The LCO Group

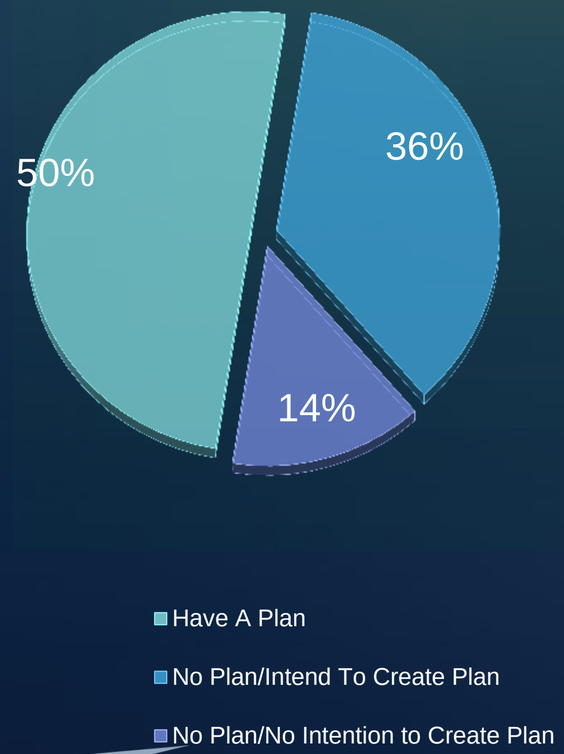
Backup & Disaster Recovery

Protect your data.

Protect your business.

SMB Disaster Preparedness Survey

By Applied Research

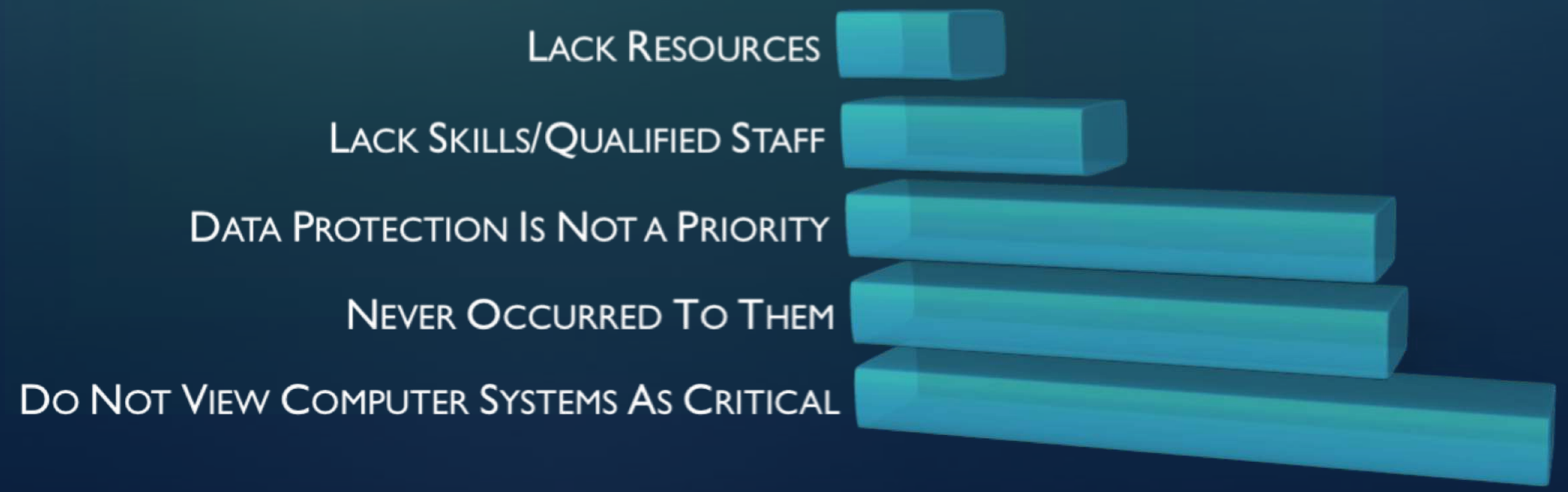


50% of SMB's Have No Backup and Disaster Recovery Plan

Out of those who have a plan:

- Half implemented a plan following an outage or loss
- Only 28% have actually tested their plan

Why Don’t SMB’s Have A BDR Plan?



The Average SMB Experienced 6 Outages in 2010

Top Reasons For Downtime:

- Cyber Attacks
- Power Outages
- Hardware Failure

The Cost of Downtime

- Downtime is expensive for SMB's: $12,500 per day
- SMB downtime impacts SMB customers: $10,000 per day
- 44% of SMB customers have had an SMB vendor temporarily shut down
- 29% of SMB Customers lost "some" or "a lot" of data as a result of SMB vendor downtime
- An overwhelming 54% of SMB customers switched vendors due to unreliable computer systems

Issues Among SMB's Who Do Backup…

- Half Backup only 60% of their data
- Less than half back up weekly or more frequently
- Only 23% backup daily
- 31% don't backup email
- 21% don't backup applications
- 17% don't back up customer data

Tape Backup

- Magnetic tape recovery failure rates between 41-72%
- Media environmental sensitivity
- Manual administration of tape library, backup and off-site storage, and media rotation begs human error
- Allows only sequential data access rather than random access afforded by disk - straight backup
- Storage of large amounts of data requires large amounts of space
- Backup speed

What’s your plan?

Strategic Considerations

- How will you continue operating in the event of a temporary outage, data loss or complete failure of your IT systems?
- What elements of your IT systems are most critical to operations?
  - Email
  - Documents
  - Customer Data
  - Applications

Strategic Considerations

- What are your risks?
  - Hardware Failure
  - Theft/Malicious Destruction
  - Power Outages
  - Fire/Flood/Natural Disaster
  - Human Error

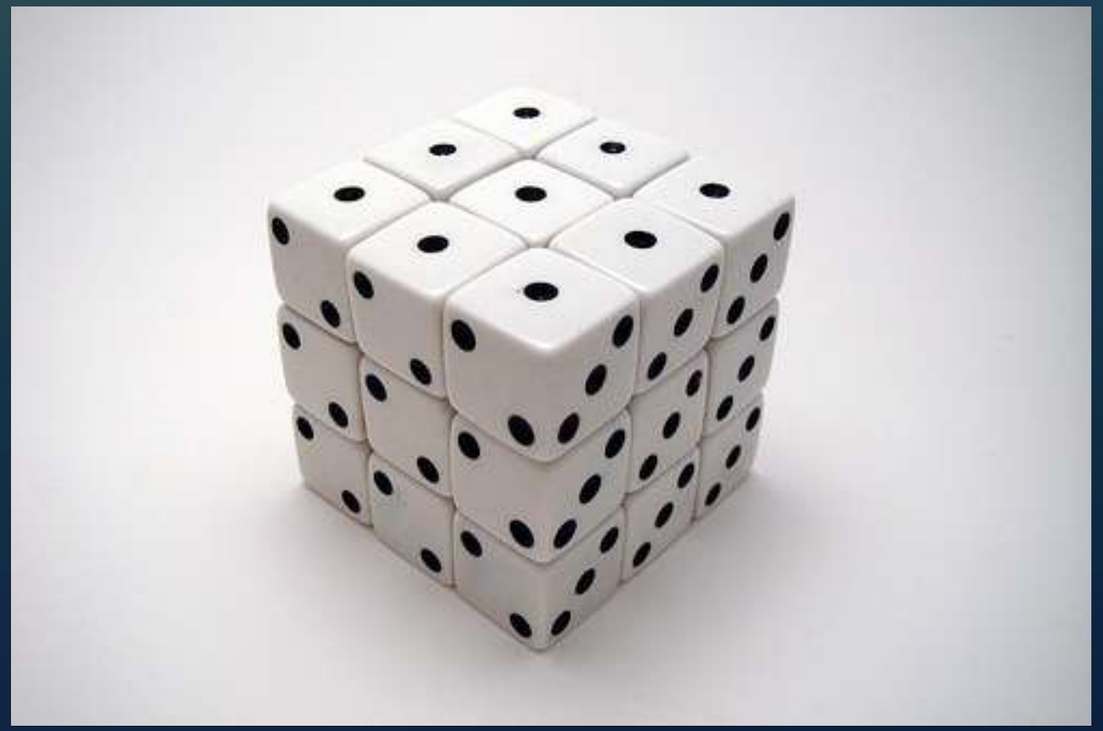
Tactical Considerations

- What’s your maximum allowable downtime?
- How quickly must your data be retrieved and mounted or restored?
- How and where should your data be stored?
- How do you ensure your plan actually works?

Variables

- How much data do I have?
- How quickly does my data grow?
- How frequently does my data change?
- What level of retrievability do I consider necessary?
- What level of retrievability would I find convenient?

We’ve Got Solutions



Basic BDR Features

- Local Backup
  - Automated backup to on-site device.
- Off-site Backup
  - Automated backup and synchronization to Bi-coastal SAS70 Type II data centers.
- Data Deduplication & Local Compression
  - Reduces storage and bandwidth requirements by eliminating redundant data.

Advanced BDR Features

- ZFS Snapshots
  - Snapshots of the local filesystem which provide easy access to previously stored versions of data. Daily snapshots are stored off-site at Bi-coastal SAS70 Type II data centers.
- Local/On-site Virtualization
  - Stored images of the server environment on the local device which can be mounted following hardware failure or disaster bringing critical systems up an running.
- Off-site Virtualization
  - Images of the server environment which are stored at off-site data centers and can be mounted following hardware failure or disaster to bring critical systems up an running.

Advanced BDR Features (continued)

- Screenshot Verification of Backups
  - This true verification of your backups actually boots your backup and returns a screenshot as evidence that the file booted successfully.
- Message-level Exchange Recovery
  - The ability to drill down to the mailbox and message-level to retrieve email in and exchange environment.
- Granular SharePoint Recovery
  - Allows for direct recovery of a single SharePoint document, collection or folder.
- SQL Object Recovery
  - Allows for direct recovery of SQL database objects.

Simple. Flexible. Affordable.

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Simple. Flexible. Affordable.

- Simple Automated Local Backup
- Simple Automated Off-site Backup
- Nine model configurations - From 250GB to 5TB
- Optional Raid Configuration
- Three Software Bundling Options
- Works with any Software
- Snap2VM Option adds Instant Off-site Virtualization Feature
- Compatible with Windows, Mac or Linux
- Data Deduplication & Local Compression
- AES 256 + SSL Key-based Encryption
- Affordably Priced for SMB's

Questions?

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