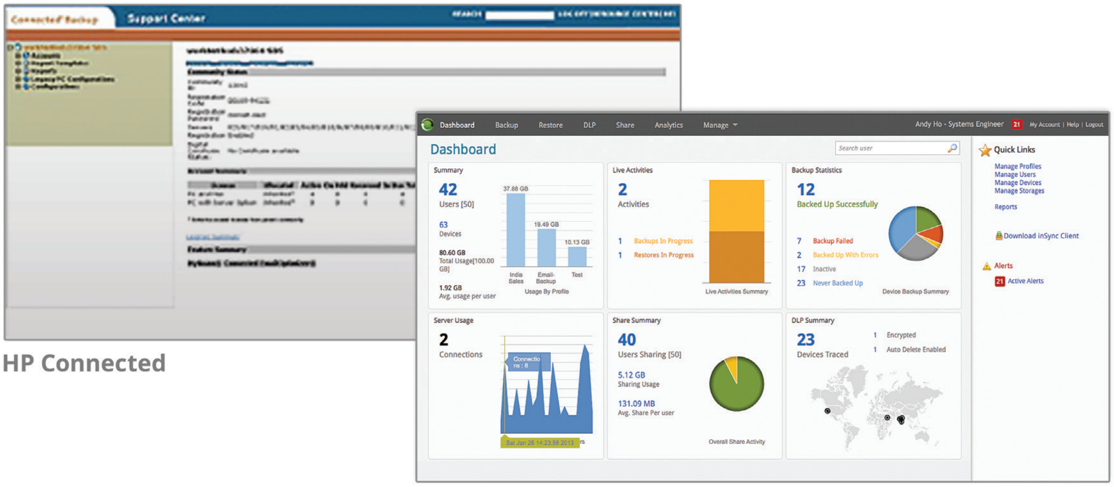
Druva inSync vs. HP Connected

Comparison Guide



HP Connected

Druva inSync

OCT 2014

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Executive Summary

Connected Backup is a solution that was originally built for desktops only and has subsequently been adapted for laptops and mobile devices. It includes basic deduplication techniques, support for limited types of mobile devices, basic security features, and an IT interface that requires significant effort to install and maintain.

inSync is built for mobility. inSync protects and governs data on endpoint devices, including laptops, smartphones, and tablets, and features advanced deduplication, WAN optimization, full mobile data backup, and data loss prevention. Centralized management with integrated mass deployment makes installing and managing inSync simple for IT.

This report will compare the features of Connected and inSync across several different categories, including: data deduplication, support for mobility and BYOD, installation and management, performance and end-user experience, and security.

Why Switch from Connected to inSync?

- Connected has a high TCO as its backups require large amounts of bandwidth and storage
- Connected hampers mobile user productivity with limited mobile options and lack of file sharing
- Connected is not only difficult to install and deploy but also requires significant IT effort to manage
- Connected's slow, intrusive backups cause users to turn off backups, leaving data unprotected
- Connected does not continually protect data, as it only offers daily backups
- Connected does not protect against data breach for lost or stolen endpoints
- Connected's security and data privacy measures are inadequate
- Connected cannot enable efficient OS migration or laptop refreshes, as it lacks system and application settings backup

Features Comparison

Data Deduplication Techniques

Data Deduplication Techniques	Connected	inSync
Global deduplication	File level	Object level
Application-aware deduplication		Yes
Email deduplication	Attachments only	Messages and attachments

Connected

Connected offers basic block-level deduplication, resulting in minimal reduction of the amount of backup data. This has a limited impact on bandwidth and storage, resulting in backups that remain large and slow.

- Delta Block® deduplicates at the file level
- SendOnce® eliminates duplicate files across user archives
- Optional, PC-only email optimization deduplicates attachments only

inSync

inSync employs global, client-side, application-aware deduplication technology, resulting in backups that require 90% less bandwidth and storage than other solutions.

- Deduplicates data at the object level (sub-file level)
- Deduplicates data across all users and devices
- Deduplicates data at the client side to reduce bandwidth requirements
- Application-aware deduplication eliminates duplication of objects within and across file types by understanding the on-disk formats for commonly-used endpoint applications (Outlook, Office, PDF)
- Deduplicates Outlook data by using the MAPI interface supported by Outlook to identify message folders and determine newly added, changed, or deleted messages
- Deduplication easily scales due to HyperCache, inSync's server-side selective in-memory cache, which reduces disk I/O by up to 90%

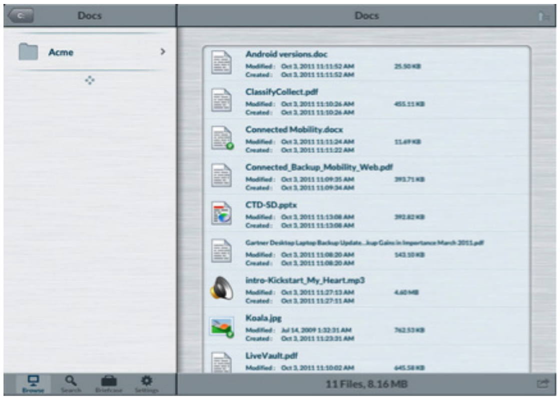
Mobility and BYOD Support

Mobility and BYOD Support	Connected	inSync
Multi-device ownership		Yes
Mobile apps	Tablets only	Smartphones and tablets
Self-deploy and self-restore		Yes
Data backup for smartphones and tablets		Yes

Connected

Connected offers minimal support for mobility or BYOD with data access only for limited operating systems and device types.

- Connected backs up Windows and Mac laptops only
- Mobile apps are available only for Apple iPad and Android tablets
- Connected is licensed per device and does not support the notion of multi-device ownership or multiple devices backed up by a single user



Android versions.doc
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Created: Oct 3, 2011 11:11:52 AM

ClassifyCollect.pdf
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Created: Oct 3, 2011 11:10:26 AM

Connected Mobility.docx
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Connected_Backup_Mobility_Web.pdf
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CTD-SD.pptx
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Gartner Desktop Laptop Backup Update...kup Gains in Importance March 2011.pdf
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Koala.jpg
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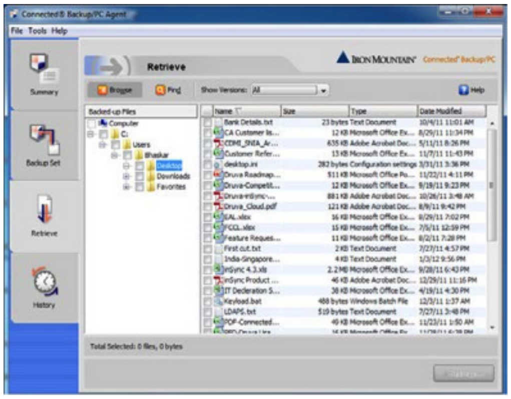
Created: Oct 3, 2011 11:23:31 AM

LiveVault.pdf
Modified: Oct 3, 2011 11:10:02 AM 645.58 KB

11 Files, 8.16 MB

Connected iPad application is for access only and does not protect data on tablets

- Connected's tablet apps provide access only and do not backup critical corporate data or protect data with mobile DLP
- Connected must be deployed by IT and cannot be self-deployed by users

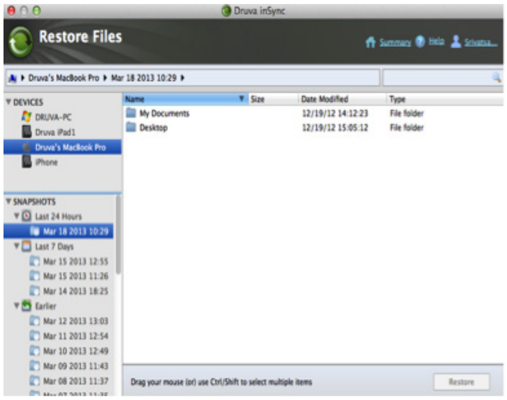


Show Versions: All

Name	Size	Type	Date Modified
Bank Details.txt	23 bytes	Text Document	10/4/11 11:01 AM
CA Customer lis...	12 KB	Microsoft Office Ex...	8/29/11 11:34 PM
CDMI_SNIA_Ar...	635 KB	Adobe Acrobat Doc...	5/11/11 8:26 PM
Customer Refer...	13 KB	Microsoft Office Ex...	11/7/11 11:43 PM
desktop.ini	282 bytes	Configuration settings	3/31/11 3:36 PM
Druva Roadmap...	511 KB	Microsoft Office Po...	11/22/11 4:11 PM
Druva-Competit...	12 KB	Microsoft Office Ex...	9/19/11 9:23 PM
Druva-inSync-...	881 KB	Adobe Acrobat Doc...	10/26/11 3:48 AM
Druva_Cloud.pdf	121 KB	Adobe Acrobat Doc...	8/9/11 9:42 PM
EAL.xlsx	16 KB	Microsoft Office Ex...	8/29/11 7:02 PM
FCCL.xlsx	15 KB	Microsoft Office Ex...	7/5/11 12:59 PM
Feature Reques...	11 KB	Microsoft Office Ex...	8/2/11 7:28 PM
First cut.txt	2 KB	Text Document	7/27/11 4:57 PM
India-Singapore...	4 KB	Text Document	1/3/12 9:56 PM
inSync 4.3.xls	2.2 MB	Microsoft Office Ex...	9/28/11 6:43 PM
inSync Product ...	46 KB	Adobe Acrobat Doc...	12/29/11 11:16 PM
IT Declaration S...	38 KB	Microsoft Office Ex...	4/19/11 4:30 PM
Keyload.bat	488 bytes	Windows Batch File	12/3/11 1:37 AM
LDAPS.txt	519 bytes	Text Document	7/27/11 3:48 PM
POF-Connected...	49 KB	Microsoft Office Ex...	11/23/11 1:50 AM

Total Selected: 0 files, 0 bytes

Connected client allows restores only from a single device



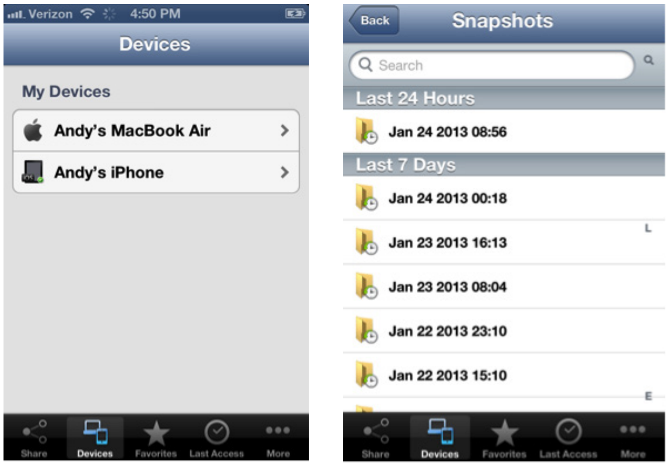
Name	Size	Date Modified	Type
My Documents		12/19/12 14:12:23	File folder
Desktop		12/19/12 15:05:12	File folder

Drag your mouse (or) use Ctrl/Shift to select multiple items

inSync provides a multi-device view for access and restore

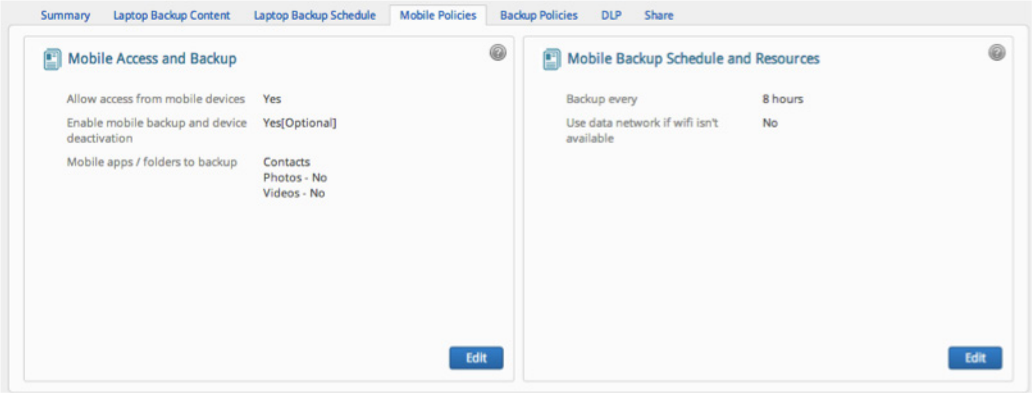
inSync

- inSync provides cross-platform data backup for endpoint devices:
- inSync covers a broad variety of OS and device platforms including Windows, Mac, Linux, Apple iOS, Android, and Windows 8 mobile
- inSync delivers multi-device access and multi-device ownership capabilities with a single license per user, for any number of devices
- Users can self-deploy and self-restore their devices
- Users can access and restore data backed up from any device using the client, inSync web, or mobile app



Device and snapshot views of the inSync iPhone Application

- inSync mobile app backs up corporate data for both corporate and BYOD smartphones and tablets
- Data loss prevention capabilities allow corporate data to be remotely wiped from devices
- File sharing lets users securely collaborate while providing IT visibility and control over corporate data



Mobile Access and Backup

Allow access from mobile devices	Yes
Enable mobile backup and device deactivation	Yes[Optional]
Mobile apps / folders to backup	Contacts Photos - No Videos - No

Mobile Backup Schedule and Resources

Backup every	8 hours
Use data network if wifi isn't available	No

inSync Mobile Policies

- inSync's BYOD-related policies allow IT administrators the flexibility to manage user-owned devices
  - → Enable mobile device access and mobile sharing based on profile
  - → Protect critical corporate data on user-owned mobile devices
  - → Remote wipe only the inSync container on a device or the entire device
  - → Enable mobile backup only over WiFi networks

Global Mass Deployment

Global Mass Deployment	Connected	inSync
Silent deployment	Yes	Yes
No custom scripting required		Yes

Connected

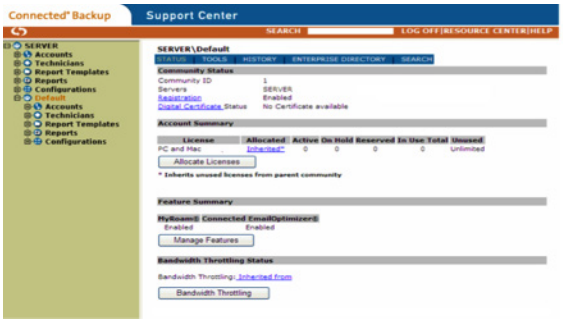
Connected requires significant IT effort for mass deployment, as IT must write custom scripts.

inSync

With in-built mass deployment tools, inSync does not require custom scripts and saves up to 75% of the initial deployment time. inSync's integrated mass deployment feature leverages utilities such as Active Directory, Microsoft SCCM, and Casper (JAMF software) to quickly and easily deploy inSync clients without user involvement.

Installation and Management

Installation and Management	Connected	inSync
Installation time	Days	Minutes
1-click configuration		Yes
Centralized administration	Yes	Yes



SERVER\Default

Community Status

Community ID	1
Servers	SERVER
Registration	Enabled
Digital Certificate Status	No Certificate available

Account Summary

License	Allocated	Active	On Hold	Reserved	In Use Total	Unused
PC and Mac	Inherited*	0	0	0	0	Unlimited

* Inherits unused licenses from parent community

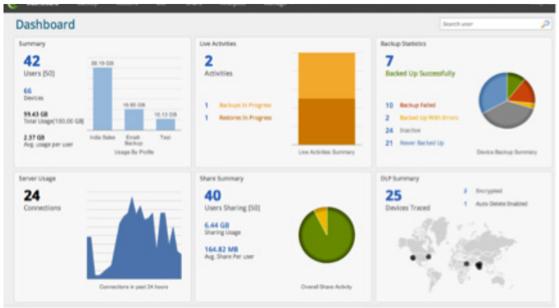
Feature Summary

MyRoam®	Connected EmailOptimizer®
Enabled	Enabled

Bandwidth Throttling Status

Bandwidth Throttling: Inherited from

Connected Administrator Console



inSync Administrator Console

Connected

Connected requires significant IT time and effort to install and maintain.

- Requires installation of Connected Data Center servers (Registration Server, Backup Server, Web server), Support Center, Account Management Website, and Connected Backup databases
- Admins must set up communities and accounts, create agent configurations and setup complex rule sets with file inclusions and exclusions before backups and restores can be initiated
- Connected's non-intuitive Support Center interface makes administration and management of a large numbers of users and devices inefficient

inSync

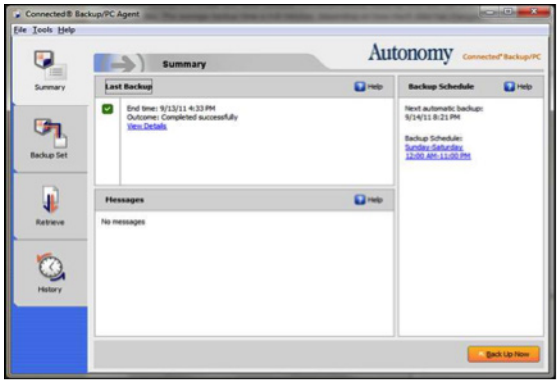
inSync features integrated tools, pre-configured options, and a visual interface for simple installation and maintenance.

- inSync can be set up on-premise in a matter of minutes
- Pre-configured user-profiles out of the box can be easily extended to create new profiles
- 1-Click Quick Configuration allows administrators set up commonly used data sources such as email, desktop, documents etc. for backup
- Centralized administrative console allows for seamless management of users, policies, and data across inSync storage nodes
- The same set of profiles and policies can be applied across endpoint backup, file-sharing, and DLP
- Global real-time federated search enables administrators to quickly locate a specific file on any endpoint
- Reports and data analytics offer detailed information on users, devices, files, versions (restore points), date modified, and size with out-of-the-box report filters
- View administrator activities with undeletable stream of all activities including managing users, data, storage, and reports

End-user Experience

End-user Experience	Connected	inSync
Bandwidth caps	Yes	Yes
Percentage-based bandwidth throttling		Yes
CPU throttling		Yes
WAN optimization		Yes

Connected



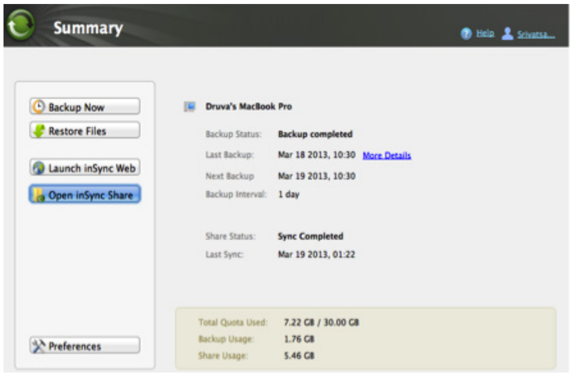
End time: 9/13/11 4:33 PM
Outcome: Completed successfully

Next automatic backup:
9/14/11 8:21 PM

Backup Schedule:
Sunday-Saturday
12:00 AM-11:00 PM

No messages

Connected Backup Client



Druva's MacBook Pro

Backup Status: Backup completed
Last Backup: Mar 18 2013, 10:30
Next Backup Mar 19 2013, 10:30
Backup Interval: 1 day

Share Status: Sync Completed
Last Sync: Mar 19 2013, 01:22

Total Quota Used: 7.22 GB / 30.00 GB
Backup Usage: 1.76 GB
Share Usage: 5.46 GB

inSync Client

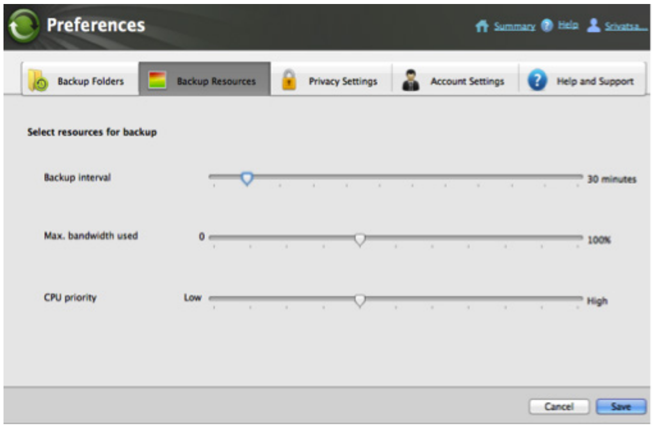
Connected has limited bandwidth throttling options and data reduction techniques, resulting in backups that are intrusive for users, causing them to turn off the client, leaving data unprotected.

- Connected offers maximum bandwidth caps only
- Deduplication techniques have minimal impact on bandwidth and storage

inSync

inSync offers multiple bandwidth throttling options as well as advanced deduplication techniques, so backups take place in the background and data remains continuously protected.

- inSync dynamically throttles bandwidth during backups with percentage-based bandwidth throttling: administrators (and users, if enabled) can specify bandwidth usage as a percentage of what is available
- inSync also offers maximum and minimum bandwidth caps
- inSync offers CPU throttling: CPU priority can be assigned so that backups do not interfere with users' high-priority applications
- WAN optimization engine analyzes available network resources, selects the appropriate packet size, and spawns multiple threads to make the best use of the available bandwidth
- Interrupted backups and restores are automatically resumed
- Advanced deduplication at the client-side minimizes bandwidth and storage requirements for smaller, faster backups



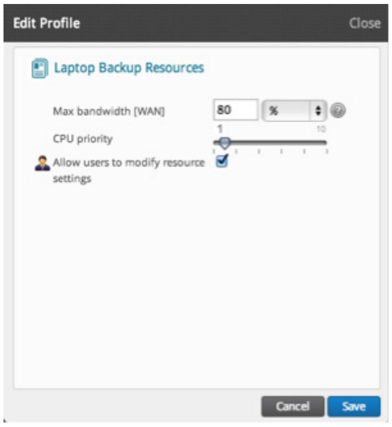
Select resources for backup

Backup interval 30 minutes

Max. bandwidth used 0 100%

CPU priority Low High

inSync bandwidth and CPU throttling from the client



Laptop Backup Resources

Max bandwidth [WAN] 80 %

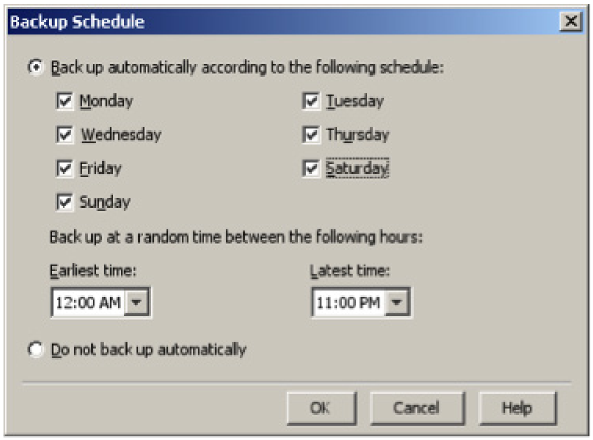
CPU priority 1 10

Allow users to modify resource settings ☑

inSync bandwidth & CPU throttling from the admin consol

Data Protection

End-User Data Protection	Connected	inSync
Manual and automatic backups	Yes	Yes
Continuous data protection		Yes



Backup Schedule

● Back up automatically according to the following schedule:

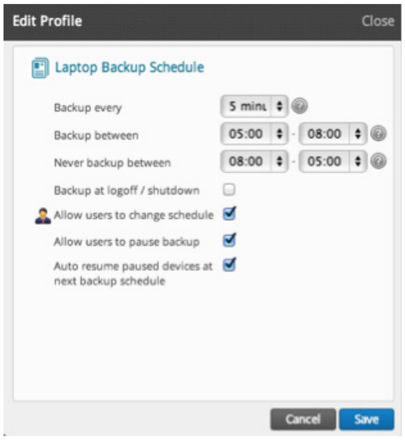
☑ Monday ☑ Tuesday
☑ Wednesday ☑ Thursday
☑ Friday ☑ Saturday
☑ Sunday

Back up at a random time between the following hours:

Earliest time: 12:00 AM
Latest time: 11:00 PM

○ Do not back up automatically

Connected Backup Scheduling



Edit Profile

Laptop Backup Schedule

Backup every: 5 minu
Backup between: 05:00 - 08:00
Never backup between: 08:00 - 05:00
Backup at logoff / shutdown □
Allow users to change schedule ☑
Allow users to pause backup ☑
Auto resume paused devices at next backup schedule ☑

nSync Backup Scheduling

Connected

Connected backup allows manual backups or automatic backups at a daily frequency.

inSync

inSync is designed for continuous data protection and can be configured to backup changes within minutes of their occurrence. inSync allows end users and administrators to initiate manual backups at any time.

Security and Data Privacy

Security and Data Privacy	Connected	inSync
Encryption in transit and in storage	128 bit	256 bit
Data encryption on endpoints		Yes
Certified cloud infrastructure	Yes	Yes
Privacy and compartmentalization of customer data		Yes
2-factor encryption key management		Yes

Connected

Connected provides incomplete data security, and its data privacy measures leave corporate data at risk of exposure.

- 128-bit AES encryption for data in transmission and in storage.
- Connected retains encryption keys in their data centers for cloud deployments; as a result, a subpoena could compel Connected to provide encrypted customer data with decryption keys and instructions

inSync

inSync provides end-to-end enterprise security and customer data privacy with the following features:

- DLP encryption of critical corporate data on endpoints
- 256-bit SSL encryption for data in transit and 256-bit AES encryption for data in storage
- Strict authentication and access control using AD; single-sign-on through SAML integration
- Complete compartmentalization of customer data on inSync Cloud to provide a virtual private cloud
- Industry-first 2-factor encryption ensures that Druva cannot have access to any customer data
- SAS 70 certification of cloud infrastructure
- ISAE 3000 Type 2 certification of Druva's cloud controls

System and Application Settings Backup

Connected

Connected backs up data only and does not backup any personal settings.

inSync

inSync is the only endpoint backup solution to backup personal settings as well as data. With Persona Backup, inSync backs up system and application settings to preserve a user's working environment.

- Eliminates the need for time and resource intensive bare metal restores on laptops
- Saves end-users time spent in manually reconfiguring settings to get back their familiar working environment
- Enables efficient OS migrations and laptop refreshes with self-service restore of data, as well as system and application settings

Data Loss Prevention

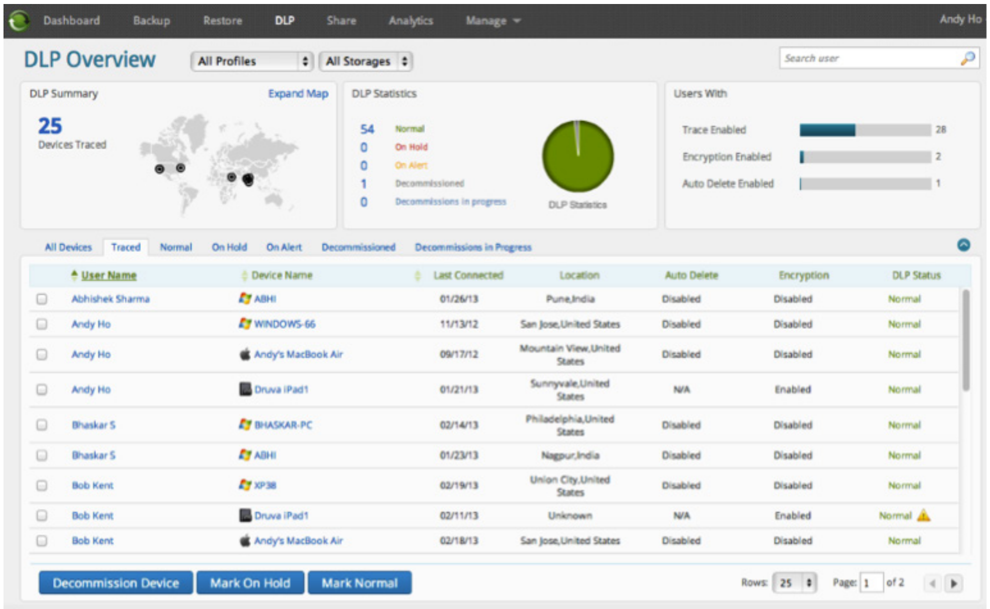
Connected

Connected lacks data loss prevention capabilities, resulting in high economic impact when a device is lost or stolen.

inSync

inSync's integrated DLP reduces the total economic impact of a lost or stolen device with multi-layered protection of critical corporate data on endpoints.

- Critical files and folders can be selected for data encryption. Encryption and decryption are automated with no need for any additional user steps
- Remote wipe on lost or stolen devices can prevent expensive data breaches
- Configure auto-delete policies to automatically wipe data if a device has not connected for a specified number of days
- Geo-locate devices with an accuracy of 10-to-20 meters
- Use the same set of policies (folder selection, include and exclude filters, etc.) and user profiles as backup



25 Devices Traced

54	Normal
0	On Hold
0	On Alert
1	Decommissioned
0	Decommissions in progress

Trace Enabled	28
Encryption Enabled	2
Auto Delete Enabled	1

	User Name	Device Name	Last Connected	Location	Auto Delete	Encryption	DLP Status
□	Abhishek Sharma	ABHI	01/26/13	Pune,India	Disabled	Disabled	Normal
□	Andy Ho	WINDOWS-66	11/13/12	San Jose,United States	Disabled	Disabled	Normal
□	Andy Ho	Andy's MacBook Air	09/17/12	Mountain View,United States	Disabled	Disabled	Normal
□	Andy Ho	Druva iPad1	01/21/13	Sunnyvale,United States	N/A	Enabled	Normal
□	Bhaskar S	BHASKAR-PC	02/14/13	Philadelphia,United States	Disabled	Disabled	Normal
□	Bhaskar S	ABHI	01/23/13	Nagpur,India	Disabled	Disabled	Normal
□	Bob Kent	XP38	02/19/13	Union City,United States	Disabled	Disabled	Normal
□	Bob Kent	Druva iPad1	02/11/13	Unknown	N/A	Enabled	Normal ⚠
□	Bob Kent	Andy's MacBook Air	02/18/13	San Jose,United States	Disabled	Disabled	Normal

inSync Admin Console DLP Overview

IT-Managed File Sync and Share

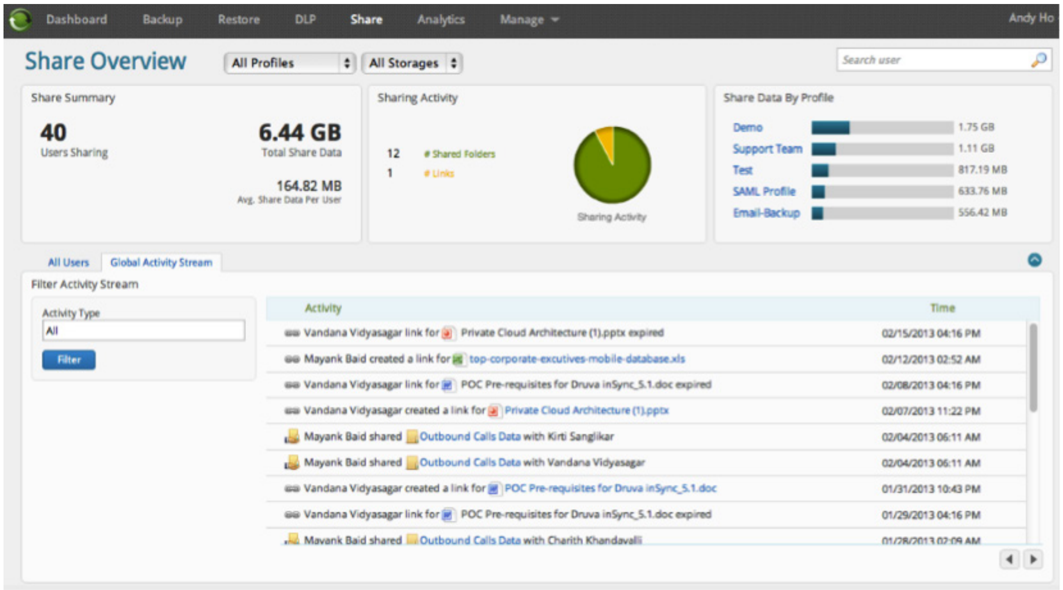
Connected

Connected does not offer integrated file sharing, requiring organizations to purchase a separate file-sharing solution.

inSync

inSync is the only solution that integrates endpoint backup with enterprise-ready file sharing providing IT with visibility & control and employees with ease-of-use and a single-client experience.

- Users can selectively sync shared folders to their devices or simply view shared folders on inSync web
- Mobile sharing for iOS, Android, and Windows 8 mobile
- Files can be shared with external collaborators via automatically expiring links
- View-only links display files in-browser using inSync's document viewer and prevent downloads
- Policy management allows IT to configure sharing permissions within and outside the organization, enable sharing on mobile devices, and set data retention policies
- Real-time user activity streams shed light on sharing patterns within the enterprise and offer visibility into the location of sensitive corporate data
- IT has full visibility into all sharing activities



Share Overview

Share Summary

40 Users Sharing

6.44 GB Total Share Data

164.82 MB Avg. Share Data Per User

Sharing Activity

12	# Shared Folders
1	# Links

Share Data By Profile

Demo	1.75 GB
Support Team	1.11 GB
Test	817.19 MB
SAML Profile	633.76 MB
Email-Backup	556.42 MB

Filter Activity Stream

Activity Type: All

Activity	Time
Vandana Vidyasagar link for Private Cloud Architecture (1).pptx expired	02/15/2013 04:16 PM
Mayank Baid created a link for top-corporate-excutives-mobile-database.xls	02/12/2013 02:52 AM
Vandana Vidyasagar link for POC Pre-requisites for Druva inSync_5.1.doc expired	02/08/2013 04:16 PM
Vandana Vidyasagar created a link for Private Cloud Architecture (1).pptx	02/07/2013 11:22 PM
Mayank Baid shared Outbound Calls Data with Kirti Sanglikar	02/04/2013 06:11 AM
Mayank Baid shared Outbound Calls Data with Vandana Vidyasagar	02/04/2013 06:11 AM
Vandana Vidyasagar created a link for POC Pre-requisites for Druva inSync_5.1.doc	01/31/2013 10:43 PM
Vandana Vidyasagar link for POC Pre-requisites for Druva inSync_5.1.doc expired	01/29/2013 04:16 PM
Mayank Baid shared Outbound Calls Data with Charith Khandavalli	01/28/2013 02:09 AM

inSync Admin Console File Sharing

Conclusion

Connected is a backup solution designed for the desktop era and is inadequate for the needs of today's mobile enterprise. On the other hand, inSync offers the industry's best data protection solution for all enterprise endpoints – laptops, smartphones, and tablets. Validated by leading analysts and a growing customer base, inSync dramatically improves IT efficiencies and end-user productivity. A recent study "Quantifying the Value of Unified Endpoint Data Management" conducted by the Ponemon Institute indicates that enterprises can save more than $8100 per user by employing an inSync-like solution that integrates endpoint backup with secure file sharing, DLP, and analytics.

Comparison Summary

Feature	Connected	inSync
Data Deduplication Techniques		
Global deduplication		Yes
Application-aware deduplication		Yes
Email deduplication	Attachments only	Messages & attachments
Mobility and BYOD Support		
Multi-device ownership		Yes
Mobile apps	Tablets only	Smartphones and tablets
Self-deploy and self-restore		Yes
Data backup for smartphones and tablets		Yes
Global Mass Deployment		
Silent deployment	Yes	Yes
No custom scripting required	Yes	
Installation and Management		
Installation time	Days	Minutes
1-click configuration		Yes
Centralized administration	Yes	Yes
End-user Experience		
Bandwidth caps	Yes	Yes
Percentage-based bandwidth throttling		Yes
CPU throttling		Yes
WAN optimization		Yes
Data Protection		
Manual and automatic backups	Yes	Yes
Continuous data protection		Yes
Security and Data Privacy		
Encryption in transit and in storage	128 bit	256 bit
Data encyption on endpoints		Yes
Certified cloud infrastructure	Yes	Yes
Privacy and compartmentalization of customer data		Yes
Two-factor encryption key management		Yes
Systems and Application Settings Backup		Yes
Data loss prevention		Yes
Integrated file sharing		Yes

About Druva

Druva provides integrated data protection and governance solutions for enterprise laptops, PCs, smartphones and tablets. Its flagship product, inSync, empowers an enterprise's mobile workforce and IT teams with backup, IT-managed file sharing, data loss prevention and rich analytics. Deployed in public or private cloud scenarios or on-premise, inSync is the only solution built with both IT needs and end user experiences in mind. With offices in the U.S., India and U.K., Druva is privately held and is backed by Nexus Venture Partners, Sequoia Capital and Tenaya Capital. For more information, visit **www.Druva.com.**

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