

Joint Value Proposal

At-a-Glance

Platform9 and Storware give organizations leaving VMware a complete answer: Private Cloud Director turns existing servers and storage into a private cloud with VM High Availability, live migration, and Dynamic Resource Rebalancing, and Storware protects it with agentless, crash-consistent backup that integrates through Private Cloud Director's native APIs, with no agents on protected VMs. Teams migrate off Broadcom-era VMware on their own timeline, reuse existing hardware and storage, and stay protected throughout, without retraining or rip-and-replace.

About Storware & Platform9

Storware is a European provider of enterprise-grade data backup and recovery solutions, established in 2014 in Warsaw, Poland. Its platform, Storware Backup and Recovery, protects workloads across multi-vendor environments, at rest, in transit, and at scale, with proven handling of granular recovery, backup metadata protection, multitenancy, and scale. Trusted across multi-vendor environments, including Cisco, Storware delivers flexible licensing and global availability through a strong partner network.

Platform9 is an enterprise private cloud provider delivering SaaS-managed infrastructure through its flagship product, Private Cloud Director. Private Cloud Director turns the servers and storage you already own into a full-featured private cloud, with the enterprise capabilities you expect, including VM High Availability, live migration, and Dynamic Resource Rebalancing, and no proprietary hardware.

Common Customer Pain Points Solved by this Partnership

- Need to manage mixed workloads
- Challenges of constant hardware lifecycle management and data center modernization
- Risk of rising or unpredictable licensing cost
- Lack of simple, unified management interface
- Need for built-in multitenancy and scalable architecture
- Protect existing storage and backup investments while transitioning to a new hypervisor

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Mutual benefits of Storware Backup and Recovery & Private Cloud Director:

Agentless integration to Private Cloud Director:

Storware Backup and Recovery integrates through Private Cloud Director's native APIs, with no agents on protected VMs and no software on the hypervisor hosts. It snapshots each volume and exports data through a Proxy VM, delivering crash-consistent backups while reducing operational complexity. The result is faster deployment, easier management, lower maintenance costs, and enterprise-grade data protection for modern virtual environments.

Infrastructure Reuse:

Private Cloud Director deploys without major changes to existing hardware, letting organizations reuse current resources and minimize new hardware procurement. Storware Backup and Recovery complements this with agentless deployment that integrates into the existing environment and adapts to customer data protection needs.

Cost Efficiency:

Private Cloud Director reduces total cost of ownership with predictable licensing that includes 24/7 support and eliminates unexpected expenses. This aligns with Storware's cost-effective licensing model, delivering greater budget control for organizations.

Modern Workload Protection:

Private Cloud Director supports both traditional VM-based workloads and modern cloud-native applications running on containers, within a secure private cloud free from proprietary lock-in. Organizations manage virtual machines and containerized workloads through a single platform. Storware complements these environments with agentless, crash-consistent backup, including support for data on persistent volumes. With flexible backup targets such as file systems, enterprise backup solutions, and cloud storage, organizations can build scalable, resilient data protection tailored to their needs.

Scalability & Multitenancy:

Platform9 delivers built-in scalability and multitenancy through a SaaS-managed control panel, enabling secure multi-team environments and infrastructure growth without architectural redesign. Each tenant operates independently with dedicated resources, policies, and access controls. Storware Backup and Recovery extends this model into the data protection layer: with incremental backups, deduplication, and parallel processing, administrators can manage backup and recovery across multiple tenants while keeping each tenant's data isolated and protected.

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Ideal customer empowered by Storware and Platform9:

Geography: Primarily within USA and Europe, but also worldwide approach.

Environment Profile: Large enterprises and service providers operating production environments with more than 1,000 CPU cores.

Hypervisor Preferences: Organizations seeking for enterprise grade VMware replacement.

Budget Expenses: Focus on reducing licensing expenses.

Engagement Model: Direct and Channel sales.

Hardware setup: Preserving current hardware infrastructure.

Experience Level: No additional certification required. Familiarity with VMware environment, as well as VM and containers workloads.

Key needs: Rapid deployment, easy-to-manage platform with scalable options with flexibility to keep data infrastructure vendors.

Frequently Asked Questions:

Why is Storware a strong choice for protecting Private Cloud Director workloads?

Storware Backup and Recovery is a mature, enterprise-grade data protection platform trusted by over 4,000 organizations across multi-vendor environments. For Private Cloud Director, it delivers the capabilities enterprises depend on: fast, granular backup and recovery, protection of backup metadata, and the retention and data-availability controls needed to meet compliance requirements as data volumes grow. It is built for multitenant environments at scale, so each tenant's workloads stay independently protected and managed, matching the way Private Cloud Director organizes resources.

How do I get started with Platform9?

Private Cloud Director takes you from existing hardware to a running private cloud in three steps: connect to the control plane, onboard your hosts, and organize them into clusters, all from one console. Run it SaaS-managed by Platform9 or self-hosted in your own data center, with a free Community Edition for labs and evaluation.

How does Private Cloud Director integrate with Storware Backup and Recovery?

Storware integrates with Private Cloud Director via its native APIs to deliver snapshot-based backup and policy-driven recovery, all administered from the Storware UI. Integration is fast: Storware connects to Private Cloud Director, syncs inventory, and applies existing backup policies by VM name or tag. No translation layers, no agents on protected VMs.

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How does Platform9 & Storware support VM migration from VMware?

Together, Platform9 and Storware provide a streamlined path off VMware. Platform9 simplifies the transition with vJailbreak, its free, open-source tool that performs in-place conversion of entire vSphere clusters to Private Cloud Director, reducing risk, lowering cost, and accelerating timelines. Storware complements this with backup-driven V2V: VMs backed up from VMware can be restored directly into Private Cloud Director, so data protection doesn't have to wait for the migration to complete. Storware operates through Private Cloud Director's native APIs without an agent on the source VM, simplifying migration and reducing operational complexity across both platforms.

How does restoring to Platform9 by Storware work?

Restore to Private Cloud Director rebuilds virtual machines as complete, ready-to-run instances. Storware first recreates each VM's disks and volumes using the same mechanism as during backup, then rebuilds the VM with all metadata and parameters, including compute, storage, and networking, so the restored instance matches the original. Flexible restore options let you target different resources or modify parameters during recovery.

Contact

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To find more about [native support for Platform9 Private Cloud Director](#)