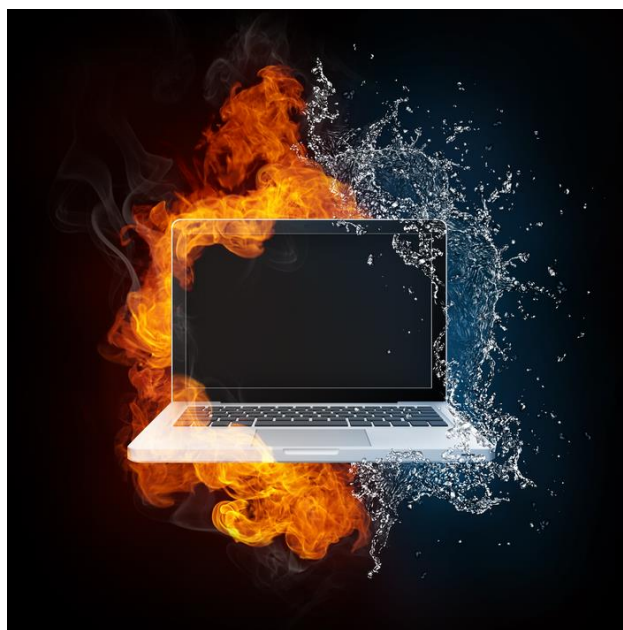




SELECT SOURCING

MAKING IT HAPPEN

DISASTER RECOVERY AS A SERVICE



STOREPOINT – Disaster Recovery as a Service

Overview

STOREPOINT™ Disaster Recovery as a Service - DRaaS has been designed for customers that do not have the desire or capacity to manage their own Disaster Recovery infrastructure, while still providing them with the same visibility and control of an on premise solution that has the option to be fully manageable via a self-service web GUI (Graphical User Interface).



DRaaS is designed for businesses' that want to take advantage of off-site Disaster Recovery capability that replicates Virtual Machines (VM's) in near-real time, can achieve a Recovery Time Objective (RTO) as low as 15 minutes with a near-zero Recovery Point Objective (RPO) depending on data network bandwidth and capacity, and has no single points of failure (e.g. 2N protection of all physical infrastructure, N+1 (or better) on virtual elements such as VMware High Availability (HA) clusters, Full communications diversity (carrier & path), etc).

DRaaS can also be delivered as a self-managed service, which requires the deployment of Disaster Recovery software to the customer site. The DRaaS software, which supports both VMware and Hyper-V environments.

STOREPOINT™ Disaster Recovery as a Service is a self-managed disaster recovery services are delivered via onsite software connecting back (via Internet VPN, WAN or MPN) to the STOREPOINT™ data storage repository.

Within the DRaaS infrastructure, each customer is allocated customer-specific (single-tenant) VMware data stores onto which the customers VM's are replicated. This approach maximises configuration flexibility and removes the risk of running multiple customers within a single data store.

Disaster Recovery failover capacity is available in three tiers:

- ❖ **Dedicated Reserved Capacity** is 100% allocated to the customer – ideal for business-critical workloads.
- ❖ **Shared Reserved Capacity** is multi-subscriber capacity, shared with other customers in exchange for a proportionately lower cost – ideal for important workloads.
- ❖ **Unreserved Capacity** provides access to unreserved / spare capacity in the data at the time of failover – great for less important workloads.

By leveraging all three tiers, it becomes possible to build a Disaster Recovery framework that aligns to business and application requirements, without the need for capital investment or in-house Disaster Recovery expertise.

**DID YOU
KNOW?**

**OUR
DISASTER
RECOVERY AS
A SERVICE
OFFERING
INCLUDES
Full
"Backup as
A SERVICE"
AND A
DEDICATED
NETWORK
Link!**

Secure and Reliable

"43% of businesses without a DR Plan never re-open their doors after experiencing a major data disaster related outage."¹

Many organisations do not have a Disaster Recovery or Business Continuity Plan and require guidance and support via outsourcing to reduce their risk. In situations where organisations do have Disaster Recovery services available it often requires IT staff to have to come in to the office 'out of hours' to run failover, fallback testing, recover infrastructure and systems such as application and web servers, etc



Security

DRaaS is delivered from Select Sourcing's Data Centre which boasts the following features:

- ✚ Tier 3+ facility (<https://uptimeinstitute.com/TierCertification>)
- ✚ N+2 power & cooling (highly redundant and diverse power and cooling)
- ✚ > 25km from CBD
- ✚ Meets ASIO requirement for "Intruder Resistant"
- ✚ Key tenants include two national banks, a multi-national defence contractor, local council as well as state and federal government bodies

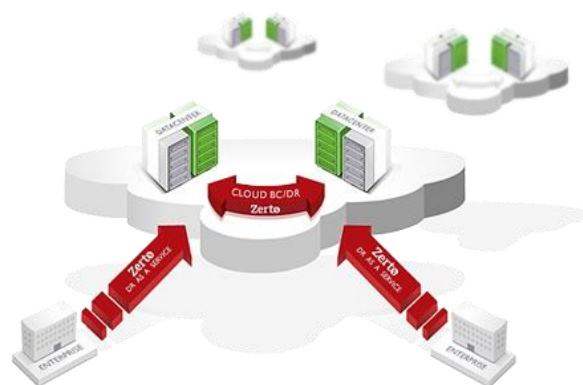
"51% of businesses without a DR Plan close within 2 years of 'recovering' from a major data disaster related outage."¹

Reliability

DRaaS allows customers to group their VMs into Virtual Protection Groups (VPG's). Each VPG is given a Service Level Agreement (SLA) with target RPO.

DRaaS has no single point of failure (same underlying platform as Select Sourcing's IRONPOINT™ High Performance IaaS)

- ✚ 2N protection of all physical infrastructure
- ✚ N+1 (or better) on virtual elements such as VMware HA clusters
- ✚ Full communications diversity (carrier & path)



Point-in-Time recovery acts as an additional safety net for critical data by enabling the configuration of periodic checkpoints on workloads (e.g. every 15min). The result is that servers can be recovered from their most recent state, and also "rolled back" to earlier points in time.

Integration with Microsoft VSS (Volume Shadow Copy Service) enables application consistency.

¹ LightPath Group – Quarterly News & Trends – Qtr 4 2013

Flexibility

Select Sourcing's DRaaS provides flexibility in how a customer's VM replication is configured:

- Customer groups VMs into VPGs
- VPGs are given an SLA with target RPO
- Each VPG can be individually failed over
- VPGs can be prioritised so important workloads are recovered before less important ones
- Each VPG replicates into a Dedicated, Shared or Unreserved Resource Pool
- VPGs are customer-managed via a Self Service Portal

"Only 6% of ALL businesses who experience a major data disaster related outage survive long term."¹

A Complete Solution

Our DRaaS solution not only consists of technology infrastructure, but also the necessary DR consulting services to provide an end-to-end solution for your business:

- DRaaS Strategy and Planning Consultancy
- DRaaS Health-check

Strategy and Planning Consultancy

Every Disaster Recovery implementation is different, depending on the criticality of business functions and processes and IT applications that underpin them. Our consulting service ensures that your DRaaS technology solution is aligned to business needs and that you have an auditable disaster recovery plan in place, including DR processes, roles and responsibilities and communications plans that need to be put in place in a disaster situation. The deliverables from this service are an IT Impact Analysis, development of an IT Disaster Recovery Plan and the low-level technical recovery procedures to support DRaaS.

DRaaS Health-check

Our monthly DRaaS Health-check services ensures that your DRaaS solution is managed on a regular basis and always 'ready for action' if needed; whether during ITDR testing or a real disaster incident. On your behalf, we monitor the DRaaS technology, checking aspects such as:

- Log files,
- Replication status,
- Storage capacity,
- Network connectivity and,
- Licensing;

Providing you with peace of mind via full monthly DRaaS Health-check reports.



Cost Effective

"SUSCEPTIBILITY IS TOO OFTEN SEEN AS THE SOLE REASON TO ADOPT DISASTER RECOVERY SERVICES. REGARDLESS OF THIS, AFFORDABILITY SHOULD NEVER BE SEEN AS THE REASON NOT TO."

DRaaS – working with Select Sourcing where required, the customer selects the most cost effective 'fit' for their Disaster Recovery requirements. Select Sourcing has the ideal Disaster Recovery solutions for your budget, your industry type, and organisational size. We have a comprehensive selection of solutions that can be tailored for your needs.

- 🔧 **Health-check** – Gap Analysis brings your existing Disaster Recovery into line with current best practice. Ideal for businesses that need an affordable update.
- 🔧 **Quick Start** – Fixed low price, fast and ideal for small to medium enterprises getting started with Business Continuity Planning.
- 🔧 **Mentoring** – For long term peace of mind, our consultants mentor your project managers to run their own Business Continuity program. With templates, guidance and quality assurance checkpoints, your business is protected in house and long term.
- 🔧 **Consulting** – For businesses with unique needs, we can provide bespoke consulting services on any aspect of the Business Continuity Lifecycle. We'll provide an obligation free scoping discussion to determine your exact needs.
- 🔧 **Testing and Exercising** - Discover where your existing Business Continuity Plan could let you down. We'll put your plan through its paces with a Business Continuity Exercise designed to test the robustness of what you have in place.
- 🔧 **Managed Service** – Your own **Virtual Business Continuity Manager**. We'll maintain your plans, co-ordinate exercising and training. It's the more affordable alternative to a permanent Business Continuity Manager for all organisations.

Whether it's Disaster Recovery, Business Continuity, or Emergency and Crisis Management, Select Sourcing can provide the necessary skills, advice, support, and management at a price to suit your budget.

YOU WANT COST EFFECTIVE?

The Environment (example only)

The "Be Prepared" Group has 10 Virtual Servers of varying criticality:

- 4 Critical Application Servers (32Gb vRAM)
- 2 Important Servers (12Gb vRAM)
- 3 Unimportant Servers (10Gb vRAM)
- And 1 Backup Server

All Servers consume 2TB of disk for 'current' data.

Average disk write data rate is approximately 2Mb per second.

The Solution?

- Full Environment Replication (DRaaS)
- Full Back up as a Service Included (with 7 day online retention)
- 30Mbps Dedicated Network Link Included
- 4 Critical Servers on near real-time RPO and sub 15-minute RTO
- Remaining Servers on near real-time RPO and sub 4-hour RTO
- 32 Gb Dedicated vRAM
- 12 Gb Shared vRAM
- 10 Gb Unreserved vRAM (free)

\$3,394.06 EX

GST

FIXED Per Month for 3 Years