

YOU'VE HEARD ALL THE FLASHY CLAIMS ABOUT DATA PROTECTION. IT'S TIME TO QUESTION THEM.



**NEW**

**WHAT THEY SAY:**

“LEGACY DATA PROTECTION DOESN'T WORK IN A HYBRID CLOUD WORLD.”



**WHAT THEY MEAN:**

“WE'RE NEW HERE AND STRUGGLING TO CATCH UP.”

New companies love to imply “legacy data protection” is an insult, but then turn around and follow our playbook for multi-cloud SaaS Data Protection, cloud air-gap and integrated threat deception technology.

**1<sup>ST</sup> AND ONLY**

fully managed DPaaS to support multiple clouds

**3<sup>X</sup> LOWER TCO**

than Rubrik/Cohesity in the cloud

**WHAT THEY SAY:**

“MORE BACKUP TOOLS MEANS MORE PROTECTION.”



**WHAT THEY MEAN:**

“WE'RE TRYING TO SELL YOU MORE STUFF.”

More tools just leave more security gaps—not to mention the headaches trying to manage them all—so look for one platform that provides seamless protection everywhere.

**100% PROTECTED**

“Commvault supports all types of workloads; it's literally universal. Metallic runs in the cloud, but Commvault has not forgotten the importance of protecting on-prem workloads.”



**WHAT THEY SAY:**

“MORE FEATURES JUST ADD COMPLEXITY.”



**WHAT THEY MEAN:**

“OUR CAPABILITIES ARE LIMITED.”

Speaking of workloads, you need comprehensive data protection to cover them wherever they live. If it takes three tools to do that, that's the real source of complexity.

**1 > 6** syncron saved 500k by consolidating six backup solutions into one.

**5<sup>X</sup> BETTER TCO**

vs cloud native data protection tools



**WHAT THEY SAY:**

“WE ARE THE ONLY ZERO TRUST DATA SECURITY PROVIDER.”



**WHAT THEY MEAN:**

“WE KNOW THE BUZZWORDS, JUST NOT WHAT THEY MEAN.”

Really? Someone skipped class. Zero Trust is a strategy that calls for coordination across multiple teams and technologies. Anyone who calls it a product, can't be trusted. Better to find security that starts earlier and lowers TCO.

**5 MINS VS 24 HOUR**

threat detection. Commvault detects threats faster.

**50% LOWER TCO**

for Hana TI with Commvault Complete Data Protection

**WHAT THEY SAY:**

“WE'RE THE LEADER IN DATA SECURITY.”



**WHAT THEY MEAN:**

“IF WE SAY THIS ENOUGH TIMES, WILL YOU BUY IT?”

Security needs to be baked into a solution from day one, not as a blizzard of bolt-ons. What some competitors label as unique—immutability, zero trust, backup monitoring—are simply table stakes in a modern data protection solution with proven protection everywhere, every time.



**METALLIC IS CURRENTLY THE FIRST AND ONLY FEDRAMP HIGH DATA PROTECTION OFFERING**

**11/11**

**GARTNER MAGIC QUADRANT LEADER EVERY YEAR**

For data protection that stands up to the toughest challenges, newest threats, and evolving needs, there's only one answer—Commvault.

Get the other side of the story at [Commvault.com/questionit](https://www.commvault.com/questionit)

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