Stratus Innovations Group DR as a Service Solution Offering
Provide guaranteed business continuity... without massive costs

**Challenges**

- Business requires near 100% uptime, creating a challenge for doing IT maintenance or significant business impact from an outage
- Co-location or offsite datacenters allocating a significant % of the IT budget
- IT administrators need ability to “test failover”
- Organizations typically experience 4+ disruptions per year
- 27% of enterprise organizations report that an outage would cost more than $100,000
- 4 in 10 businesses do not reopen after a major disaster

**Ideal Solution**

- Hyper-virtual environment with simplistic protection, failover and failback model
- Ability to do real-world testing without impacting production environment
- 91% of IT pros using cloud as part of their DR solution feel confident in their disaster recovery strategy. Only 74% of respondents using on-premise DR solutions alone feel confident

**Desired Outcomes**

- Commodity cost model for real-time protection of on-site physical and virtual IT services
- Ability to do real-world testing on a periodic basis with continual DR replication “health reports”
- DR/Business Continuity market spend will be $5.8B by 2018, with a 55% CAGR
- Per Channel Partners, DR is the No. 1 application that IT organizations plan to migrate to the cloud, followed by file sharing, data backup and data storage
Our Solution Offering provides you a low risk, low cost, and fast implementation for Cloud-based DR implementation

### Low Risk
- Minimize the risk of project failure
  - Large number of implementations dating back to 2014
  - No impact of on-premises IT services in initial setup

### Low Cost
- Very low implementation cost
  - One resource can complete this migration in 1-2 weeks
  - Leverages the Public Cloud economies of scale
  - Leverage automation modules and existing IP to complete, not “people hours”

### Fast Implementation
- 1-2 week total implementation time
  - Solution offering utilizes existing IP and scripting modules to perform migrations
  - One-time setup and configuration to migrate entire enterprise

“We were impressed when we calculated the cost to protect our VMWare environment with Azure Site Recovery.” – Kevin Miller, IT Director, Bettcher Industries
Basing our Offering on Microsoft Azure Site Recovery allows us to provide solutions with exponentially greater functionality and at a lower cost than if we were to use a co-location or our customers offsite datacenter.

**Product Alignment**

**Greater Functionality**
- Ability to protect virtual (VMWare and Hyper-V) and physical servers with continual replication

**Lower Cost**
- Hyper-scale allows DR and business continuity at a fraction of the cost of co-location centers and off-site datacenters

**Advanced Functionality**
- Periodic scheduled test failovers to ensure the environment is setup correctly and processes are correct
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- $56,000 Azure consumption
- March 2015
- US Heartland District, CTM Manufacturing

Win Results

- Implemented Azure Site Recovery to mitigate risk from recent audit that highlighted business continuity exposure

- Azure Site Recovery was approximately 10x to 15x less expensive than comparable solutions from Verizon and Sungard

- Dynamic Routing Virtual Network provided Bettcher an additional benefit by enabling client-based VPN connectivity to their Azure environment, which can be used at times of complete HQ or office outage
Customer Success Story – GA Wintzer & Son

“Within a month of implementing ASR, we had a complete system outage and we were able to be up & running within an hour.”
Andy Walters, COO, GA Wintzer & Son
• $20k Azure consumption
• March 2017
• US Heartland District, SMB Process Manufacturing

Win Results

Recently implemented Route Management solution for their driver fleet, and ASR provides 7x24 system uptime coverage

Less than two weeks to protect on-premises VMWare environment

Scheduled to do test failover each month to ensure success if/when actual outage happens