



TRADITIONAL BACKUP

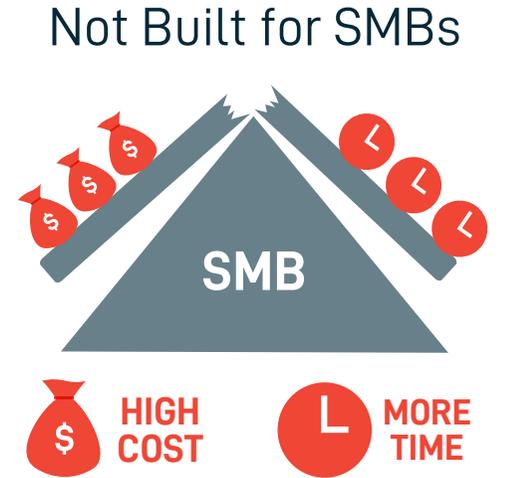
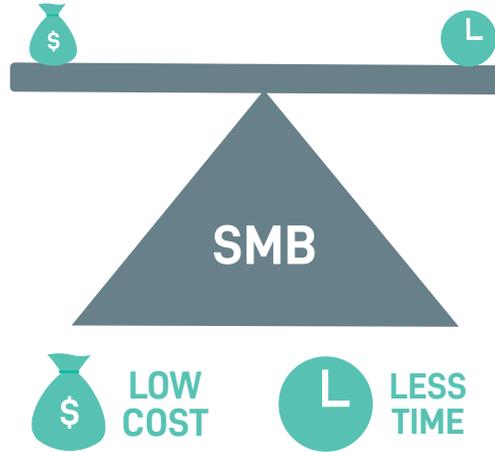
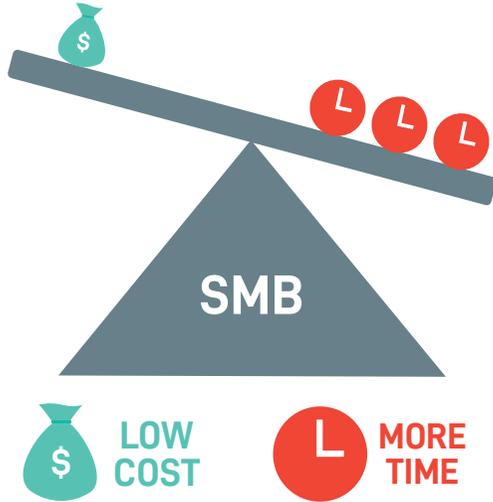
BUSINESS CONTINUITY

HIGH AVAILABILITY

CHEAP + TIME CONSUMING

AFFORDABLE + AUTOMATED

EXPENSIVE + COMPLICATED



Not Built for SMBs

SOLUTION COST

No business continuity component—limited to backup only.

One vendor, One Bill Backup, Restore, Virtualize

Significant Hardware Investment Too expensive for SMBs

SETUP AND CONFIGURATION

+ Multi-vendor solution

All-in-one solution (software, hardware, and cloud)

+ Multi-vendor, multi-location solution

RECOVERY TIME

Downtime and high failure rate during restore

Downtime last seconds or minutes

+ Redundant production system but if a major outage occurs you still require backup and testing

TESTING

Manual testing

Automated Backup Verification (at the time of backup)