Barracuda Data Protection *Plus*

2015 Storage Business Update

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Today’s Modern Business

- Evolving modern workplace
  More virtualized, cloud enabled, mobile

- Expectations for quick recovery, always-on, anytime/anywhere access
  Protecting modern workplace requires a new way of thinking

- IT must enable and accelerate availability, productivity, collaboration
  While being expected to support growth with limited resources
Data Protection *Plus*

Data Protection *Plus* intersects these requirements and manifests in the latest innovation across the storage product line – Barracuda Backup v6.0, Barracuda Message Archiver v4.0, Copy Site Server, SignNow Appliance.

Data Protection *Plus* encompasses:

- **Protection Plus Availability**
  Search and access saved, archived or backed up data quickly and efficiently, in cloud or private “dark” environments

- **Protection Plus Accessibility**
  Extend capacity and offsite disaster recovery, expand compute resources

- **Protection Plus Mobility**
  Manage storage and access data from any location and any device

- **Protection Plus Productivity**
  Share, sign and collaborate in a secure environment with new private “dark” cloud options
Protection Plus Availability

**Barracuda Backup version 6.0**

**Local Control**
Enables operation & management in private environments without sending data to the cloud

**Microsoft Hyper-V VHD browsing**
Decrease recovery time by finding and restoring Hyper-V images faster and easier

**Support for Microsoft SQL Server 2014**
Protect critical applications built on a market-leading database platform
Protection *Plus* Accessibility

**Barracuda Message Archiver version 4.0**

**Cloud-connected Archiving**
Extend capacity and offsite disaster recovery

**Stackable Appliances**
Expand compute resources and storage capacity to scale any archives

**Federated Search**
Search across all archives (appliance or cloud) from any computer, tablet, or smartphone

**Virtual Appliance**
Simplify operations and deploy in virtual environments
Protection *Plus* Mobility

**Barracuda Copy**

**Copy Site Server**
Optimize access, performance and security with onsite and cloud-based file sync & share

**LDAP Security Integration**
Streamline/centralize access control with corporate authentication integration

**Support for Existing File Shares**
Extend existing company file share access to mobile users via Samba plugin
Protection *Plus* Productivity

**Barracuda SignNow**

**SignNow Appliance & Vx Appliance**
Deploy electronic signature solution onsite for greater control over critical documents

**Salesforce.com & Office 365 Integration**
Sign, send and manage directly from within industry-leading business productivity applications

- **Cloud**
  - Rapid deployment, 100% hardware free, low overhead

- **Appliances**
  - Enable security-specific requirements and greater control over critical business documents

- **Virtual Appliances**
  - Private Cloud
Business Model Execution:
Product Development + Technology Acquisition
C2C Overview

• Founded in 1994

• Acquired by Barracuda August 18, 2014

• International company with UK and US locations, and worldwide channel partners

• Gartner Magic Quadrant ninth year in a row

• Sixth generation product

• Over 900 customers worldwide
  • Over 4 million active users
  • Over 80% renewal rate
  • Under 50 to over 100,000 user installations
  • Sweet spot is 500 – 20,000 mailboxes
C2C Positioning

• Software-based archiving, eDiscovery, and PST Management products including:
  • PST Enterprise
  • ArchiveOne Enterprise
  • ArchiveOne Enterprise Files
  • Advanced Discovery

• Value Proposition
  • Provide immediate value to the business
    • via email and file archiving
  • Eliminate risks associated with distributed PST files
    • via centralization and/or migration of files and/or data
  • Reduce eDiscovery overhead
    • via information management and early investigation
  • Support information management and governance initiatives
    • via extended retention management policies
Barracuda + C2C

Together, in a better position to offer customers a more complete archiving and information management product portfolio to simplify IT and control storage costs.

Market growth coming from mid-market

We can capture share by offering products that solve problems...

...the way our customers want to consume.
Storage Snapshot

Barracuda Backup
Appliance | Cloud
• 20K+ appliances shipped
• 7+ EB of protected data
• 16 PB of cloud data

Barracuda Message Archiver
Appliance | Cloud | Virtual
• 2.3M+ mailboxes
• 46B archived messages
• 3.6 PB of data

Barracuda SignNow
Appliance | Cloud | Virtual
• Nearly 2M users
• 5,960,617 docs signed

Barracuda Copy
Appliance | Cloud | Virtual
• 5M users
• 3.5 PB of content
The Barracuda Cloud

• Protection doesn’t stop at backup, archiving and data recovery

• Leveraging the secure Barracuda Cloud extends our protection

• Barracuda Cloud creates ecosystem that leverages on-demand cloud computing to simplify data security, storage and IT management
Ecosystem and Integrations

ERP & Collaboration

- Outlook
- Office 365
- Salesforce
- NetSuite

Document Management

- Redbooth
- Drawloop
- Teambox

Mobile Data Management

- AirWatch
- MobileIron
- AT&T
- OpenPeak
Barracuda protects the applications and data that businesses depend on, while enabling information access to users across all their devices. With an investment in Barracuda storage solutions, customers get:

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