

Arcserve Outpaces Industry Growth for **THIRD CONSECUTIVE YEAR**

As the threat of cybercrime, risk of data loss and impending compliance regulations escalate challenges for business leaders everywhere, demand for infrastructure resiliency is accelerating. In its third year, Arcserve is outpacing the global market in sales.

Defending the midmarket, Arcserve experiences 15% YoY growth¹

As ransomware threats and compliance regulations accelerate the need for better data protection, organizations embraced backup and availability solutions from Arcserve in 2017 at **more than twice the industry average.**



Adoption of Arcserve UDP continues to accelerate

Decentralized enterprises and midmarket companies have been underserved by today's offerings, until now. By exceeding new market requirements for recoverability, **Arcserve UDP global sales are up 28% YoY** with 68% of Arcserve sales coming from net new customers.

Technology acquisitions advance global offerings

In the last 12 months, Arcserve expanded its data protection suite with new **direct-to-cloud** offerings, email archiving technology, and major releases of its software and appliance solutions - offering organizations **the best in cloud, virtual and physical environments.**



Delivering on near-zero data loss, Arcserve's Disaster Avoidance roadmap

Announced in July 2017, Arcserve will deliver near-zero data loss with the industry's lowest RPO, priced affordably for the midmarket. Its first phase will be delivered 8 months ahead of schedule, with an RPO of minutes and without the requirement of a public cloud or additional equipment.

Arcserve came recommended by our public cloud provider, AWS. As one of the largest global logistics service providers, any server downtime could have a drastic impact on our users; with an RTO of less than one hour, we needed an availability solution that could not only meet this service level but effectively work with the AWS Cloud. Since deploying Arcserve's solution, we have easily met and even exceeded our requirements.

- Andy Yang,
Head of Infrastructure
ANZ, DB
Schenker

Arcserve is a proven pioneer in the data protection market, and long-time partner advocate. Their continued innovation helps us to protect thousands of customers by addressing any data recovery scenario, while adding a level of simplicity that's hard to find with other providers.

- Pete Greco,
VP of Sales and Technology,
Productive Corp



In just three years, Arcserve has delivered data protection that proves power can coexist with simplicity.

Thanks to our 7,500 global channel partners and 45,000 customers for another milestone year.

Sources:

¹ Market Share Analysis: Data Center Backup and Recovery Software Market, Worldwide, 2016; Published August 10, 2017; Gartner analysts, JP Corriveau and Dave Russell

arcserve®