CUSTOMER CHALLENGES

Data protection today goes far behind traditional backup. Continuous secure 24x7x365 data access from "anywhere" in the world is a business necessity.

Concerns around Cyber Attacks, Mother Nature, human error, cost, litigation and regulatory compliance have CIO's looking to cloud data protection solutions that can safeguard large amounts of business data for long periods of time and protect them against "all" possible disasters. However, rising data center energy costs is why CIO's are making cloud backup a top priority.

Ensuring data is protected and available to the business at all times is the #1 priority for most all organizations, however many still struggle with addressing challenges such as:

- Explosive growth in data and long-term data retention requirements
- Traditional tape backup methods are difficult, expensive, unreliable, and unmanageable
- Zero downtime requirements
- Increased value of data
- Increase in regulatory compliance
- Decentralized global IT environments
- High availability requirements
- Hardware failures, human error and natural disasters
- Rising data center energy cost and energy demands

SOLUTION OVERVIEW

Increasingly, organizations are choosing cloud-based backup to lower cost and reduce the administrative overhead of managing the server backup process. With an automated, secure cloud-based service, Recovery Point and Recovery Time Objectives can be met. This will allow your IT staff to focus more on strategic projects.
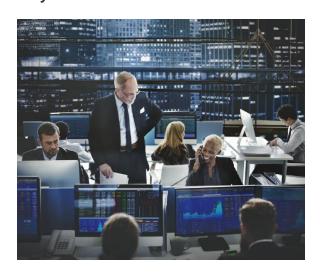

"Radically Simplified Backup"

Remote Data Backups provides agentless automated backup and recovery support for both physical and virtual machines, and NAS devices. It delivers point-in-time recovery of server data through near continuous backup.

- Easy to use with no complex plug-ins or costly third-party tools to protect data with application awareness (SQL/Exchange)
- Web portal management allows organizations to manage and monitor the entire data protection workflow including off-site storage
- Recover from a web browser anywhere, anytime
- Reduce the cost of ownership associated with entire backup infrastructure of disk, tape, tape libraries, backup servers and other components

Why LiveVault?

LiveVault offers the most **secure cloud backup** available in the industry today with **20+ years SAAS data protection** and service to **thousands of customers worldwide.**

- Unparalleled security in the cloud
- PCI DSS and ISO 27001 certified; FERPA, HIPPA, FLBA and Sarbanes-Oxley compliant
- Two fully mirrored, geographically dispersed data vaults maintains two copies of your data
- SAS70 Type 2/SOC2 audited Iron Mountain data centers
- AES 256-bit encryption encrypts data prior to transmission from data center to the cloud, and back

Key Features

- Fully managed services automated continuous backup
- Defensible and secure backup and recovery
- Configuration drift management
- Multiple recovery points
- Highly scalable from 1 to 10,000 servers

- Easy deployment with policy templates
- Single console for centralized management
- Long-term offsite data retention
- TurboRestore ™ optional onsite appliance
- Legal hold support

Business Value for Customers

- Mitigates risk of data loss
- Protect remote branch offices
- Litigation & compliance ready
- Improves productivity
- No up-front investment in software and hardware
- Easy to subscribe and deploy with no long-term commitment
- Reduces infrastructure costs (storage, media, offsite pickup & storage of tape media, etc.)
- Eliminates error-prone tape backup
- 30-day full access no-cost trial

Business Value to Partners

- High customer value
- Easy to sell
- Recurring revenue streams
- High customer satisfaction
- Installation & USA based support provided by Remote Data Backups

Target Customers

- Small to midsized organizations
- Remote branch office environments
- Small to midsized companies with tape backup environments

Pricing & Billing

- End-customer monthly subscription fee; 90-Day Retention: $32 for 50 GB, add'l GBs $0.64/GB - $0.50/GB over 1 TB
  1 Year Retention: $0.80/GB, add'l GBs $0.80/GB - $0.75 over 1 TB
- Partner commission is **20%** of client's monthly subscription fee
- End-customer billed by Remote Data Backups
- Access to Partner Portal for simple reporting of partner's customer billing and commissions

Data Retention

90-day Retention allows for 159 backup versions/restore points.
- 96 continuous backup versions are potentially kept, depending on the size of the versions, change rate to the files, and bandwidth settings.
- 28 six-hour backup versions are kept.
- 31 daily backup versions are kept.
- 3 monthly backup versions are kept.

Yearly retention includes all of the above plus an end of month copy for the year.

Key Features

- Secure cloud based Managed Service "Server" Data Protection
- 24x7x365 USA Managed Service providing administration, monitoring, and proactive notification
- Policy based administration of what needs to be backed up
- Fast and easy recovery with DeltaRestore™
- Operating System and application support including; Windows, Mac OS X, UNIX, Linux, Oracle, Microsoft Exchange and many others

Key Benefits

- World-class and time-tested method of data protection
- Achieves cloud data protection and advanced long-term offsite retention
- Removes the burden of complex daily backups
- Delivers point-in-time recovery of server data by continuous backup
- Provides data security with industry certifications PCI DSS and ISO 27001

Need more Product & No-cost Trial Information? www.remotedatabackups.com

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