

# Five Reasons to Rethink Dell EMC Avamar

Enterprises Prefer Unitrends' All-in-one Solution for Complete Data Protection and Cloud Empowered Business Continuity

## Top 5 Reasons Unitrends Beats Avamar

1. Single Vendor Solution
2. Viability
3. Greater Uptime
4. Cloud Options
5. 100% Confidence in Disaster Recovery

### Avamar is Overly Complex

*"Simplicity is the ultimate sophistication."*

With that definition Dell EMC Avamar is anything but sophisticated. With IT administrators dealing with a deluge of data growth, shrinking budgets and increased infrastructure complexity, the last thing they want is a backup product that is multi-vendor, complex to deploy and a challenge to support. How will you know which service organization you should call if you have an issue? Avamar's complexity is a modern IT administrator's nightmare.

### Unitrends Continues Innovation

Unitrends offers all-in-one physical and software products that protects both physical and virtualized servers and provides the most comprehensive cloud recovery solution in the industry. Unitrends has over 19,000 customers and continues to grow rapidly. Unitrends was an early adopter of cloud technology and offers Unitrends Cloud. In fact, Unitrends gives you the ability to fail-over to the cloud with a 1-hour SLA. No competitor can match Unitrends' breadth of backup, recovery, and cloud options.

Key Feature or Benefit	Unitrends	Avamar	Why Unitrends Wins
Single Vendor Solution	✓	X	<ul style="list-style-type: none"> <li>Avamar still requires Data Domain or other storage, forcing users to manually deploy, integrate, and optimize separate products...with multiple support channels for each.</li> <li>Unitrends Recovery Series are complete, all-in-one backup appliances which are easy to deploy, upgrade and support. Unitrends also offers integrated cloud for DRaaS long term retention.</li> </ul>
Viability	✓	X	<ul style="list-style-type: none"> <li>Dell EMC has launched Integrated Data Protection Appliances, which could be a concern for the longevity and support of existing Dell EMC Data Protection solutions, including Avamar.</li> <li>The entire Unitrends integrated solution is developed, managed and supported by one organization. The solution includes the operating system, backup software, disaster recovery orchestration, reporting and support. All of Unitrends resources are committed to this single approach.</li> </ul>
Greater Uptime	✓	X	<ul style="list-style-type: none"> <li>While Avamar dedupe is great, the process for recovering data and making it available to other applications is very limited.</li> <li>Unitrends offers multiple levels of recovery including instant recovery from our Recovery Series appliances, all the way up to the recovery of an entire infrastructure from the cloud in 1 hour - guaranteed!</li> </ul>

## Unitrends compared to Avamar

### Data Sheet

Key Feature or Benefit	Unitrends	Avamar	Why Unitrends Wins
Recovery Confidence	✓	X	<ul style="list-style-type: none"><li>Avamar lacks the ability to test recovery frequently in an automated fashion.</li><li>Unitrends Recovery Assurance automates backup verification, multi-system recovery plans, and compliance reporting for ensuring recovery SLAs.</li></ul>
White Glove Cloud	✓	X	<ul style="list-style-type: none"><li>Unitrends can integrate deeply with AWS and Azure for workload migration, failover and failback. To fill gaps with general purpose clouds, we offer purpose built cloud services with predictable costs, holistic support for every aspect of the cloud, and guaranteed recovery with 1 hour SLAs and proof from monthly DR tests. Avamar just has none of this.</li></ul>

## The Details: Why Unitrends Beats Avamar

### Single Vendor Solution

Unitrends provides a single integrated solution to meet our user's needs. This includes—but is not limited to—backup, WAN accelerated replication, adaptive inline deduplication, and reporting functionality. Additionally, Unitrends can scale a single instance to hold hundreds of TBs of data, and also scale out with centralized management.

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### Viability

Companies creating and supporting Avamar have changed several times in the last few years. Now supported by Dell EMC, they have just recently launched Integrated Data Protection Appliances, which could be a concern for the longevity and support of existing Dell EMC Data Protection solutions, including Avamar.

Unitrends focuses on offering integrated solutions for continuity and backup that

includes hardware backup appliances, software, and cloud offerings. We protect over 350 different versions of hypervisors, applications and OS. Unitrends is solely dedicated to supporting Recovery Series and Unitrends Backup appliances, Unitrends Cloud and their supporting tools and technology to protect and recover our customers' data and business applications.

### Greater Uptime

The Avamar process for recovering data and making it available to other applications is very limited. Customers reported no ability to run machines from backups for instant recovery, which significantly increases downtime. For major outages, Avamar is not a full DR solution. It can replicate data offsite, but typically requires other Dell EMC solutions to automate and orchestrate disaster recovery that can meet short RTOs.

### Recovery Confidence

Unitrends provides Recovery Assurance for testing to the application level your ability to recover as planned. You get the ability to automate recovery testing to ensure your backups are working correctly, automate fail-over of multiple physical and virtual machines in a DR

scenario, and view simple compliance reports that prove your recovery plan is working and your SLAs are being met.

Unitrends Recovery Assurance truly validates that not only systems, but also multi-tiered applications are available and working by telling you how long recovery will take, whether you're meeting your RTOs and RPOs, and diagnosing any issues well in advance of a disaster. Recovery Assurance is available locally, in a DR site, or as part of Unitrends Cloud DRaaS.

### White Glove Cloud

With Unitrends Cloud, administrators can completely offload their burden of maintaining long term retention and disaster recovery in the cloud and can rest assured that if they have a site disruption, their business will be up and running within an hour – guaranteed. With unlimited retention, 1 hour disaster recovery SLAs and Recovery Assurance compliance reporting, Unitrends Cloud offers an unparalleled solution to businesses who seek the benefit of a comprehensive business continuity solution with the smallest total cost of ownership. Gartner's DRaaS Magic Quadrant attests Unitrends compelling cloud offering by naming it a "Visionary" in this space.