

**\*\* 2019-2020 Ovum Decision Matrix \*\***

**Selecting a Software-based Data Availability and Protection Solution for the Cloud Era**

Published 10 Dec, 2018

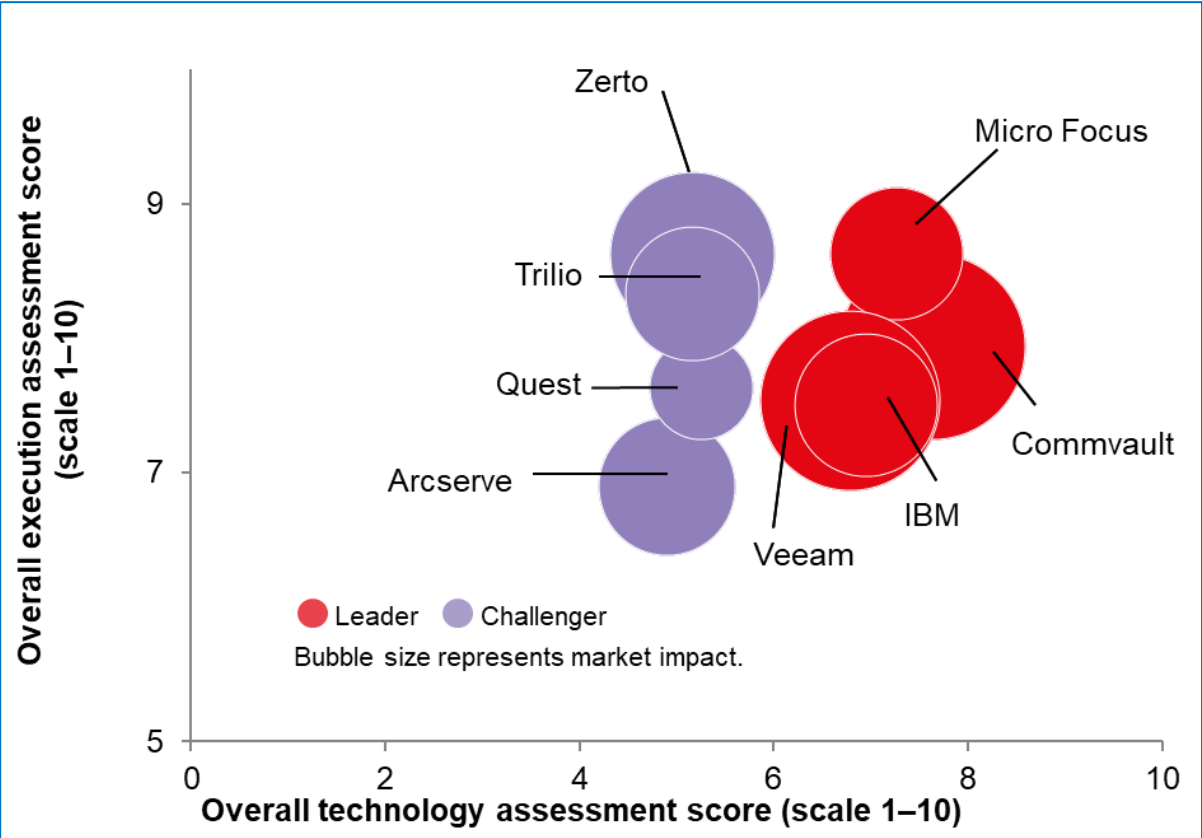
**Micro Focus Field Response Brief**

*(MF Confidential – Internal and Partner Use Only)*

**I. OVERVIEW**

On Dec 10, 2018 Ovum published its 2019-2020 “Ovum Decision Matrix: Selecting a Software-based Data Availability and Protection Solution for the Cloud Era report,” which scores and evaluates leading data protection and availability solutions across three key criteria: market impact, execution, and technology. The report provides a side-by-side analysis examining the ability of vendors to deliver a holistic backup and recovery strategy. With the highest average score across all three categories, **Micro Focus is the execution dimension leader and joint second overall**. According to Ovum, the vendors that are classified as market leaders have established a commanding market position with a best-of-breed product, hence are worthy of a place on most technology selection shortlist. See Figure 1 below.

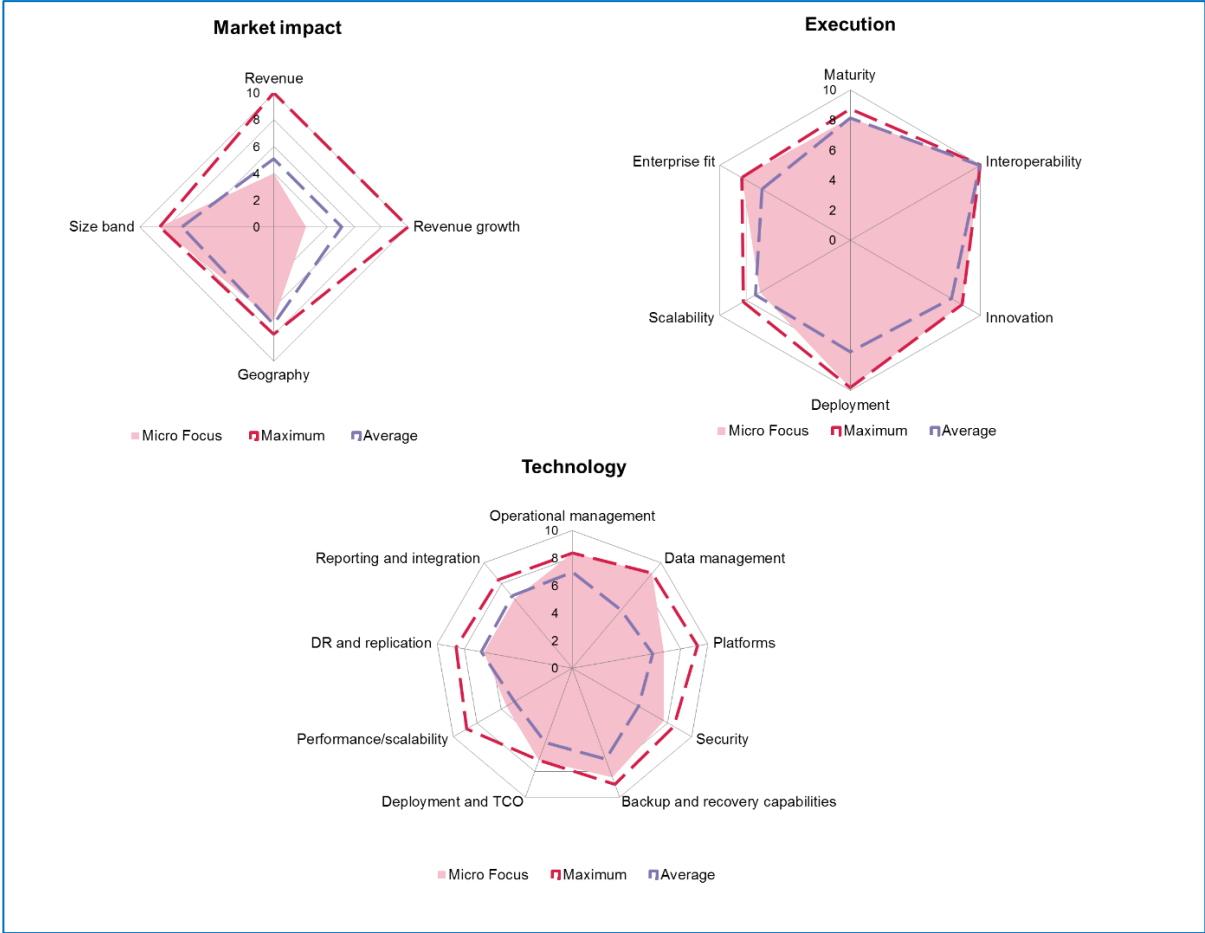
**Micro Focus’s rating, combined with Ovum’s positive and encouraging review, is an endorsement of our proven success in customers globally and the product vision.** In this field brief we will equip you with a set of crisp, fact-driven responses to potential customer inquiries about the 2019/20 Ovum Decision Matrix report. It is critical that all Micro Focus and channel partner sales reps directly or indirectly responsible for selling and positioning Data Protector backup and recovery thoroughly review the following information to effectively and professionally respond to related customer inquiries as an outcome of this Ovum Decision Matrix report.



**II. KEY EXCERPTS FROM THE 2019-20 Ovum Decision Matrix REPORT**

- “Micro Focus is the execution dimension leader and joint second overall.”
- “Micro Focus demonstrates its broad appeal by leading the size band category.”
- “The interesting feature of this report is that two of the previous leaders (Symantec now Veritas, and EMC now Dell), despite the four-month notice of the production schedule for the report, chose not to participate.”
- “In the features (technology) dimension, Micro Focus recorded a top-three score in seven out of the nine categories. Its best performance was in operational management (8.38), data management (9.03), and security (7.67).”

- “Micro Focus is particularly strong in terms of its ability to do resource optimization and capacity planning to ensure that backup schedules can be met and SLAs not missed due to resource constraints. Micro Focus is also strong in integrating and supporting snapshot technologies from four different hardware vendors.”
- “Data management was Micro Focus’s top score and Ovum likes its ability to support with specific optimization a wide variety of data types from audio to video. Micro Focus has also developed a comprehensive application-specific data protection capability.”
- “Ovum believes that the company's approach to data policies enables it to ensure that data can be restored to only the locations/people that it is supposed to be available in/to.”
- “Micro Focus also demonstrates a good awareness of the risks of ransomware and provides malware protection. Overall, Micro Focus has a very good solution that delivers a well above average performance, with some category-leading capabilities.”



III. AREAS TO ADDRESS

Should customers query the areas where Micro Focus did not rate as high as others, you should respond with the following:

MARKET IMPACT

- *Revenue/Revenue Growth*  
There was, of course, some disruption to the business during the HPE/Micro Focus separation which spanned an almost 18-month period. Even while we were facing such sales channel and competitive headwinds, it is noteworthy that the support revenues remained constant, a positive indication of the health of the install base. Now that we are executing as a unified organization, with a renewed emphasis on the Data Protector business, we are confident that Data Protector will once again see growth in the coming quarters and years.

EXECUTION

- *Enterprise Fit*  
Data Protector is an enterprise backup and recovery solution. It is positioned in that market and 80% of our customers (and revenue) are enterprises. The heterogeneity that Data Protector provides and scale of operations at which it deploys is at an enterprise scale. PROOF POINT: DXC (one of our customers) protects 21,000 systems in 24 hours. They transfer 76 Petabytes of data over a 45 day retention period.

TECHNOLOGY

- *Performance / scalability*  
Data Protector is built for performance and scale. It can run in a multi-server architecture leveraging our unique Manager-of-Managers (MOM) capability. PROOF POINT: One cell server can supports 5,000 clients, 100 million sessions, 1 trillion file names for backup, 1,000 concurrent sessions and 10,000 backup sessions per day. Data Protector has the ability to run backups to 500 physical devices concurrently.

- *Platforms*  
Data Protector has one of the broadest support matrices when it comes to heterogeneous devices, applications and platforms. It supports 15 operating systems on various architectures, 40+ filesystems, 25+ VSS writers, 200+ physical devices, 14+ enterprise applications in 4 different languages.
- *Deployment and TCO*  
Data Protector has the maximum rating in the TCO category because of the integrations with industry-leading Micro Focus Operations Orchestration (available as a free content pack from ITOM Marketplace), coupled with REST APIs to automate the deployment of agents, version upgrades and policy-based auto-remediation of aborted or failed backup jobs.
- *Security*  
With the release of Data Protector 10, the product made significant enhancements with industry-leading, advanced security capabilities. PROOF POINT: secure peering, in-flight/at-rest data encryption, and centralized command and execution minimize risk associated with breaches such as Man in the Middle attacks. Centralized system recovery (Bare metal), offsite DR, object copy across disk, tape, cloud, and auto-tiering to a secure cloud target for long term retention minimizes risk and impact of system downtime from attacks such as Ransomware.