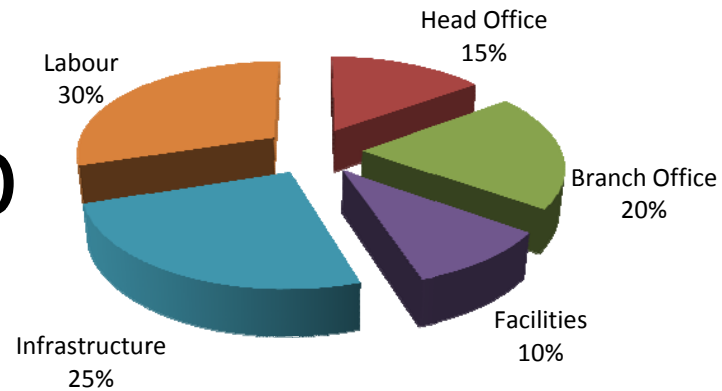


Hosted Disaster Recovery, Backup & Archival



- Analysing in-house costs vs. cost of hosted service

Understanding the true costs associated with Disaster Recovery, Backup and Archival enables organisations to make a true cost comparison between managing in-house and using a hosted service. Many organisations are finding a fully managed service can deliver cost, efficiency and technological gains.

In a changing economic climate there is increased focus on strategic cost management to ensure that organisations are receiving maximum value from their IT spend. This has meant that high cost and resource intensive areas within IT, such as disaster recovery (DR), backup and archival are likely to be more intensely scrutinised for perceived value when budgets are set or reviewed.

One of the paths being explored by CIOs is the select outsourcing of these specialised areas to a hosted DR, Backup and Archival provider. By outsourcing resource intensive areas such as DR, Backup and Archival an organisation has the potential to contain costs, improve efficiency and manage ongoing expenditure all of which deliver significant cost benefits to the organisation. This has made hosted DR, Backup and Archival a viable alternative for many organisations rather than going it alone.

In-Sourced Vs. Hosted Disaster Recovery, Backup & Archival

To identify the cost benefits that can be delivered from a hosted service, it is critical to understand the true costs associated with running these areas of IT internally. However, cost alone, will not drive an organisation to move to a hosted service, so efficiency gains and a technologically superior solution are needed to create a compelling argument for moving to hosted DR, Backup and Archival.

Once cost, efficiency and technological comparisons between in-sourcing and hosted solutions can be made it is then relatively easy to determine if a hosted DR, Backup and Archival service will work for your organisation.

There are five key areas that need to be looked at as part of this process:

- Upfront Technology and Storage Costs
- Ongoing Expenditure
- Resources & Operational Efficiencies
- Enterprise Technology & Infrastructure Benefits
- Data Centre Facilities, including Power & Cooling requirements

Global Storage’s hosted DR, Backup and Archival services have been designed to offer significant benefits in all five of these areas. Through our consulting and assessment service Global Storage helps customers identify specific cost savings and gains that can be made in comparison to running DR, Backup and Archival in-house.

Containing upfront Technology and Storage Costs

Significant upfront cost savings can be realised from a hosted service as customers do not have to purchase, own or manage the hardware, software, and recovery infrastructure required for DR, Backup and Archival. Global Storage’s hosted services do not require upfront capital expenditure to set up hardware and software, but instead are charged for as monthly payments from operational expenditure.

Additionally customers do not have to wait for long lead times or pay for excessive storage and infrastructure they may or may not need. Global Storage’s hosted DR, Backup and Archival services allow the customer to pay for capacity on-demand, as their organisation needs it. This can save time, eliminate significant wastage and free up funding for other critical projects.

Managing Ongoing Expenditure

Hosted DR, Backup and Archival services can help manage ongoing expenditure by eliminating the ongoing costs associated with hardware maintenance, software subscription and support services. Additionally ongoing costs associated with full technology refreshes and upgrades are no longer relevant with a hosted DR, Backup and Archival service.

These elements are provided by Global Storage as part of the monthly service cost for our hosted services. Our DR, Backup and Archival services also allows customers to easily and accurately budget for new projects and organic growth with a simple cost per GB and cost per Server pricing structure.

Improving Resource and Operational Efficiency Costs

In addition to significant cost savings, hosted DR, Backup and Archival can deliver improved efficiency for resourcing and operations. A hosted solution delivers resource efficiencies by freeing up internal resources and enabling organisations to improve the utilisation of existing staff. With the management and monitoring of DR, Backup and Archival being taken care of by Global Storage, resources can be better used for revenue generating activities.

Hosted services also enable organisations to streamline operations to improve operational efficiency. With guaranteed SLAs on recovery of data, our hosted DR, Backup and Archival will deliver better recovery times, reduced downtime and better business service in the event of an outage or disaster.

Leverage Enterprise Class Technology & Infrastructure

Global Storage provides customers the ability to leverage from our existing multi-million dollar investment in enterprise class technology, infrastructure and facilities when looking for a DR, Backup and Archival solution. Typically this environment will offer significant gains over trying to build a DR, Backup and Archival environment in-house and provides best practice recovery processes and methodologies.

Improve Reliability & Availability with Tier 1 Data Centre Performance

Data Centre space, power and cooling are key considerations when planning for any major project as the price and availability of high quality data centre space has become problematic. Global Storage's recovery environments eliminate the need for a customer to go out separately for their own data centre space. These purpose built facilities provide N+1 redundancy across all power and cooling systems and guarantee systems will be available when needed most.

DataReady™ - Managed Backup Service

Global Storage's hosted back up involves backing up an organisations data to an off premise data centre through a WAN or private IP connection. DataReady™ managed backup service uses data de-duplication technology to provide granular daily backup & recovery of the complete environment, for a minimum of 3 months online, with the option to extend to multi-year retention. The back up function is outsourced and fully managed by Global Storage, however customers can login in to a user web portal to access and restore lost data over the WAN or IP connection in minutes.

EnvironmentReady™ - Managed Disaster Recovery Service

Global Storage hosted disaster recovery service, EnvironmentReady™, is a high availability solution which aligns application recovery to business unit requirements. EnvironmentReady™ utilises the latest server virtualisation, Continuous Remote Replication (CRR) and de-duplication technology to enable organisations to recover locally or remotely to almost any point in time for mission critical applications, whilst providing granular online point-in-time recovery for all other applications regardless of the type of failure or data loss.

ArchiveReady™ - Managed Archival Service

Global Storage's hosted archival is a high performance email and file archival solution delivered as a fully managed service. Archive Ready™ provides full text indexing on subject line, message body, and attachments and primary email server space savings. ArchiveReady™ delivers a range of additional comprehensive functions, such as user PST file elimination, powerful web based search tools and data discovery, and a scalable archiving back-end storage solution with multi-platform support. ArchiveReady™ interfaces with your existing mail system with minimal interruption to your primary environment.

TCO Consultation

Global Storage has developed a comprehensive cost analysis assessment which works out the true costs associated with disaster recovery, backup & archival.

If you are interested in a consultation to assess your disaster recovery, backup or archival costs please contact Leanne McCormack on 0411 734 023 or at leanne.m@global-storage.com.au.