

# Disaster Recovery

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## Why Ekco Disaster Recovery?



## Managed, Monitored, Always Available

In today's always-on world, any unexpected or unplanned downtime can result in irreparable damage in the form of financial risk, a decrease in productivity, customer loss and reputational damage.

While the effects of unscheduled downtime vary from business to business, the average cost is approximately €5,000 per minute. As businesses become more aware of the implications of downtime, IT Professionals are under pressure to implement DR strategies to address current challenges.

Ekco's Disaster Recovery solution reduces the complexity and time spent managing your data, enabling you to recover quicker, lower costs and remain compliant.

Our dedicated team of experts will install, manage, monitor and proactively support your solution from start to finish, adding that extra layer of protection for your data. Our appliances and packages range in storage capacity and compute power to facilitate anything from local failover to cloud failover and instant recovery options.



We start by asking 'why?' rather than 'how?' to deliver a tailor-made solution that can be rolled out at the speed your business moves.

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## Your challenges

Reduce complexity and give clients peace of mind.





### Cost

Legacy and in-house DR solutions can be costly to build, manage and maintain. Obvious costs include hardware, licensing, tape collection/storage and the expense of running multiple backup & DR solutions. Hidden costs are often overlooked, such as manpower costs and risk.



### Expertise & Complexity

DR can be complicated and requires keeping up to date with the latest technologies. This in-depth expertise can be difficult to achieve internally. Many Internal IT teams may be managing several different Backup and DR technologies. The challenge is to reduce complexity and give clients peace of mind.



### Meeting RTO & RPO Targets

Recovery point objective (RPO) is the minimum amount of data that is acceptable to lose in a disaster. Recovery time objective (RTO) is the amount of time to recover in the event of a disaster. Traditional Backup & DR methods can be slow and often require long wait times or rebuild times. Times often unacceptable to owners or managers.



### Scale

Companies often neglect to factor in growth and scalability when choosing a DR solution. If flexibility, growth and scale aren't considered at the start, it's difficult to deliver something truly agile. If your DR solution is not flexible, you could end up spending more money in the long run.



### DR Planning

In many businesses, there is often a lack of DR planning, or complete nonexistence of it. Most of the time organisations might consider a data backup as DR. The business needs to establish how quickly it needs to be operating following an outage, a clear plan with RTO and RPO targets must be established.





# The Ekco advantage

## Fully Managed & Monitored

Have the peace of mind that your backup and DR systems are proactively managed & monitored by the Ekco experts.

## Compliance

Ensure that your backup and DR policy and systems are secure and comply with stringent regulations, such as GDPR, with our team's expertise and by using the latest DR technologies.

## Reduce Complexity

Consolidating backup & DR reduces complexity and simplifies your data protection strategy with features such as automation, reporting, testing, compliance and security.

## Cost Efficient

By identifying potential threats from the outset, DR eliminates high costs in the long run, as well as minimising the cost of archive maintenance.

## Scalable

Compared to an onsite or offsite data centre, the Ekco Cloud-based solution offers more scalability without the need for maintenance.

## Reduce Business Risk

With data security at the forefront of everyone's mind, Ekco's approach ensures internal threats like accidental deletion & external threats like viruses and ransomware are eliminated.

## 24/7 Support

Our dedicated support team are available around the clock.

## Eliminate Downtime

With guaranteed RPOs & RTOs, you can ensure your business remains online and available, no matter what.

**Ekco's approach ensures internal threats like accidental deletion & external threats like viruses and ransomware are eliminated.**

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## How it works

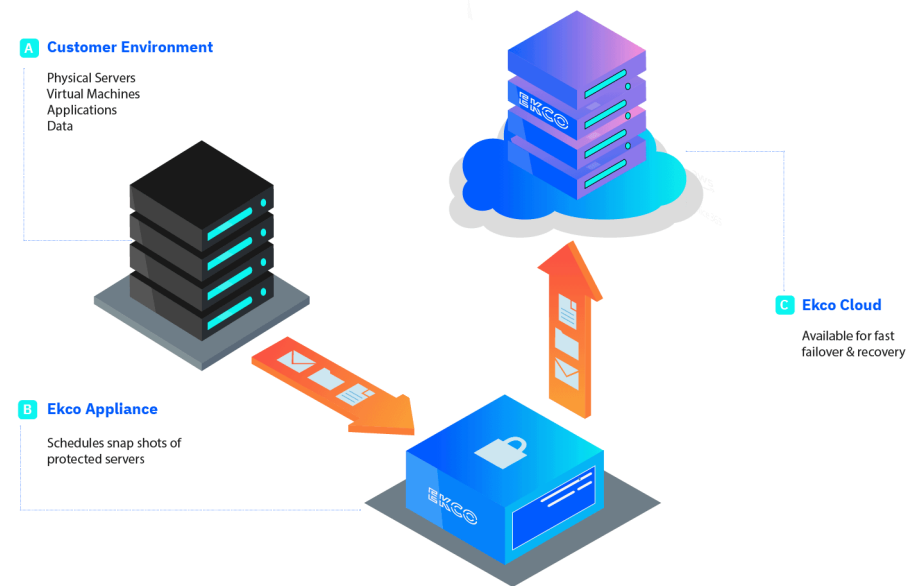
We take care of resilience, so you can focus on what's next.



# How it works

Ekco DRaaS protects data on physical servers, virtual servers and applications. Designed with the customer's recovery expectations in mind, Ekco's DR appliance is customised for each business and configured based on your backup, retention & disaster recovery requirements. Physical and virtual servers are replicated up to every 5 minutes. We also offer 'boot time' recovery speeds locally and in the cloud.

The Ekco DR appliance collects server snapshots on your desired schedule. Snapshots are stored locally and then sent to the Ekco cloud. The appliance leverages global deduplication, encryption, compression, long term retention and WAN-optimised replication, making the backup process fast and secure.



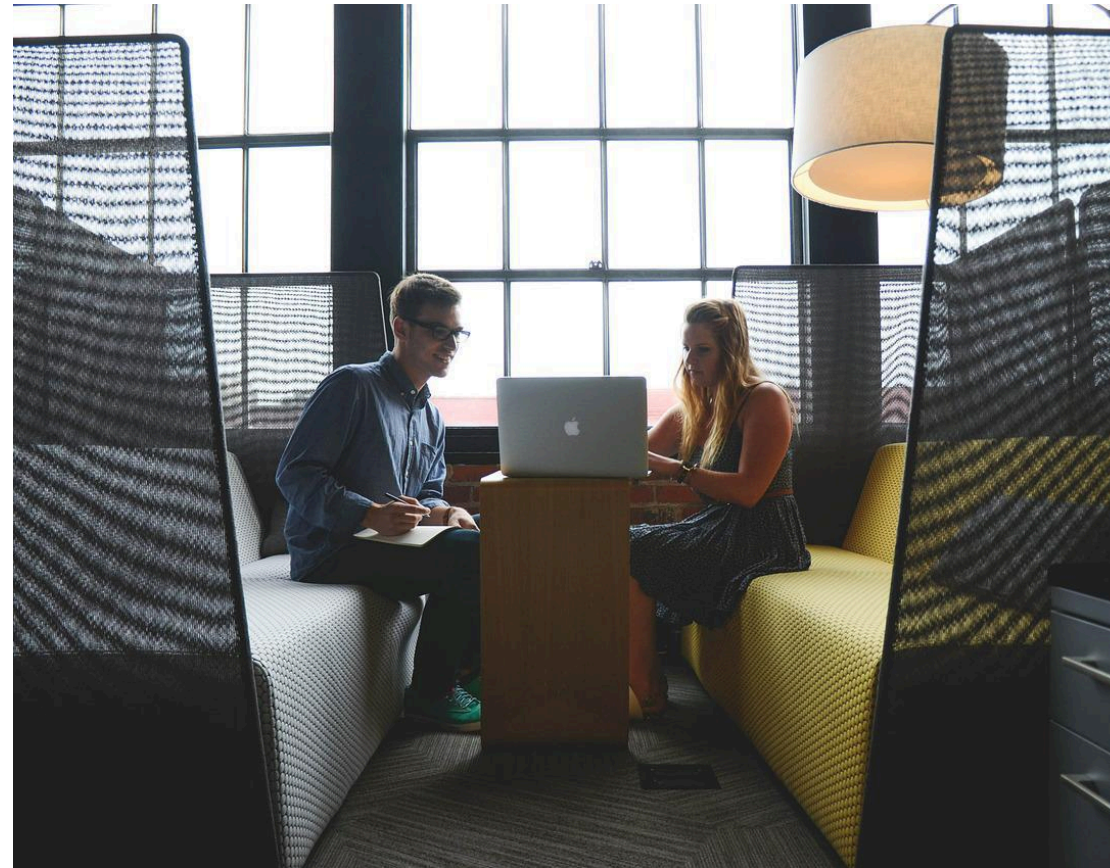


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*To reduce costs, all data stored in the cloud is compressed and de-duplicated. The Ekco Cloud has infinite scalability to meet your requirements.*

Ekco DRaaS provides intelligent cloud-based storage in local datacentres – keeping three copies of your backup; two on the Ekco DR appliance and one copy offsite, as insurance in the event of unplanned downtime.

Ekco's expert team of engineers and architects work with you to design, manage, and support the entire process from start to finish. In the event of downtime, servers can be quickly recovered in the cloud, at a cost significantly lower than building a second replication environment.



## Sizing your Appliance

The question to what size appliance you need depends on a variety of variables:

- The number of servers you need to protect,
- How much RAM, CPU and storage they consume,
- The amount of storage you need for local retention.

Except for the smallest appliances, that only have cloud failover; all come with both local and cloud failover. Our Ekco DR experts help you size the appliance for current and future use based on your requirements.

## Select your Cloud Storage

Select the cloud storage amount you need and easily add more cloud storage later on to facilitate growth. To reduce costs, all data stored in the cloud is compressed and de-duplicated. The Ekco Cloud has infinite scalability to meet your requirements.

## Select your RPO & RTO Targets

Recovery Point Objective (RPO) is a measure of how frequently you want Ekco to do backups. In practice, the RPO indicates the amount of lost data (updated or created) or data that needs to be re-entered after an outage.

Recovery Time Objective (RTO) is the amount of downtime your business can tolerate. The RTO answers the question, “How fast do you want Ekco to recover your systems after we are notified of a business disruption?”

## Leave the rest to Ekco

Ekco’s team of experts will take care of the rest. They will configure and onboard the service so that it works for your requirements. Once onboarding is completed a handover documentation is delivered and a schedule for regular testing will be set up. The Ekco team will then begin their day-to-day Management & Monitoring.

**Installation** - The device arrives to site pre-configured and ready to go. It is the partner’s responsibility to rack the hardware and give Ekco’s technical team access for the initial setup.

**Snapshots** of protected systems, applications and files.

**Cloud Retention** - All recovery points for 5 days (15 minutes, hourly etc), 1 recovery point per day for 4 days, 1 recovery point per day for 4 weeks and 1 recovery point per month for 12 months.

Extended Retention Options Available.

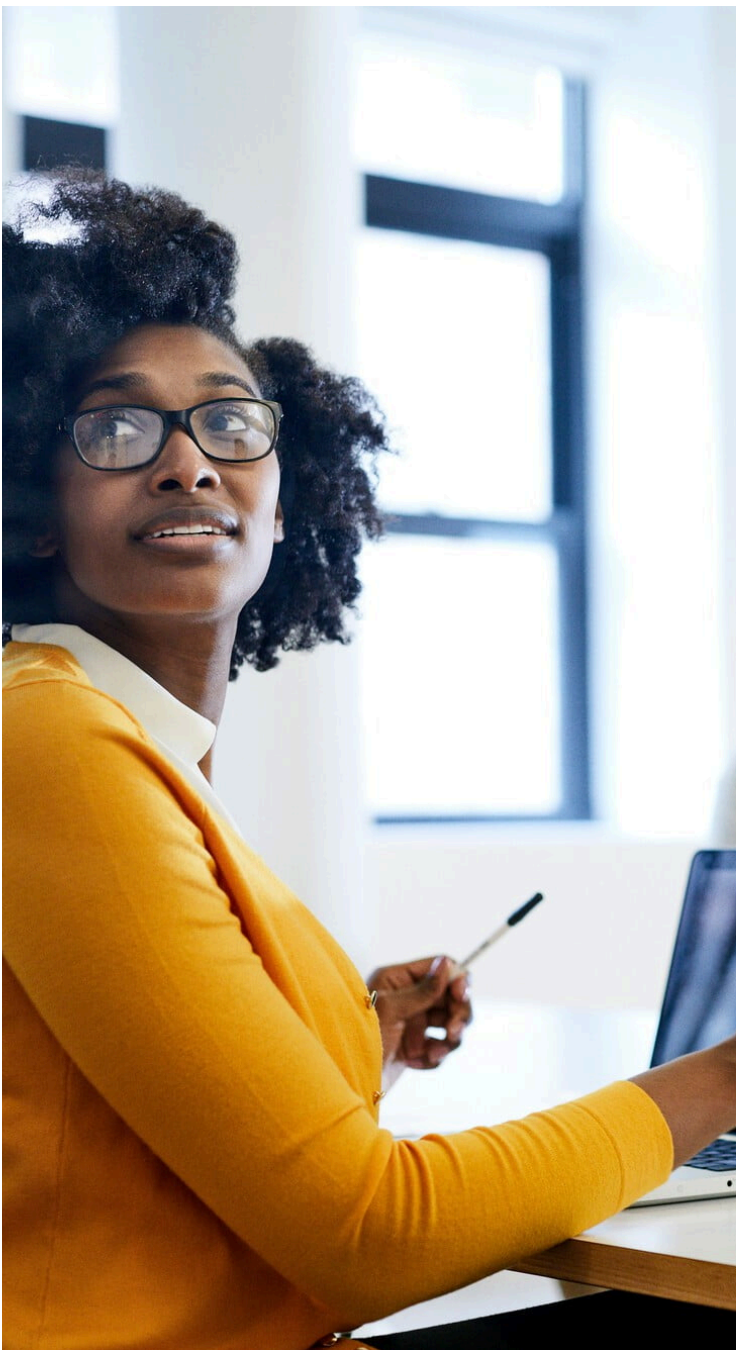
**Local Retention** - As above, but flexible at no additional cost.

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## Features

Restoring critical functional activities and processes, when needed





# Managed disaster recovery features

## Virtual Standby

Reduces downtime by continually sending updates to a secondary virtual machine, that is activated when an issue with the primary machine occurs.

## Verified Recovery

Perform automated recovery testing and verification of backups, to ensure that the file systems, as well as Microsoft Exchange and SQL Server instances can be recovered.

## Virtual Snapshots

Achieve easy, scalable protection for your growing virtual environment by protecting VMware and Hyper-V VMs, without disrupting applications and users. Enjoy agentless protection for Microsoft Exchange and SQL running in a VM.

## Application Snapshots

Use incremental forever snapshots to capture an entire application and its relevant state, up to every five minutes, for complete application and system recovery with near zero RTOs and aggressive RPOs. Benefit from application-consistent protection for Microsoft Exchange, SQL and Oracle 12c.



## Global Deduplication

Reduce storage cost by highly effective compression of all offsite data.

## Flexible Retention Periods

Retention periods that suit your business needs, both locally and in the cloud.

## Timely testing

Anytime testing for onsite DR environments and annual testing for cloud environments.

## Universal Recovery

Restore data at any level, from a single file to a physical or virtual machine.

## File Search-and-Restore Wizard

Search the recovery points of a protected machine, and find and restore individual files directly from the search results.

## Replication

Easy, configurable replication of your backups to one or more target Appliances anywhere — on premises, remote or in public or private clouds.



# It all starts with a conversation...

Get in touch with our team today to get the ball rolling.

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