



# VARONIS STORAGE SOLUTIONS

Storage teams are responsible for much more than buying and deploying fancy new hardware. In many organizations, they're also responsible for managing data. In fact, many storage pros' job performance factors in how efficiently and effectively they manage data.

However, storage systems themselves don't typically provide much help with data management. Storage admins that rely solely on native management tools face a massive uphill battle. Here are some questions that our more than 2750 customers had difficulty answering before deploying Varonis:

- Which data is stale and no longer needed?
- What data is being used by whom?
- Who is responsible for all this data that's being created all of a sudden?
- How can I migrate all this data without breaking anything, across domains or platforms while we're at it?
- Who deleted all those files?

After deploying Varonis, our customers can answer these questions (and more), optimize their infrastructure and help their end users get more out of, and save money at the same time.

## **COMMON USE CASES FOR VARONIS SOLUTIONS:**

1. Intelligently automate migration, archival, deletion
2. Optimize storage utilization
3. Align data with business units, data owners, cost-centers
4. Automate analysis, access provisioning, and data classification
5. Enable search and mobile access on existing storage systems

# MAPPING VARONIS SOLUTIONS TO STORAGE CHALLENGES

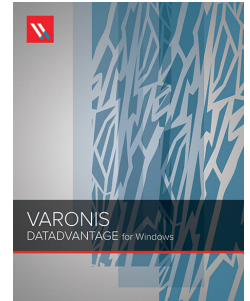
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## STORAGE CHALLENGE:

Can't align data with business units, cost centers, or data owners

## VARONIS SOLUTION:

**DatAdvantage's** automated data usage reports, based on actual human activity, can point storage admins directly to the business units and cost centers responsible for data, making usage-based chargebacks a reality. Once identified, owners are automatically tracked and receive reports about their data without IT needing to lift a finger.

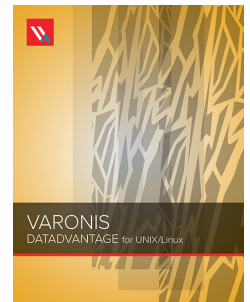


## STORAGE CHALLENGE:

Can't analyze usage or determine what happened after security or operational incident

## VARONIS SOLUTION:

**DatAdvantage** provides an interactive interface for charting usage by date, by user, by department, and more. Admins can drill down to see a granular audit trail of every single file or email touch (who did, what they did, and when)—extremely helpful for finding misplaced files or doing forensics.

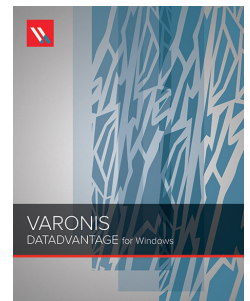


## STORAGE CHALLENGE:

Can't identify insiders or recover from malware like crypto-locker.

## VARONIS SOLUTION:

**DatAdvantage** does behavioral analytics, so it can detect and alert when anomalous activity—like a malware infiltration or a trusted insider gone bad—occurs. If malware such as Cryptolocker does hit your servers, DatAdvantage can help pinpoint exactly which files and folders were impacted, making recovery much easier.

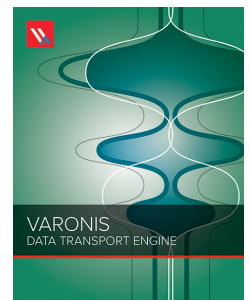


## STORAGE CHALLENGE:

Can't identify data that should be moved, archived, or deleted

**DatAdvantage** provides insights into data usage that native storage platforms simply don't have. Generate reports based on a wide array of criteria: size, activity, content sensitivity, data ownership, and more.

**Data Transport Engine** takes things a step further and actually moves, archives, or deletes data based on the **selection** criteria you provide. Perform an operation once or on a recurring basis. Migrations go cross-domain and even cross-platform.



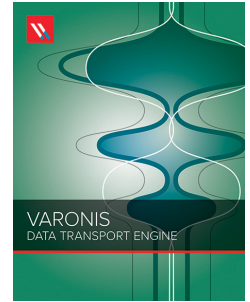
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**STORAGE CHALLENGE:**

Can't migrate data efficiently

**VARONIS SOLUTION:**

**Data Transport Engine (DTE)** can migrate data cross-domain or cross-platform (e.g., Windows to SharePoint) while keeping permissions intact and even making them better. DTE can migrate files incrementally while users continue to access them.



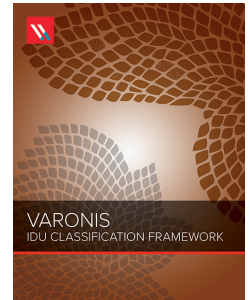
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**STORAGE CHALLENGE:**

Can't determine which data is valuable, stale, sensitive

**VARONIS SOLUTION:**

In addition to analyzing activity and permissions, the **IDU Classification Framework** can peer inside files and SharePoint sites to flag sensitive information. As a result, storage teams can make migration and deletion decisions based on insights about data value and staleness they wouldn't ordinarily have.



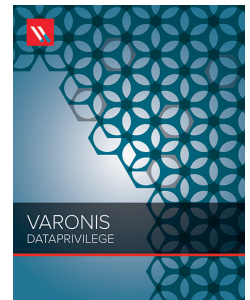
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**STORAGE CHALLENGE:**

Provisioning access to data takes too long, is manual & error prone

**VARONIS SOLUTION:**

**DataPrivilege** offloads the task of managing access to data to business users, giving them a self-service web portal where they can grant and revoke permissions without the help of IT. Business users often have the right context to make informed decisions about who should and shouldn't have access to data, thereby reducing risk.



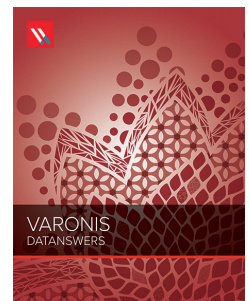
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**STORAGE CHALLENGE:**

Users lose time searching for data stored on file shares/NAS devices

**VARONIS SOLUTION:**

**DatAnswers** provides affordable, efficient enterprise search for file servers and SharePoint. End users become more productive and fewer "lost files" IT tickets are created.



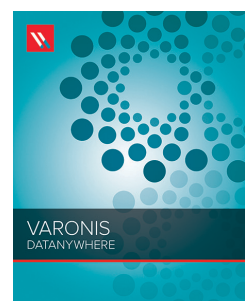
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**STORAGE CHALLENGE:**

Users are moving copies of files off enterprise storage and into public cloud lockers because they can't access their file shares with mobile devices or file sync, and can't share data easily with 3rd parties

**VARONIS SOLUTION:**

**DatAnywhere** lets you build your own private cloud using your existing storage systems. Simply point DatAnywhere to your file shares' UNC paths and users can begin syncing and sharing corporate file share data with all of their approved devices as if it were in the cloud.





# ADDING VALUE TO YOUR NAS – NEW OR OLD

A new NAS typically means a migration project is waiting in the wings. Migration projects can be long and arduous, especially when trying to figure out which data should and shouldn't be migrated.

Varonis can save a tremendous amount of time identifying the right data to migrate, performing the migration, and then, on an ongoing basis, provide storage and security intelligence for your NAS.

Maybe you don't have a new NAS in your future – how can you squeeze more life out of the resources you have? Varonis can help identify who is responsible for data, what data is stale, and help end users get more out of their data with automated access provisioning, secure search, file synchronization, mobile access, and more.

Varonis has partnerships with **EMC Isilon/VNX, NetApp, HP IBRIX, Hitachi, and IBM.**

## RETURN ON INVESTMENT

Storage administration tasks can take hours, if not days or weeks. Given the volume of data generated in the enterprise, manual methods are time-consuming and often ineffective. By introducing automation driven by big data analytics, Varonis measurably reduces overhead and improves the effectiveness of your IT department. Varonis helps organizations identify and automatically migrate, archive, or delete stale data, in many cases saving thousands of dollars in storage costs per year.

What's more important these days than users being able to find and access their data whenever and however they need to? How much productivity is lost when data is in the wrong place, can't be found, or users can't get access to it quickly or from the right devices?

On the flip side, when data is too available and unmonitored, the risk of data theft, loss, or misuse sky-rockets. Varonis makes sure end users are productive while your data stays protected, and reduces storage and operational cost at the same time.

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