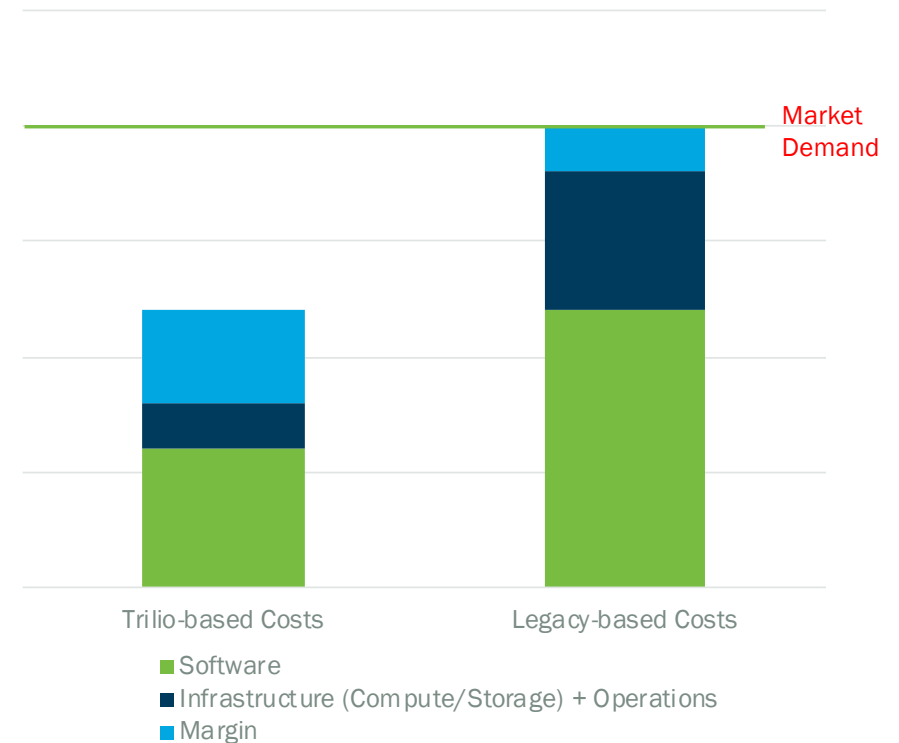
MSP cost components:

1. Backup Software: *Trilio costs less than legacy*
2. Infrastructure: *Trilio consumes less resources*
3. Operations: *Trilio requires fewer personnel*
4. Margin: *Trilio allows MSPs to increase margin*

Trilio's MSP partners can;

- Meet customer's pricing needs
- Provide superior Quality of Service
- Maintain higher profit

Backup/DR as a Service Costs



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