

ALTRON | KARABINA

**99.9% uptime guaranteed –
no matter what the disaster**

Can your business get back up and running within minutes if malware hits your servers or disaster strikes? What will it mean to your bottom line if you're down for days, weeks or even months?

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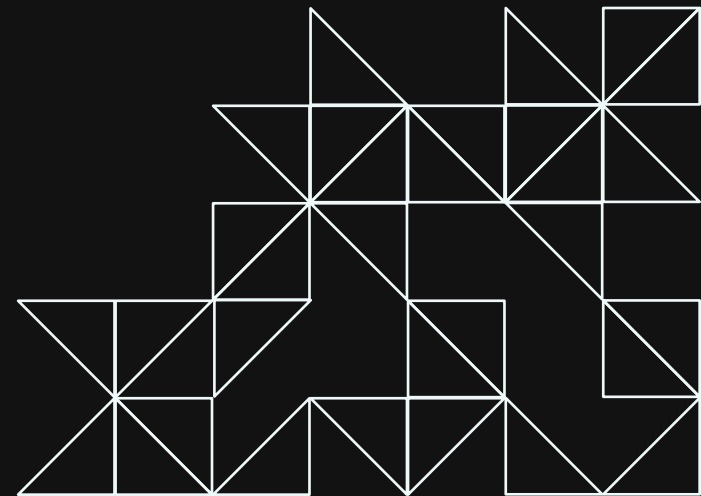
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01 Introduction

Many small and mid-sized businesses in South Africa haven't made the move to the cloud yet. This is for a number of reasons. For some, it's because they're used to an on-prem setup and they're still sweating their existing assets. For others, there's genuine mistrust when it comes to the cloud – will their data be safe, how does it work, and what are the real benefits?

Many business owners don't really think about the cloud because they don't realise they need its functionality.

One of the biggest danger zones we see mid-sized businesses in, is the **business continuity** versus **disaster recovery strategy** quandary: Business owners believe they are safe because they have backups in place, not realising that backups alone do not protect a business's ability to operate when disaster strikes.

The results can be devastating. According to [FEMA](#), 40% of small businesses never reopen after a disaster and another 25% that do reopen, fail within a year.

Backups are far from enough, and not understanding the simple and cost-effective cloud solutions that are available leave businesses exposed and under threat.



02

How valuable is your data?

You already know the answer to this: Very valuable. Which is why you have backups, and backups of backups. Because if you lose your data, your business is effectively blind.

You have no insights into your customers, no ability to deliver customised service to them, connect with them, sell to them or invoice them.

You also have no market data or financial insights into your business.

Without data, your business dies.

But what happens if you lose just a little bit of data? What happens if the power is unexpectedly cut or your business is the victim of a cyberattack? How many hours of data will you lose, and how valuable is that data?

- Is it a few hours of sales execs completing CRM systems?
- Or is it hundreds of invoices that have been processed and are now lost?

The impact of data loss is unique to each business, but in each case, it will negatively affect your bottom line – at least temporarily.



03

Can you afford downtime?

As a mid-sized business, your success and growth potential lie in your ability to deliver on customer expectations.

This requires:

- Access to technology
- Applications, platforms and data
- Emails
- Hardware, including laptops, notebooks and mobile devices

FACT: Without technology, it's impossible to take orders, invoice customers, respond to emails and customer queries, or deliver solutions, products or services.

How much is uptime worth to your business? What happens if your teams cannot operate for an hour, a day or a week? At what point will your business close and not be able to open or operate again?

Imagine an event that can disrupt business-as-usual and either delete data and workflows or lock the business and its employees out of their servers, emails, data and hardware.



03

Can you afford downtime?

This is a huge concern. Businesses that cannot service customers, invoice them or take orders cannot operate – and yet the costs of doing business don't go away.

Which is why most businesses have a continuity plan in place, which is largely centered around backups.

Here's why a continuity plan and disaster recovery plan are not the same thing:

When you make backups, it's a disc to disc to tape process, and the tape is sent to Metrofile. If there's a disaster, you need to restore from tape, which is a process, starting with finding the right sequence of tapes and having them delivered to you, and then restoring them and uploading them onto your backup servers.

There's an element of time lost here, but it's much more than that, because data is just data. It's just information. It's not the various platforms and software you use to utilise that information:

- It's not your CRM system
- It's not your email exchange
- It's not your accounting software

It's just data. Which means that you're still not up and running. You're still suffering from downtime.



04

How quickly do you want to be back online after a disaster?

We know that backups don't equal uninterrupted uptime, so what does?

Disaster recovery solutions were designed with this in mind. Businesses don't only need their data to get back up and running after a disaster, but they need servers and software as well. They need their entire IT infrastructure.

In a world that isn't based in a public cloud like Microsoft Azure, this means offsite hardware – backup servers that can be spun up when disaster strikes.

Here's how offsite disaster recovery works:

- Spin your servers up
- Get data up-to-date from backups (as up-to-date as possible, as this is based on backups and not real-time system backups)
- Test the whole system
- Start operating again

This process can take anything from days to weeks to months. Even the bi-annual tests take an entire weekend.

During this time:

- 01** You're not invoicing clients
- 02** You're not servicing clients
- 03** You have no access to your CRM
- 04** No access to your data
- 05** No access to emails
- 06** No ability to make sales.

The reality is that you need to be back up and running within minutes, and that's only possible if you have your system mirrored in the cloud.

05

Introducing Microsoft Azure Disaster Recovery

Azure's built-in disaster recovery as a service (DRaaS) helps your business to keep doing business — even during major IT outages. Azure Site Recovery offers ease of deployment, cost effectiveness, and dependability.

Deploy replication, failover, and recovery processes through Azure Site Recovery (ASR) to help keep your applications running during planned and unplanned outages.

HOW IT WORKS

You can set up ASR simply by replicating an Azure VM to a different Azure region directly from the Azure portal. As a fully integrated offering, ASR is automatically updated with new Azure features as they're released.

You can minimise recovery issues by sequencing the order of multi-tier applications running on multiple virtual machines and ensure compliance by testing your disaster recovery plan without impacting production workloads or end users. And keep applications available during outages with automatic recovery from on-premises to Azure or Azure to another Azure region.

DID YOU KNOW?

Azure Site Recovery is a native disaster recovery as a service (DRaaS), and Microsoft was recognised as a leader in DRaaS based on completeness of vision and ability to execute by Gartner in the 2019 Magic Quadrant for Disaster Recovery as a Service.

06

The Altron Karabina difference

We will have you back up and running within an hour. You'll never have to worry about not being able to operate again:

- Be up and running within an hour with minimal data loss
- Seamless experience for employees
- Completely secured in the cloud
- Don't need special expertise – this is a managed service
- Live through any disaster because your business's entire operations are safe.

Azure DRaaS mirrors your entire system in the cloud. This is happening continuously based on your needs. If time is critical and you can't lose more than 15 minutes of work, for example, you can set your Restore Point Objective (RPO) to 15 minutes. You'll be up and running again within an hour and all you'll have lost is 15 minutes of workflow.

The replication stops as soon as your server gets hit – whether by a power outage, malware or some other disaster. This allows you to track exactly when the error occurred, but it also means that even though your servers are down, nothing else in your organisation is affected – the mirrored system in Azure is pristine.

06

The Altron Karabina difference

How safe is my data?

Microsoft Azure is the premier standard in security. 4 500 security experts are tracking various attack vectors and malware, as well as what's happening on the dark web, 24/7. It's SOC is active around the world. In fact, Microsoft is in Gartner's magic quadrant for security. All security standards are constantly updated in the cloud as well, ensuring 99.9% uptime.

Our magic

We believe in expert support. This is why we have a small, focused team of experts who are all cloud architects. All engagements happen to plan, standards are met and we don't deviate from Microsoft best practice. We know what the end result should be, and that's what we're promising. We lead from an expert perspective, with our entire team Microsoft accredited and certified.

Our service is 24/7 and ready to go – there is always someone on standby for an emergency/ disaster situation.



06

The Altron Karabina difference

Getting started

We come in and do an assessment:

- Where are you vulnerable?
- How long will it take to replicate your entire system in the cloud?
- What will it cost you?

We then create your get out of jail free ticket – this does not replace your backup. It's your entire system mirrored in Azure. We are able to do this because of ASR (a tool that maps the exact paths your applications take, so that if we need to switch you over from your servers to Azure, your staff are not affected in anyway – their laptops, notebooks, desktops and other devices all look, feel and operate in exactly the same way).

Not only is this a cost-effective failover, but we do a monthly DR drill that takes less than an hour, so that you can rest assured everything is working and you can access your systems and data.



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Claim your [free*](#) disaster recovery assessment and/or [free*](#) cloud migration offer worth [R120,000](#) valid until [30 June 2020](#), and see how Microsoft Azure increases business continuity. Ts and Cs apply*

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*Free migration

- The migration is for infrastructure only that is currently on-premise
- Up to 20 VM's
- The migration will need to start and be completed within 4 weeks
- The free migration offer ends 30th June 2020
- Migration will be to the South Africa Microsoft Azure Data Centre
- The free migration is based upon the customer signing a minimum 12-month cloud managed services with Altron Karabina
- Estimated minimum cost of a cloud managed service would be R6000.00 per month ex vat.

*Free DRaaS Assessment

- Assessment of up to 20 VM's
- The free DRaaS assessment offer ends 30th June 2020
- The Disaster Recovery solution will be set up in the South Africa Microsoft Azure Data Centre

