

STG202

# AWS re:INVENT

## Is Your SaaS Covered?

Best practices in preventing data loss in Microsoft Office 365

Spencer Sells - NetApp

November 30, 2017

**AWS re:Invent**

© 2017, Amazon Web Services, Inc. or its Affiliates. All rights reserved.



## Agenda



1. SaaS market trends
2. Understanding the data risks and responsibilities
3. Your data is critical to your business
4. Data protection and Microsoft Office 365
5. NetApp Cloud Control—back up and restore
6. Learn more & get started

# SaaS market rapidly growing

Software-as-a-Service (SaaS) is becoming the predominant delivery method for new software applications

The SaaS market will be growing at roughly five time the rate of the on-premises software market.



**AWS re:Invent**

© 2017, Amazon Web Services, Inc. or its Affiliates. All rights reserved.

Source: Gartner



## Data is the New Oil



© 2017, Amazon Web Services, Inc. or its Affiliates. All rights reserved.

# Becoming a **data-centric organization** is no small undertaking

No longer is data locked away on devices hidden behind firewalls. Instead, it is becoming:



## Distributed

Stored in multiple locations—on premises and multiple cloud locations



## Dynamic

An influx of constantly changing data that requires you to know where the data is and its source



## Diverse

Structured, unstructured, machine learning, and streaming—generated in and outside the organization

This requires a holistic approach to hybrid cloud data services that is:



Secure



Efficient



Future-proof



Freedom of choice

...and enabled by a data fabric

# Don't assume your data is safe



© 2017, Amazon Web Services, Inc. or its Affiliates. All rights reserved. Source Aberdeen Group report SaaS Data Loss: The Problem You Didn't Know You Had

## Back up your SaaS data—because many SaaS providers don't



How about these SaaS services?



Source: Forrester Report - Back Up Your SaaS Data—Because Many SaaS Providers Don't  
© 2017, Amazon Web Services, Inc. or its Affiliates. All rights reserved.



# Know the reality when it come to recovering your SaaS data

In cases where the vendor can technically recover data, it's likely you'll encounter delays, restrictions, or even significant fees.

- Salesforce charges a minimum of \$10,000 to recover customer data, and it can take several weeks.
- Microsoft supports recovery as part of E3, E5 services but is non-committal on time to resolve.

**The reality is that there are inconsistent policies across SaaS vendors/providers.**

Source: Forrester Report - Back Up Your SaaS Data—Because Many SaaS Providers Don't

© 2017, Amazon Web Services, Inc. or its Affiliates. All rights reserved.

## What keeps a CSO awake at night?



### Security!

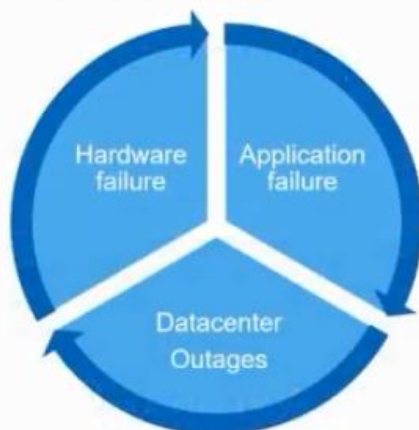
***CSO at an Ivy League University***



Legal concerns, regulatory compliance.  
Security and protection of faculty and student email.

# Shared responsibilities

## Microsoft Office 365



## Customer IT Teams

"You are the owner of your data; Microsoft is the custodian or processor of your data."

—*Microsoft Trust Center*

"It's your data. You own your data and retain all rights, title, and interest in the data you store with Office 365."  
<https://products.office.com/en-us/business/office-365-online-data-portability>

Data Protection including data loss prevention are add-on features, at an additional cost.  
<https://products.office.com/en-us/business/compare-more-office-365-for-business-plans>

Ivy League University CSO | cannot rely on MS to control, protect their valuable data.

© 2017 NeoApp, Inc. All rights reserved.

## Your data is not protected

Data Exposure	Office 365 (E1, E3, E5)
Back up entire mailbox or SharePoint and OneDrive for business files	⊗
Restore entire mailbox or SharePoint and OneDrive for Business files	⊗
Recover data as it was and where it was	⊗
Restore individual emails, calendar, files, sites, subsites, lists, and library with permissions	⊗
One-click restore of Exchange, SharePoint, and OneDrive for Business files	⊗

© 2017, Amazon Web Services, Inc. or its Affiliates. All rights reserved.

# The NetApp Data Fabric is built for a data-centric world

## Together, you get great protection

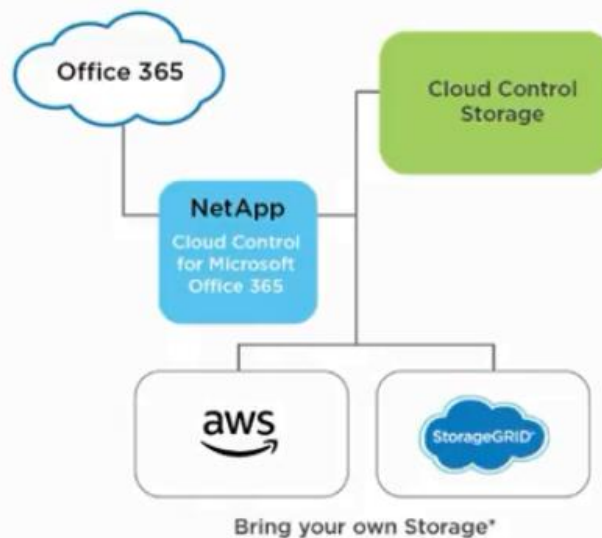
Combining NetApp Cloud Control + AWS + Office 365

Data Exposure	Office 365 (E1, E3, E5)	Office 365 + Cloud Control
Back up entire mailbox or SharePoint and OneDrive for business files	✗	✓
Restore entire mailbox or SharePoint and OneDrive for Business files	✗	✓
Recover data as it was and where it was	✗	✓
Restore individual emails, calendar, files, sites, subsites, lists, and library with permissions	✗	✓
One-click restore of Exchange, SharePoint, and OneDrive for Business files	✗	✓

© 2017, Amazon Web Services, Inc. or its Affiliates. All rights reserved.

# Cloud Control for Microsoft Office 365—how it works

- 1 Purchase **just the service**—  
Bring your own storage
- 2 Purchase a **complete service**  
with included target storage—  
You choose the cloud
- 3 **License** in 1/2/3 Year  
subscriptions  
Simple volume based pricing per  
users protected



## Industry-leading privacy and security

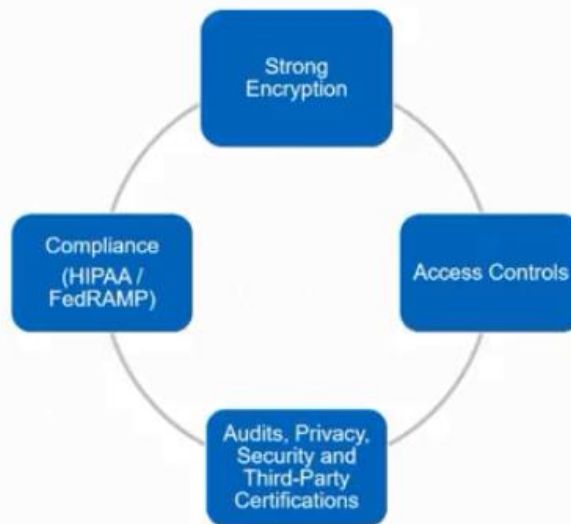
Access and encryption concerns covered:

 Transparency

 Risk assessment enablement

 Data quality

 Security





# Why one CSO chose Cloud Control



Protecting **15,000** Office 365 mailboxes with ease using NetApp Cloud Control

**Comprehensive solution**  
**Simple and intuitive UI**  
**Granular restores**  
**Azure AD integration**



**AWS re:Invent**

© 2017, Amazon Web Services, Inc. or its Affiliates. All rights reserved.



## Learn more & get started



**Visit NetApp booth 2608**

Learn how to guard your MS Office 365 data against malicious or accidental data loss with NetApp Cloud Control and AWS.

**Download the eBook.**

[netapp.com/cloudcontrol](http://netapp.com/cloudcontrol)

Cloud Control for Microsoft Office 365. Guard your SaaS data with secure backup and restore.

**Take the 30-day free trial.**

**Purchase in AWS Marketplace**

**AWS re:Invent**

© 2017, Amazon Web Services, Inc. or its Affiliates. All rights reserved.

