



DataReady

Backup - Discussion Points to talk through current backup environment:

1. Are you currently experiencing issues in your environment around tape backup?
i.e. -Lengthy back up windows
 -Time to recover data
 -Reliability of tape systems
2. Are you still using a lot of tape in your environment?
3. What backup product are you using?
4. Do you have a lot of distributed data?

Key benefits DataReady™

- Simple and cost effective data protection with no capex required
- Provides online, fast, reliable recovery of data
- Full backups 100 times faster than traditional backups
- Eliminates the need for tape
- Web portal for easy to use customer self recovery

EnvironmentReady

Disaster Recovery Discussion Points to talk through current server environment:

1. What level of Disaster Recovery do you currently have in place for your organisation?
2. Is Disaster Recovery something which is on your agenda to address?
3. What importance does your organisation place on having a comprehensive disaster recover strategy?
4. What is the size of your storage environment and the number of servers?
5. Have you gone down the SAN or virtualisation path?

Key benefits of EnviromentReady™

- Simple & Cost effective disaster recovery with no capex required
- Guaranteed SLA's on different prioritised server groups
- True replication of the complete environment
- Simple biannual testing for DR environment
- Enterprise Class reliability, recovery and functionality