VERITAS™
Partner Force

Strategy & Solution Matrix

MISSION: Our mission is to enable organizations to harness the power of their information, wherever it resides, by delivering solutions that drive availability and reveal insights.

MARKET TRENDS	UNSTRUCTURED DATA – The rapid growth of data, value unknown			
	GLOBAL REGULATORY LANDSCAPE – Achieving compliance with stricter regulations			
	HYBRID CLOUD ADOPTION – The need for continuity throughout transitions			
	CONVERGED INFRASTRUCTURE – Visibility and efficient management across silos			
CAPABILITIES	360 DATA MANAGEMENT – For on premise, virtual and cloud			
	INSIGHT	AVAILABILITY	PROTECTION	
PLAYS	CLOUD MIGRATION AND ADOPTION			
	MITIGATING RISK AND COMPLIANCE	OPTIMIZE SECONDARY STORAGE	MODERNIZING DATA PROTECTION	
CAMPAIGNS	RETURN ON INFORMATION (ROI)	INFORMATION AVAILABILITY	FORWARD THINKING BACKUP	ONE BACKUP TO RULE THEM ALL
SOLUTIONS	**INFORMATION GOVERNANCE** Empower decision making with information insight and visibility across environments	**INFORMATION AVAILABILITY** Making applications and data available, wherever they reside	**ENTERPRISE BACKUP AND RECOVERY** Enterprise-strength data protection across all environments	**MIDMARKET BACKUP AND RECOVERY** Efficient data recovery across physical, virtual, cloud
		Business Continuity / Software Driven Storage		
PRODUCTS	Enterprise Vault & EV.cloud / Data Insight / Information Map / eDiscovery	InfoScale Availability Resiliency Platform Risk Advisor Disaster Recovery Orchestrator Application HA HPE Helion & Veritas Continuity / Veritas Access InfoScale Operations Manager InfoScale Storage InfoScale Foundation Hyperscale for OpenStack	NetBackup Appliances / NetBackup Software / System Recovery / Velocity	Backup Exec
COMPETENCIES	Archiving / eDiscovery	Dynamic Storage and Continuity	Enterprise Backup and Recovery	Mid-market Backup and Recovery