



Beware the Hidden Risks of BYO Appliances

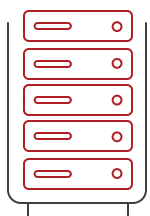
Consider the case for appliances when updating your data management and storage infrastructure.

OVERVIEW

To succeed today, enterprises are doing everything they can to push their enterprise technology—and their technology budgets—to the limit. They are increasingly relying on software and data to digitize their business operations, gain insights from machine learning and artificial intelligence and deliver exceptional customer experiences. Of course, this digital transformation requires a steady and resilient infrastructure that is both agile and cost-effective. Efficient data management and data storage are certainly the backbone of any such infrastructure.

The explosion of data has created enormous challenges for enterprises when it comes to managing and securing that data. According to a [recent survey](#) by research firm Vanson Bourne, organizations lose more than \$2 million annually as they try to meet their data management challenges. Meanwhile, [IDC found that 25 percent of organizations](#) have endured the loss of data they couldn't recover within the past three years.

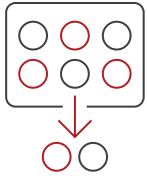
To ensure their infrastructure and data remain available and resilient, organizations are turning to data protection and availability appliances. When deploying such appliances, however, there's always a key decision to make: build the appliances in-house or turn to an established and reputable vendor. When it comes to building your own (BYO) versus buying an appliance, many enterprises believe they can save budgetary funds on up-front hardware-related capital expenditures. Unfortunately, it's not that straightforward. Over time, it can be considerably more costly to build an appliance yourself in-house than it is to buy. This paper explains why.



BYO IS DECEPTIVELY COMPLICATED

In an effort to save on hardware costs, enterprises may acquire their own appliance hardware and backup and recovery software only to discover the BYO decision has proven more costly and more inconvenient over the long term. Building any backup and recovery appliance successfully requires not only installation of the backup and recovery software and underlying appliance operating system software, but also installation of the correct I/O cards and proper integration with the correct drivers. To ensure optimal speed, maximize storage and attain the best possible performance, the integration of all components needs to be optimal as well. If they are not optimally integrated, the organization will not use the hardware to its full capability and will have to purchase more hardware to make up the difference.

The fact is that integrating and optimizing storage appliances require considerable specialized expertise and experience—something many of today's enterprises simply do not possess. Those that do have the expertise would probably be better off focusing that know-how on more strategic efforts than building appliances.



LOSS OF ADVANCED APPLIANCE AND DATA MANAGEMENT FEATURES

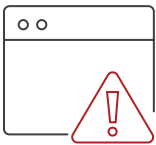
When building your own backup and recovery appliance, you can lose many features even when using the same software provided by the backup and recovery hardware provider. These features could include deduplication pool size as well as certain third-party integrations that are not available with BYO appliances. Such integrations could include streamlining the backup process for databases, enhancements tailored for virtualized environments and databases and other ways to make the management of data more effective and efficient.

With BYO, if an organization wants to manage multiple appliances concurrently and maintain load balance, teams will have to build and maintain their own management software, consuming time that could be better spent on high-level, strategic initiatives. With BYO, organizations typically lose the ability to balance workloads among appliances and easily maintain software levels across all appliances, among other capabilities.



WHEN IT COMES TO SECURITY, BYO MEANS DIY

With BYO appliances, the enterprise is on its own when it comes to the security of the appliance, including the hardening of the appliance operating system, the securing of the backup and recovery software, firmware updates and I/O card drivers. A well-secured appliance will also require the proper installation and management of cybersecurity software to monitor for potential intrusions and malware infections.



WITH BYO, THERE'S NO DIALING 911

With BYO appliances, there's no support line to call when problems arise, as they inevitably will. Chances are great that when initiating a support call with the operating system or hardware provider, each will place blame squarely on the other. This sort of finger-pointing has been the bane of enterprise administrators for decades—as has the resulting lost time and productivity. In comparison, when an appliance is under warranty support, a simple call to the appliance vendor is all that's needed to obtain the fix.



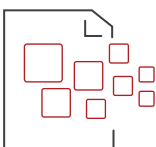
HIGHER ONGOING MANAGEMENT COSTS

With BYO appliances, there's no ongoing maintenance provided. No one is monitoring the hardware and software for potential failures, misconfigurations, security patches and other potential issues. With a purchased appliance, however, some modern appliance vendors can monitor the hardware telemetry for issues that may be on the brink—discs that could fail or other aspects of the appliance that could misbehave, for example—and can dispatch service teams promptly and avoid downtime.



HIGHER TOTAL COST OF OWNERSHIP

Although buying appliance hardware and installing data protection software are certainly less expensive up-front, the cost savings over time is less clear because ongoing operational fees can eat into initial savings. Such fees include the opportunity costs associated with less-effective storage management and deduplication pools, enduring maintenance costs, system security hardening and constant upkeep. Over time, the BYO appliance effort can turn into a much larger initiative than anticipated, forcing the infrastructure team to switch its focus from managing the organization's complex environments to building, deploying, managing and securing appliances instead.



ENTERPRISES MUST FOCUS ON MANAGING DATA, NOT HARDWARE

Enterprises today need their infrastructure teams and talent to focus on building the most resilient, agile and elastic infrastructures possible while leaving the hardware to others.

Veritas provides enterprises with the data protection and long-term retention appliances they need to ensure their data remain available while also cutting costs and reducing complexity. The Veritas NetBackup™ Appliance family offers enterprises efficient, optimized data protection and long-term data retention.

With complete, turnkey, single-vendor support, Veritas lets infrastructure teams focus on their business rather than on building and supporting data protection appliances. NetBackup appliances provide for ongoing operational savings because administrators won't need to install, integrate, optimize, test, manage and support all the individual appliance components. Compare the size of the deduplication pool, for example: NetBackup Appliances typically provide 690 terabytes of deduplicated storage per domain compared to 200 terabytes per domain with a BYO appliance.



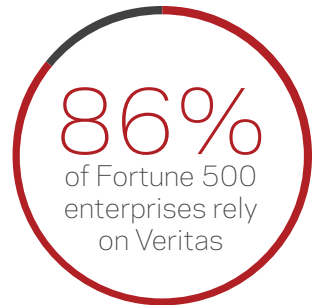
WITH VERITAS, THERE'S NO LOCK-IN

NetBackup Appliances eliminate concerns about vendor lock-in because licenses are not coupled to the hardware. When an organization licenses the NetBackup backup and restore software, it is licensed independently from the appliance hardware. All NetBackup software licenses are also transferable to new hardware. If the organization ever decides to return to building its own appliance, it can simply transfer the existing NetBackup license to the new hardware. The reverse is also true: If an organization wants to move away from BYO appliances, it's easy to transfer existing licenses from existing BYO appliances to the NetBackup Appliance.

With NetBackup Appliances, Veritas provides vital end-to-end support—all based on remote telemetry monitoring available through a single phone call. And because NetBackup Appliances work with software-defined storage environments, it's easy to integrate them into existing architectures.

SUMMARY

Taking all these factors into consideration, BYO appliances are no match for proven, enterprise-grade appliances. By choosing NetBackup Appliances, enterprises will be able to focus on their digital transformation initiatives and critical business challenges. That's why 86 percent of Fortune 500 enterprises rely on Veritas for their infrastructure. Visit our [website](#) today to learn more about how Veritas and NetBackup Appliances can help your organization.



ABOUT VERITAS TECHNOLOGIES LLC

Veritas Technologies is a global leader in enterprise data management. Over fifty thousand enterprises—including 90% of the Fortune 500—rely on us to abstract IT complexity and simplify data management. Our Enterprise Data Services Platform automates the protection and orchestrates the recovery of data everywhere it lives, ensures 24/7 availability of business critical applications, and provides enterprises with the insights they need to comply with evolving data regulations. With a reputation for reliability at scale and a deployment model to fit any need, Veritas supports more than 500 data sources and over 150 storage targets, including 50 clouds. Learn more at www.veritas.com or follow us on Twitter at [@veritastechllc](https://twitter.com/veritastechllc).

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