



CloudSAFE® DR – Disaster Recovery Solutions

Don't be a Statistic. IT Disasters are Real... and GROWING!

The rising cost of system downtime cannot be ignored. The average cost of a data center outage continues to grow. Cybercrime represents the fastest growing cause of data center outages. When totaling the direct, indirect and opportunity costs associated with a system outage, it's easy to see how the losses quickly mount.

What would happen to your company if it had a critical application outage for 4 hours? What about 4 days? Or, 4 weeks? With the average application recovery time taking nearly a full day and catastrophic disaster recovery taking weeks, it's easy to see how quickly costs from lost productivity, business disruption, idle equipment and missed revenue can add up.

- **38%** rise in data center outage costs since 2010¹
- Cybercrimes up **1100%** in past 6 years
- Maximum downtime costs rise **81%**
- **18½** hours average application recovery time
- Costs from each downtime incident over **\$500K**

Benefits of CloudSAFE DR

- Protect critical business applications and make data available when disaster strikes
- Facilitate regulatory compliance related to IT disaster recovery and business continuity
- Reduce or eliminate the capital investment required to build and maintain an IT disaster recovery site
- Pay only for the IT disaster recovery resources your organization needs, when needed
- Unique ability to offer Disaster Recovery for Virtual Environments
- CloudSAFE is built on over 90 years of combined data center experience - with expertise in virtualization, VDI (virtual desktop infrastructure), business continuity / disaster recovery
- Prescheduled and escorted CloudSAFE data center visits are available as needed to meet compliance requirements

CloudSAFE Disaster Recovery Solution Options

CloudSAFE has three solutions from which you can choose to meet your Disaster Recovery needs.

- **CloudSAFE DR with Live Volume** is a fully-managed or co-managed solution that is perfect for Dell EMC SC Series storage customers
- **CloudSAFE DR with Quest Rapid Recovery Virtual Standby** is a fully-managed DRaaS solution that is affordable, efficient and enables recovery in minutes
- **CloudSAFE DR with Veeam Cloud Connect Replication** is a self-service DRaaS solution for organizations using Veeam Backup Software

¹ Source: "2016 Cost of Data Center Outages", Ponemon Institute, January, 2016.

CloudSAFE® DR - Disaster Recovery Solutions

Disaster Recovery as a Service (DRaaS)

CloudSAFE DR solutions enable businesses to minimize the impact of an IT systems or data center outage. CloudSAFE DR provides highly available and flexible on-demand IT infrastructure and technical services to protect against catastrophic IT disasters. CloudSAFE will help your organization work with confidence knowing our experts will be with you every step of the way, manning the safety net.

CloudSAFE DR ^{with} Dell EMC Live Volume

CloudSAFE DR ^{with} Live Volume is perfect for Dell EMC SC Series storage customers, leveraging the “storage hypervisor” feature to provide greater levels of data protection and business continuity.

- Failover between local and remote sites lets you maintain full operations during natural disasters, power outages and other planned or unplanned events
- Synchronous and asynchronous live copies of data on separate arrays, transparently maintaining and swapping the primary host source either on demand or in response to an unexpected outage
- Physical host reservations to meet your restore time objective
- Co-Managed or Fully-managed solution

CloudSAFE DR ^{with} Quest Rapid Recovery Virtual Standby

CloudSAFE DR ^{with} Quest Rapid Recovery Virtual Standby provides organizations with image-based replication for DR of any workload

- Fully-managed DRaaS for fast, flexible failover for a specific VM or an entire site
- Continually sends updates to a virtual machine that can be activated in the event there's an issue with the primary machine
- Affordable and efficient, enabling recovery in minutes
- Storage, application and OS-agnostic disaster recovery

CloudSAFE DR ^{with} Veeam Cloud Connect Replication

CloudSAFE DR ^{with} Veeam Cloud Connect Replication provides organizations with affordable and efficient, image-based replication.

- Self-service DRaaS for fast, flexible failover for a specific VM or an entire site
- Seamless integration with Veeam user interfaces, workflows and data collection; setup is fast easy and uses the Veeam software you already own
- Experience zero data loss and minimal user disruption with streamlined failback
- Continually send updates to a VM that can be activated if there is an issue with the primary machine

