Stratus Innovations Group DR as a Service Solution Offering

Provide guaranteed business continuity... without massive costs

stratus
innovations group

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 confident11% of organizations

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

Stratus Innovations Group Disaster Recovery as a Service

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
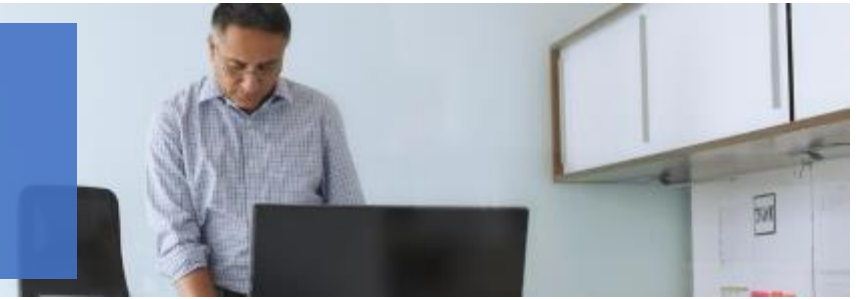- Leverage automation modules and existing IP to complete, not "people hours"

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

Stratus Innovations Group Virtual Datacenter Offering + Microsoft Azure

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	Lower Cost	Advanced Functionality
Ability to protect virtual (VMWare and Hyper-V) and physical servers with continual replication	**Hyper-scale allows DR and business continuity at a fraction of the cost of co-location centers and off-site datacenters**	**Periodic scheduled test failovers to ensure the environment is setup correctly and processes are correct**

Customer Success Story – Bettcher Industries

BETTCHER Industries, Inc.

"We were impressed when we calculated the cost to protect our VMWare environment with Azure Site Recovery."- Kevin Miller, IT Director, Bettcher Industries

- $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

Win Results

"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

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