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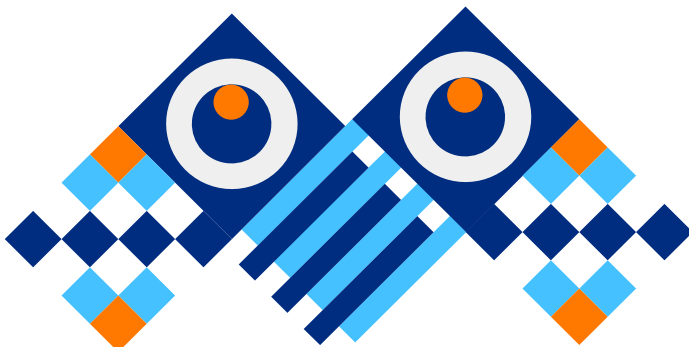
What's the best way to license IBM Spectrum Protect?

Work out which Spectrum Protect licence is best matched for your business needs.

With the capabilities of Spectrum Protect evolving at pace, the number of ways you can license Spectrum Protect continues to grow with it. Currently, there are 14 options to choose from. Its vastness may seem intimidating at first, but this diverse offering is a huge positive for your business. With a wealth of options, one is sure to match your use, budgets, and unique business needs.

Our sales team at Predatar has first-hand experience of how our customers use Spectrum Protect and the challenges they face. With our help, you'll be able to quickly whittle down the options and deploy Spectrum Protect in the most effective way for your developing data environment.

Deploy Spectrum Protect in the most effective way for your developing data environment.



How to weigh up your options.



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There are a few things to consider, but the primary deciding factors are 'the measure' and 'commercial engagement'. The user, hardware, capacity, and what you're intending to license, are all key elements of the measure, while the commercial engagement is simply how you want to pay for it.

It boils down to your ratio of servers and capacity: If you've got a small amount of data and a large number of servers, licensing the server will be more cost effective. If you have a huge amount of data and only a few servers, you'll want to license the capacity.

For many enterprise businesses, capacity models make more sense. We're going to focus on these because they offer greater flexibility for your business. They'll support your digital transformation initiatives, while also providing cost efficiency and simple management. There's no need to track servers or cores, and you can install wherever and whenever you like. With capacity models, you simply need to focus on data growth management. In short, if you can optimise your usage, you'll optimise your costs.



**Effectively
manage your data
and save money**



**Find a flexible
solution that
enables digital
transformation**



**Get a free initial
consultation to
help you decide**



So, what are your capacity model options?



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Two of the most common capacity models are IBM's Suite for Unified Recovery (SUR) and SaaS. With both of these, the software code is exactly the same. The difference is how you access it. SaaS is an OpEx (Operational Expenditure) model via an IBM business partner, and SUR is a CapEx (Capital Expenditure) via IBM Passport Advantage (PA).

The question is: Rent or buy?

If you buy the software outright, it's worth remembering you'll still have an annual fee to cover the support and management of your data estate. Now, depending on your needs, the cost of this support could work out the same as a SaaS subscription.

By renting SaaS through an IBM Business Partner such as Predatar, you don't just unlock the more competitive price banding, you'll also gain access to performance planning, proactive security alerts, and periodic health checks. What's more, you'll avoid upfront fees and could get the same product for less.

IBM's new commercial software models

Of IBM's latest models, 'pay monthly' and 'committed term' are both worthy of note. They allow you to access the software as an operational expenditure. At this stage, it's important to mention that, with both of these OpEx models, you aren't buying a perpetual licence over time. If the payments stop, so too does your access to the software.

Pay monthly

This model is a good fit for businesses with a fluctuating workload or decreasing requirements. However, if your workload is set to be static or increase, buying the software outright, or accessing the SaaS model via a business partner would be more economical.

Committed term

Available since June 2020, this licensing option (as the name suggests) asks you to agree to a fixed quantity of entitlement upfront. You won't have the large upfront costs of a CapEx model, but it's not quite as flexible as the pay monthly model. Essentially, it's great for meeting short-term needs, but isn't the most cost-effective long-term solution.



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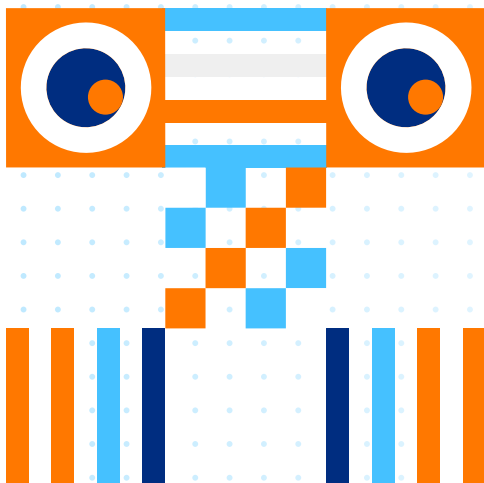
Discover the value of good data hygiene.

Make use of Predatar's innovative management and automation solution to deploy and track your Spectrum Protect usage, and you'll be able to analyse the entire history of your data. By gaining this control and visibility of your data estate, you'll also uncover valuable insights about your backup and recovery system. And in turn, these can inform that all-important licensing decision.

With Predatar, you can manage your policies – so you don't hold onto data for longer than is necessary. Combine this service with IBM's dedupe and compression and you're set to achieve a 75% reduction in capacity.* And this can be the game-changer that shifts your licensing needs. For example, where initially a PVU (Processor Value Unit) model might've seemed most suitable, a Backend Capacity one now becomes much more cost effective, because you've dramatically reduced the required licence usage.

**On average – based on Predatar's analysis of existing customers' data.*

With Predatar, you can manage your policies – so you don't hold onto data for longer than is necessary.



Ready to reassess your licensing needs?

Get a free initial consultation with one of our experts. We'll help you get the best possible value from your business recovery platform.

[Get in touch](#)