

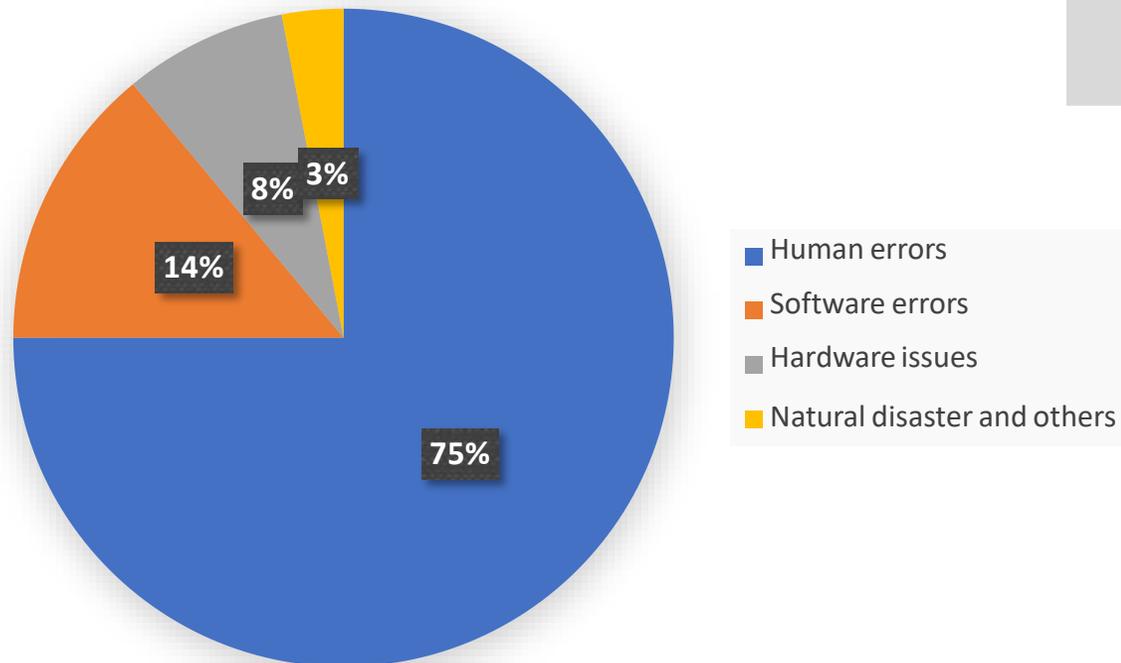


Disaster Recovery and IT
Resilience Solution for MSPs

Challenges of IT Resilience and BCDR

World business daily runs into different types of disasters...

- **Internal:** environment failure, application failure, human error
- **External:** power outage, environment theft, fire, impact of virus attacks, emergency disaster, etc.



...that it's not ready for...

~59%
Doesn't have DR plan

Only 41% of medium and large U.S. businesses say they have a disaster recovery and business continuity plan and test it regularly, according to [InformationWeek's 2014 State of Enterprise Storage Survey](#).

...inspite of anually growing losses.

\$164K
Average loss within an hour

Downtime costs are rising dramatically. In 2013, companies that experienced a business interruption lost an average of nearly [\\$164,000 per hour](#), compared with just \$100,000 in 2010, according to the Aberdeen Group.

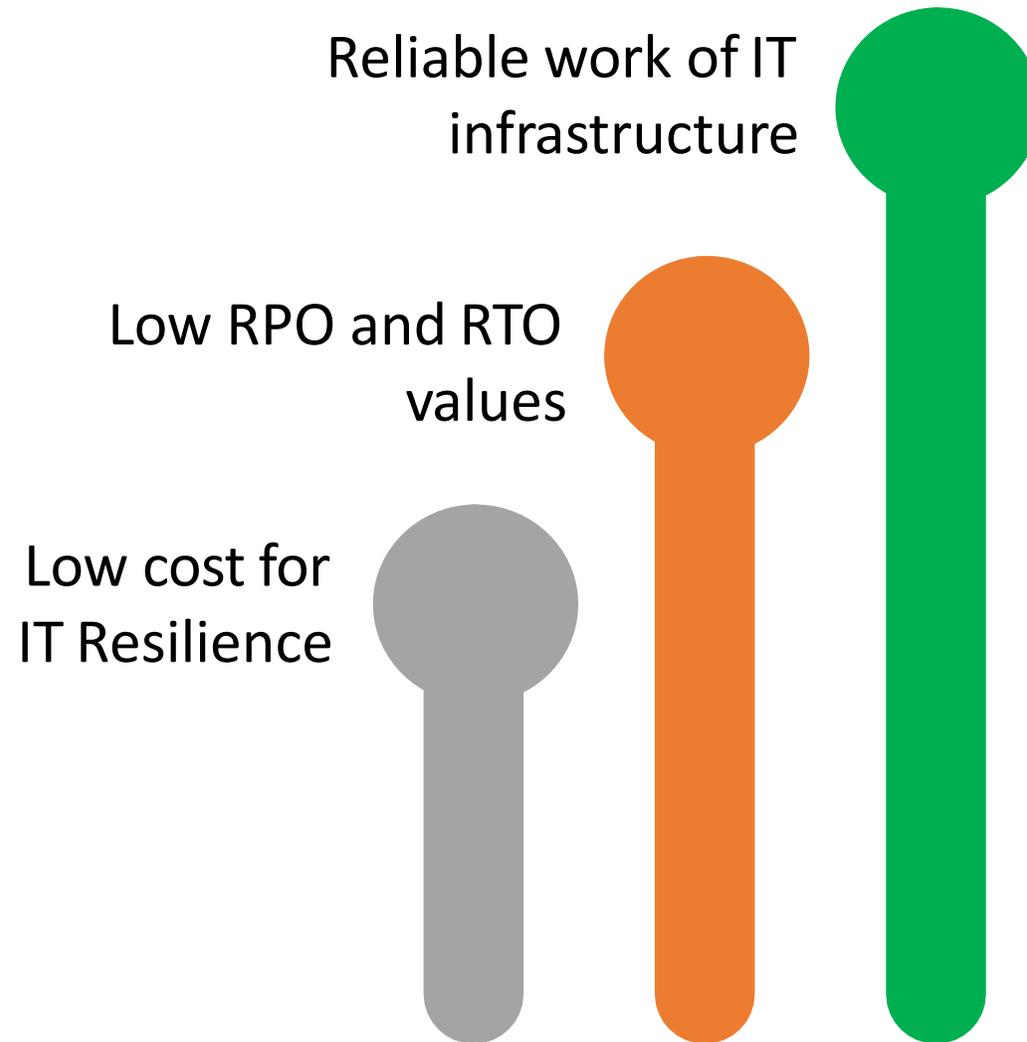
Human error – the main reason of disaster.

~75%
Human errors

Reputable studies have concluded that as much as 75% of downtime is the result of some sort of [human error](#). It's always easy to say "lack of training," but even the best trained people still make mistakes...

IT Resilience: SMB and Mid-market customers demand

Customers expect to have IT resiliency and quick recover in case of Disaster



Hystax Proposal to MSPs

Disaster Recovery to Public Cloud

Backup and Disaster Recovery solution with significant cost reduction and minimal RPO/RTO recovering to DR site or doing failover back to production. Use low-cost failover platforms or AWS for recovery.

On-premise Disaster Recovery

Build a full Disaster Recovery solution on customer premises. Use your infrastructure and tools to monitor and troubleshoot on-premise installations.

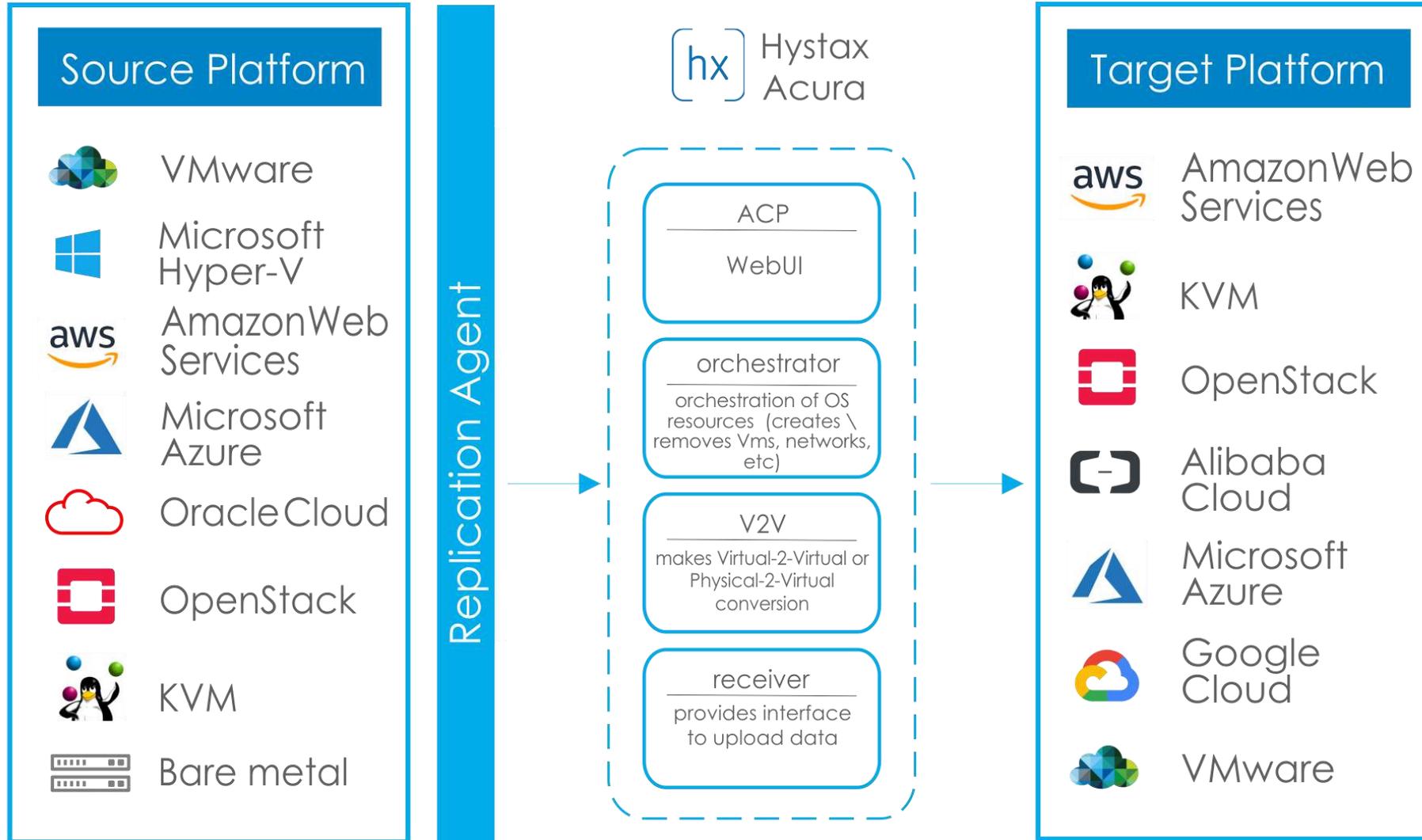
Cloud Backup

Store customer data in your storage in a deduplicated and resilient way. Up to 70% of deduplication ratio.

Hystax Acura Capabilities

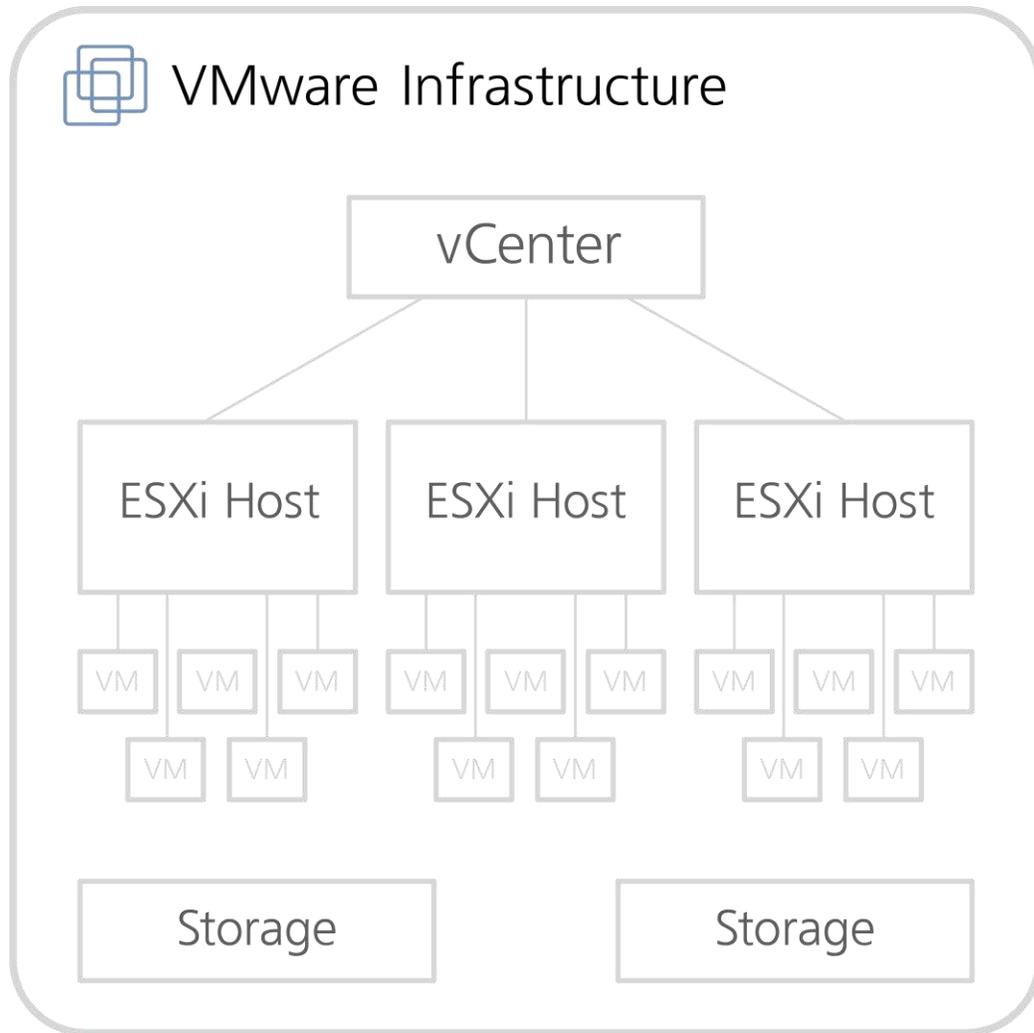
- **Single control plane for all customers or projects** – manage all your customers through one console
- **Sophisticated role-based access management and audit** – manage user access and assign granular roles to various resources. View and export audit logs
- **Logs collected in one place** – logs from all customers are concentrated in one place.
- **Full coverage with RESTful API** – Hystax Acura is 100% covered with RESTful API. Easy automation and integration with current management systems
- **Flexible reports and event notification** – get full resource utilization report and configure all level event notifications
- **Custom PSA Integration** – integrate solution with existing PSA systems, automatically create and file tickets
- **Deduplicated storage and configurable retention policies** – optimized resource utilization by unique deduplication technologies. Flexible snapshot retention policies

Migration and Disaster Recovery: Source and Target Platforms

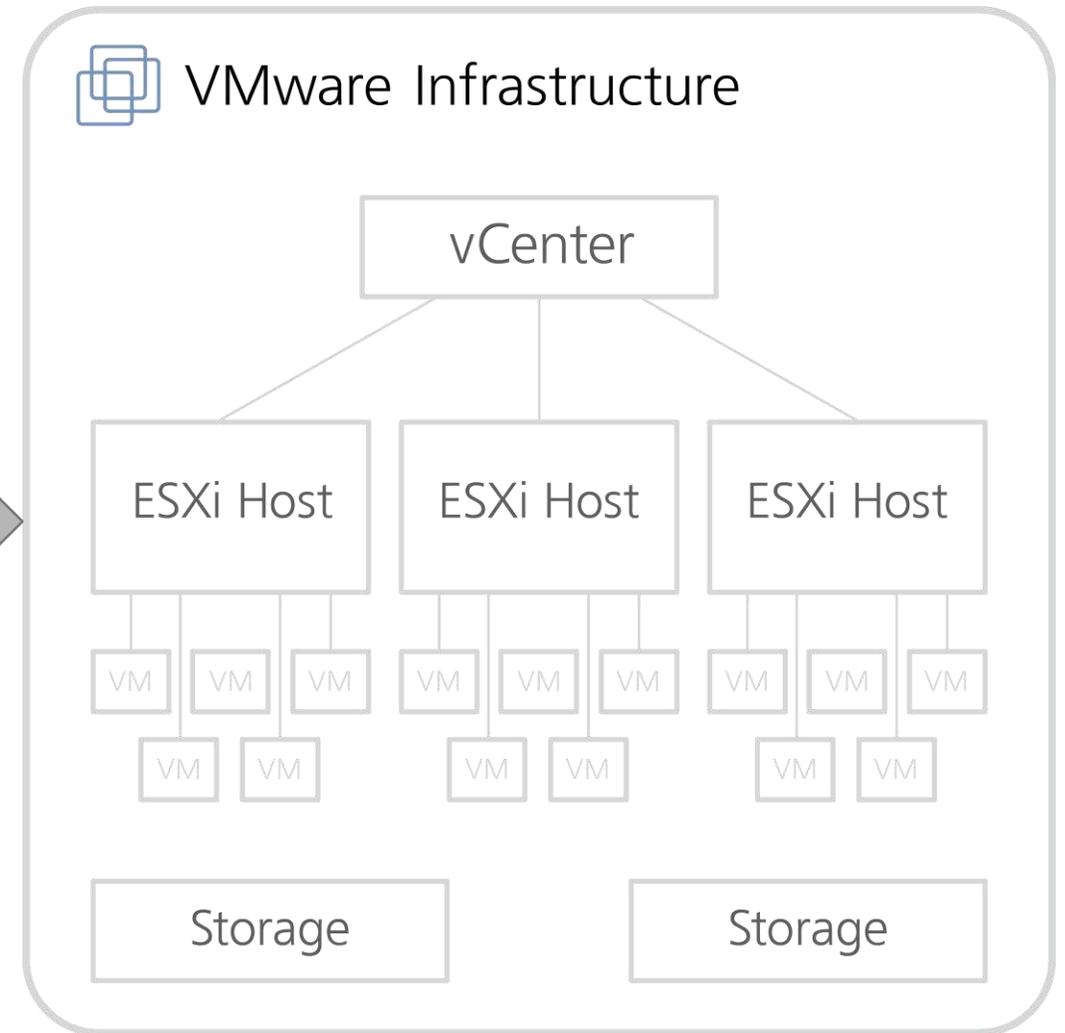


Traditional Disaster Recovery Architecture

Production Site with main VMware infrastructure

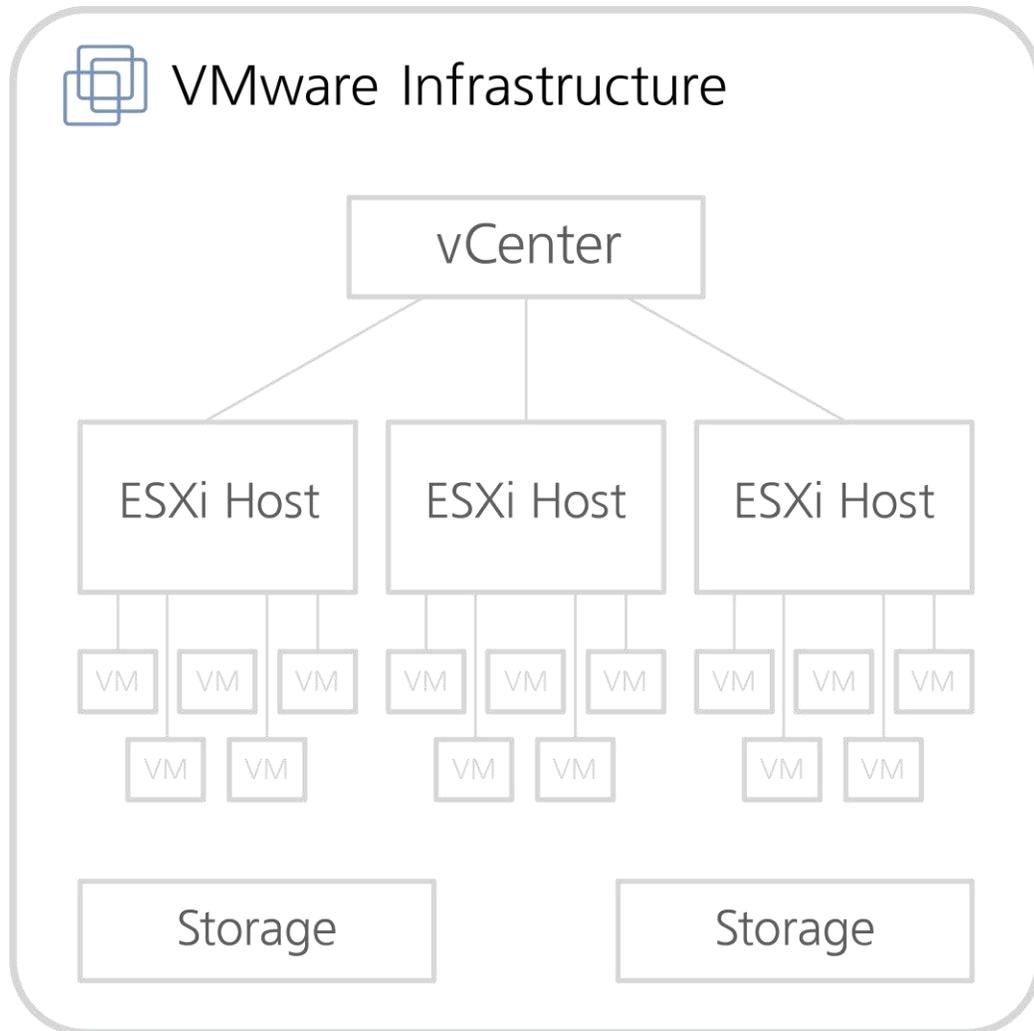


DR Site with a **copy of VMware infrastructure + VMware SRM or any DR solution**

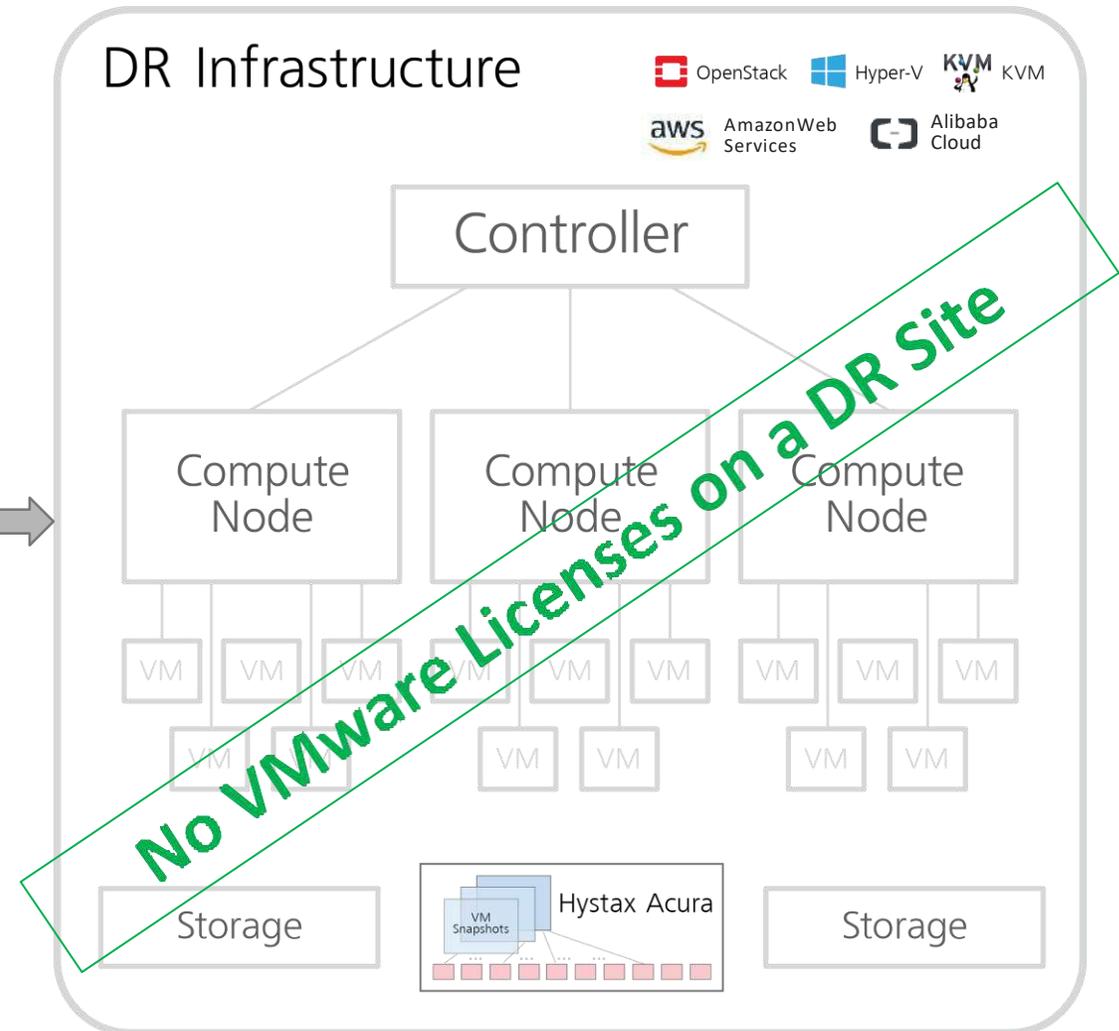


New Look at Disaster Recovery Architecture

Production Site with VMware infrastructure



Disaster Recovery Site with Hystax Acura



VMware vRealize Advanced Vs Canonical OpenStack

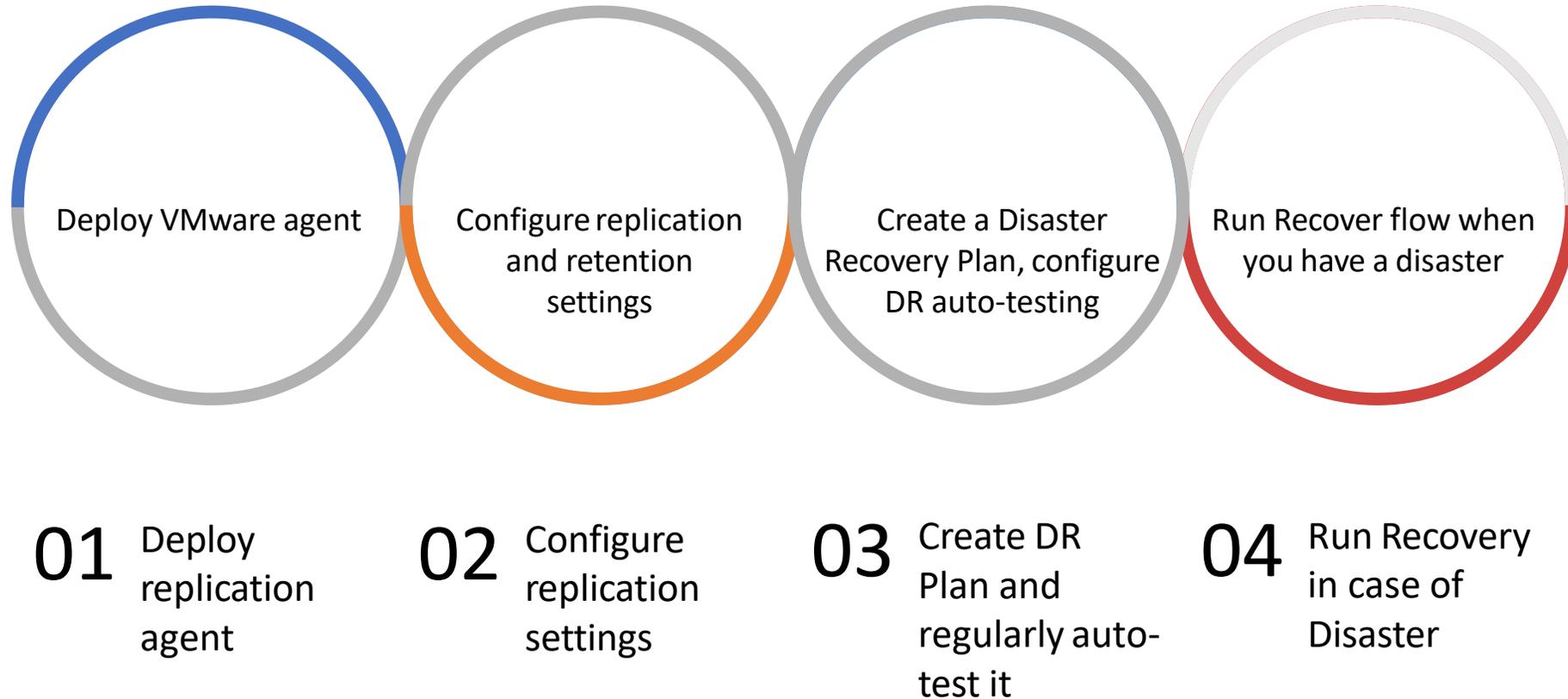
- 2500 VMs in 50 physical servers (50 VMs per server)
- 2 CPUs per server
- \$20,500 per server
- Average IT Staff Annual Salary \$120,000
- #VMs managed per FTE: 300
- FTE cost per hour: \$78

Failover Cloud Platform Cost Comparison



Professional Services	\$437,000	\$97,500 - \$172,500
Licenses	\$624,500	\$0
Support and Subscription	\$624,500	\$75,000
Additional Operations	\$523,800	\$198,750
Total	\$2,209,800	\$371,250 - \$446,250

Disaster Recovery Flow: 4 Easy Steps and Customer is All Set



Hystax Acura Licensing Model

Disaster Recovery:

- Monthly fee per VM or Bare Metal Server protected
- Monthly fee per ESXi or Hyper-V host protected

Cloud Backup:

- Monthly fee per GB of data backed up by Hystax Acura

Appendix

Disaster Recovery

- Replication of client IT infrastructure (physical and virtual machines, networks) and willingness to re-create the infrastructure for continuous functioning of client's business with minimal delay according to a previously prepared scenario.
- **Recovery Point Objective (RPO)** – time between replication periods or maximum data size, that a client is ready to sacrifice in case of disaster
- **Recovery Time Objective (RTO)** – time between reaction to the disaster and infrastructure recovery. Usually, this parameter is analyzed for the case of one-machine recovery.

Minimal RPO and RTO are critical for business



Location

Hystax located in the US, with wide expertise in replication and disaster recovery areas

Expertise

Proven track record in Migration, Data and Disaster Recovery, previous experience in Gartner Leaders of DRaaS

Solutions

Disaster Recovery and enterprise-grade live migration of business applications and NFV solutions, unique tools for instant replication

Business cases

Backup and Disaster Recovery

Backup and Disaster Recovery functionality with significant cost reduction and minimal RPO/RTO recovering to DR site or doing failover back to production. On-premise installations and DR to Cloud Service Providers datacenters

Enterprise-grade Migration

Live migration of complex business applications, ability to test migrated application before making it primary site

Disaster Recovery for NFV

Disaster Recovery for Virtual Network Functions. Self-healing scenarios of current infrastructure and instant recovery in a new location

Contacts



info@hystax.com



+1.628 251-12-80



<https://hystax.com/>



<https://www.linkedin.com/company/hystax>