

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

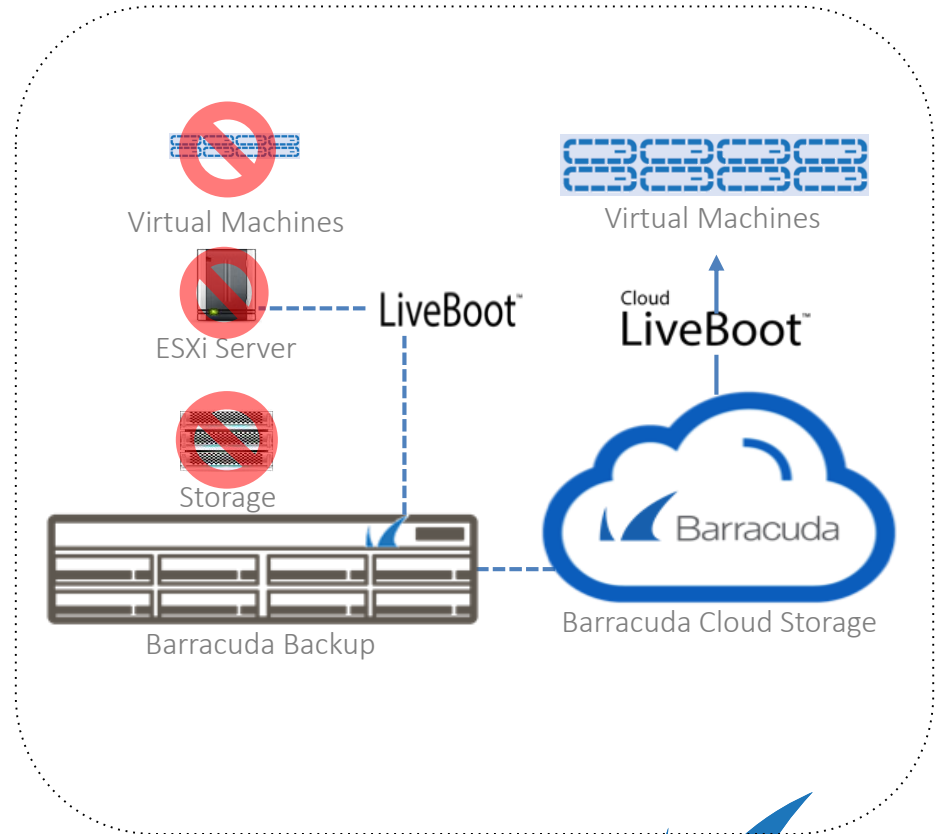
Enables operation & management in private environments without sending data to the cloud

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

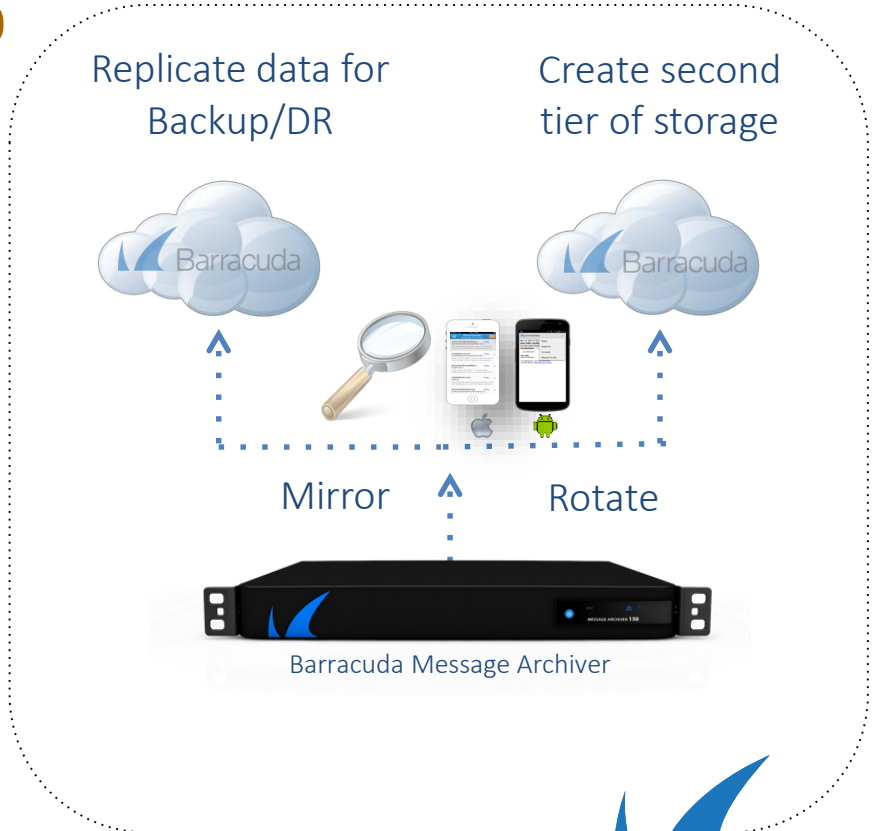
Expand compute resources and storage capacity to scale any archives

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

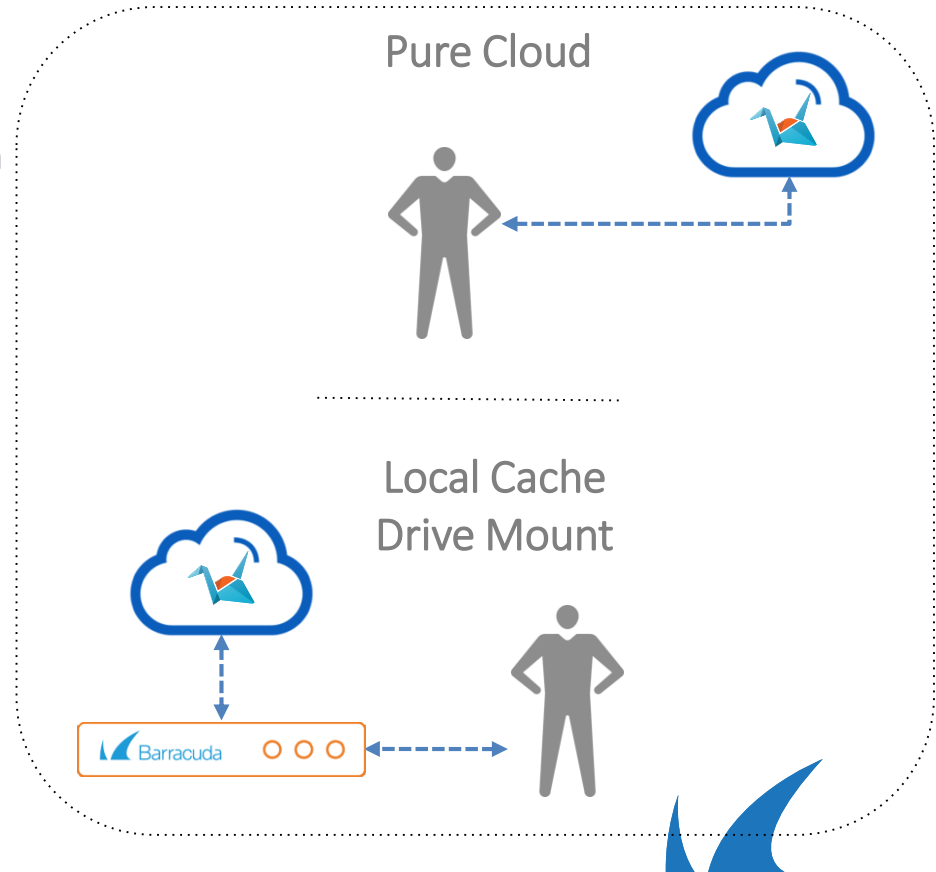
Optimize access, performance and security with onsite and cloud-based file sync & share

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

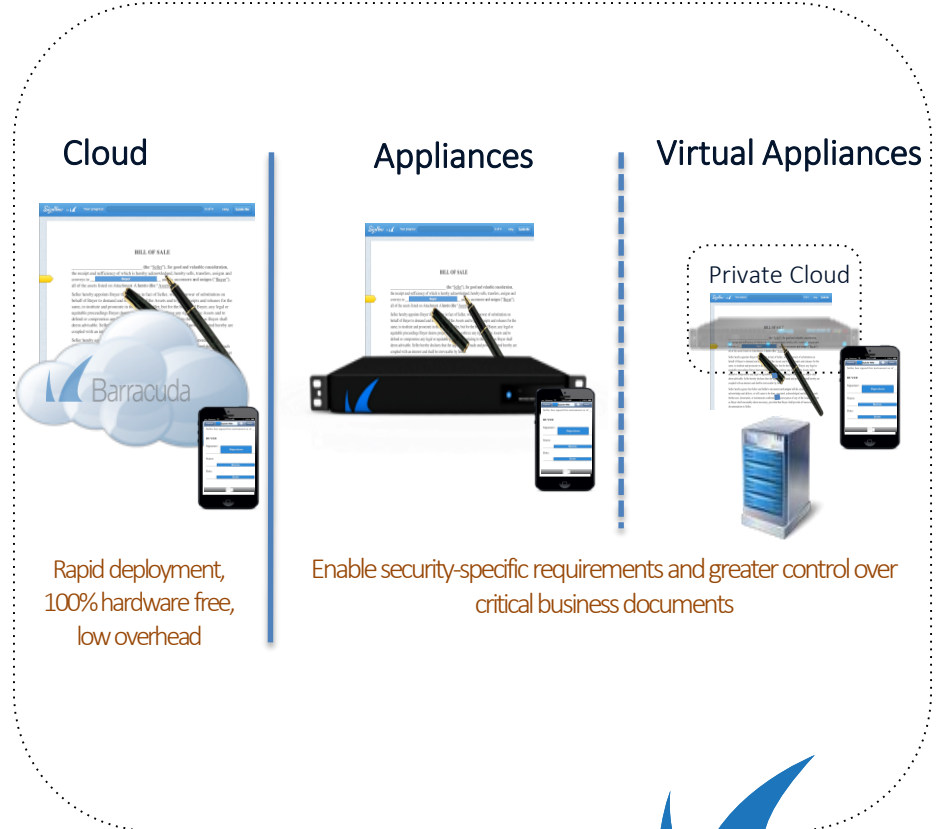
Barracuda SignNow

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



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

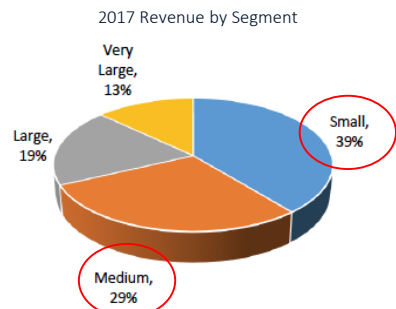


Barracuda + C2C

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

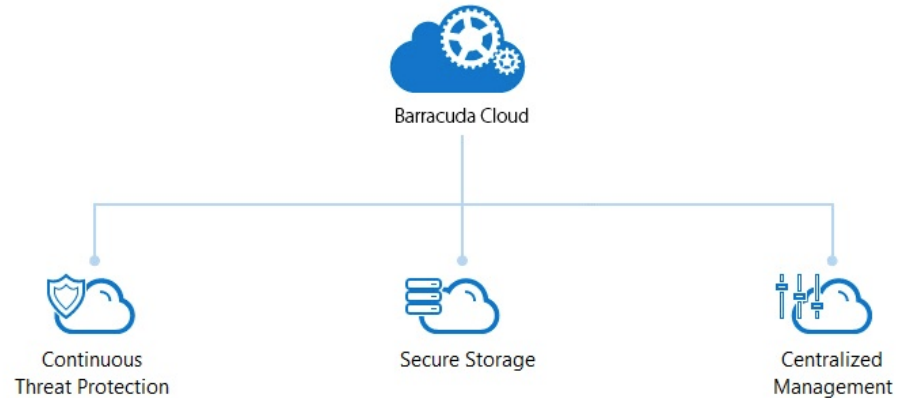
Global Data Center Footprint



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

Trusted by +150,000 Businesses



Ecosystem and Integrations

ERP & Collaboration



Document Management



Mobile Data Management



Summary & Conclusion

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:

Protection Plus Availability

Search and access saved, archived or backed up data quickly and efficiently, in cloud or private “dark” environments

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Message Archiver
Copy
SignNow

Protection Plus Accessibility

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Thank You

