

Druva Hybrid Workloads Consumption Guide

Terms and definitions

Cloud storage or “cloud”

This is the amount of backup data actually stored in the Druva cloud, after deduplication, therefore the terms “Target” and “Cloud” are sometimes used interchangeably.

Source storage or “source”

This is the raw data on the customer servers to be protected. Many factors can affect deduplication, so Druva cannot commit to any specific ratio, but the amount of data at the Target is typically considerably less than the Source data on the server(s) themselves.

Deduplication

Druva’s patented technology eliminates redundancy in backup data at the source, before moving data to the Druva cloud, and stores only unique blocks of data.. Druva’s global, source deduplication provides significant bandwidth and storage savings.

Hybrid workload credit or “credit”

Term to describe prepaid storage that can be consumed at the convenience of the customer, typically expressed in TB-Months. One (1) credit enables customers to store 1TB of deduplicated data in the cloud for 1 month.

Quote expiration date

The latest date on which an order must be received for the prices, terms, and conditions of the quote to be valid. Typically, this is 30 days from issuance of the quote itself.

Price expiration date

Druva can only guarantee the unit price(s) over a specified period of time for additional Consumption Credit purchases due to potential changes in business conditions. Provided the quote is executed prior to the Quote Expiration Date, this is the latest date on which the quoted prices are valid.

Credit expiration

Credits expire at the end of the term. Customers have the ability to roll over up to 20% of their paid credits (or remaining balance of credits purchased in the term – whichever is lower). Any purchased credits above and beyond 20% will expire. If a customer buys more credits

in the term year, those credits will be a part of the term (co-term) and the same expiration rules apply to the newly purchased credits.

Consumption model

Customers are charged based on actual storage consumed in the Druva cloud (deduplicated TBs aka back-end TBs). This model provides a new level of price transparency for budgeting.

Pre-purchasing credits

Customers' pre-purchase credits for a term which will be consumed as data is stored in the Druva cloud. Druva customers purchase up-front for the expected level of storage usage allocation, in 1-credit increments.

For example, if a customer expects to store an average of 10TB of data in the cloud each month for the next 1 year, the customer would purchase 120 credits (TB- Months) that would be consumed as data is stored in the cloud. Pre-purchasing allows customers to avail a volume discount dependent on the amount purchased. If the customer consumes all of the pre-purchased credits, the customer will have the option to pre-purchase more credits that co-term with the original credits purchased (expiration of credits is based on the original term). Overage charges, if any, will be deducted from the co-term credits purchased.

Credit consumption calculation

Druva normalizes data to TB-months. However, Druva tracks and measures consumption on a daily basis using TB-days metric.

- Credits are converted into a daily equivalent of either storage or time so 1 credit is divided by 12 and multiplied by 365 (e.g., $(1/12) * 365 = 30.42$ TB-days (or .0328 TB / day).
- Credits are then reduced by the daily amount stored in the Druva cloud, after deduplication. For example, 1 credit would be fully consumed over 30.42 days if the amount of storage in the Druva cloud was 1TB, and 1 day if the amount of storage was 30.42TBs. Credits will always be displayed as TB-Months on the front end.

Credit depletion during term

Unless otherwise specified, Druva will maintain the service, and deduct credits based on consumption on a daily basis. If a customer consumes all of their credits within a term, they have the option to purchase additional credits at their previously established price.

Purchasing

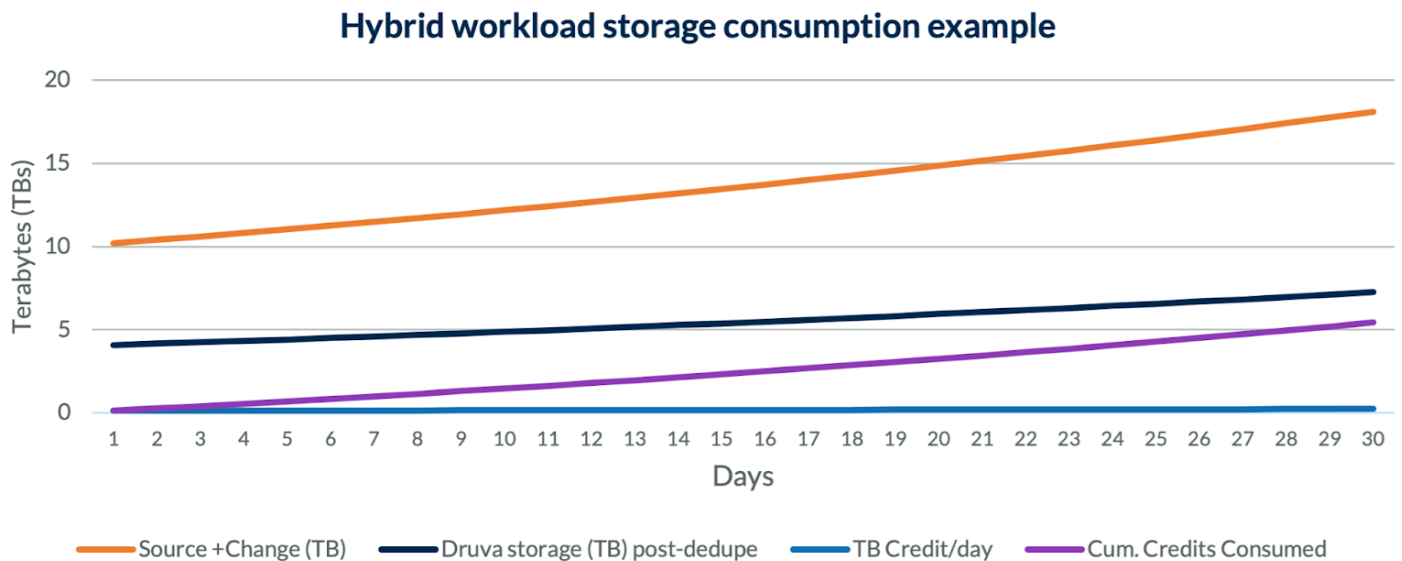
Planning for purchase

During the planning and Proof of Concept (POC) phase, customers can work with Druva sales to estimate the data size expected to be stored in the Druva Cloud based

on the source data to be protected. As the technical evaluation (POC) progresses, customers can view their storage savings. This helps customers feel confident in the estimate provided assuming it is representative of the production data to be protected.

Customers purchase 12 months of estimated credits in advance. Druva deducts credits on a daily basis and reports storage and credit consumption for the previous month. Customers can view past consumption and projected trends directly in the product and will be alerted within the product as credits become low.

Example usage (daily consumption)



Example shows 10TB of Windows file server data, 2% daily change rate, and a conservative dedupe ratio (2.5x). Dedupe ratios typically vary from 2-4x depending on the type of data. Druva's global, source dedupe allows broad and immediate savings as customers protect more systems.

druva Sales: +1 888-248-4976 | sales@druva.com

Americas: +1 888-248-4976
Europe: +44 (0) 20-3750-9440
India: +91 (0) 20 6726-3300

Japan: japan-sales@druva.com
Singapore: asean-sales@druva.com
Australia: anz-sales@druva.com

Druva is the industry's leading SaaS platform for data resiliency, and the only vendor to ensure data protection across the most common data risks backed by a \$10 million guarantee. Druva's innovative approach to backup and recovery has transformed how data is secured, protected and utilized by thousands of enterprises. The Druva Data Resiliency Cloud eliminates the need for costly hardware, software, and services through a simple, and agile cloud-native architecture that delivers unmatched security, availability and scale. Visit druva.com and follow us on [LinkedIn](#), [Twitter](#), and [Facebook](#).