

# Managed Protection Services

Tired of the same old disk-and-tape backup and recovery solutions? Looking for something more modern, more efficient and cost-effective? You're in good company.

When it comes to data protection, one size simply does not fit all. Industrywide, CIOs are looking for alternatives to traditional backup and recovery options that can scale with them as their needs grow and change.

That's why Logicalis offers a suite of managed protection services designed to give you a continuum of cloud-based "as-a-service" options for your storage, backup and disaster recovery needs.

Relying on the efficiency and cost-effective nature of cloud computing, Logicalis has designed three levels of service, including a basic Cloud Storage for Backup offering, a mid-level Backup-as-a-Service solution, and a "white glove" Disaster Recovery-as-a-Service option. This continuum of services gives you a customizable data protection portfolio that can change and grow in step with your company's data protection needs.

## **Cloud Storage for Backup**

This is Logicalis' most basic protection services offering. If you already have a backup solution in place, but you want to move away from tape for storage and archival purposes, this is the solution for you. With Cloud Storage for Backup, rather than storing your data on tape, it is automatically sent to a cloud target – an enterprise-grade cloud owned and managed by Logicalis.

Cloud Storage for Backup delivers industry-leading data protection combined with fast recovery and superior business continuity without changing your existing backup procedure.

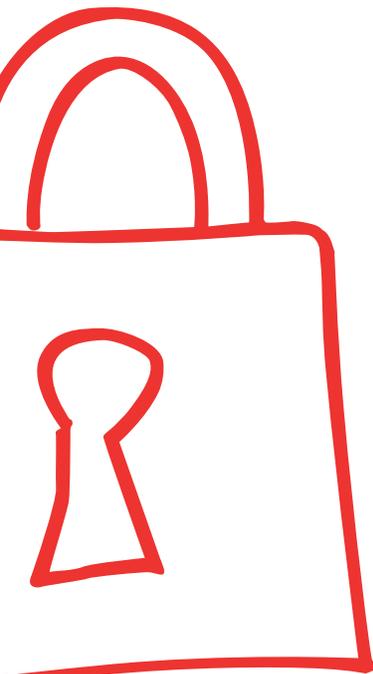
Simply point the backup appliance Logicalis installs in your data center toward the target backup application, and Logicalis' Cloud Storage for Backup will manage the deduplication, encryption and transmission of data to the Logicalis cloud. Because it resides in the cloud, data can be quickly and safely restored without requiring any physical transportation of that data, something which reduces risk of loss and increases your peace of mind.

With Logicalis' Cloud Storage for Backup, you get advanced data protection, a fast deployment – usually within just a few hours, superior throughput, end-to-end security, and anytime-anywhere access to your data, as well as a cost-effective alternative to tape with a monthly fee of only pennies per gigabyte of storage.

## **Backup as a Service (BUaaS)**

Need a solution tailored to your virtualized systems? No problem. Logicalis' Backup-as-a-Service offering is a mid-level solution created specifically to provide a new, cost-effective way to back up your virtualized systems.

Designed to support VMware and Hyper-V virtualized storage environments, Logicalis' BUaaS integrates industry-leading compression, deduplication, encryption and WAN acceleration with highly scalable, reliable, fast and affordable cloud storage to deliver the performance you are accustomed to and the capacity and flexibility your needs demand.



# With BUaaS, you'll have the ability to back up and restore as much – or as little – data as necessary to an enterprise-grade cloud owned and managed by Logicalis.

To implement the service, Logicalis will design, install and manage an on-premise Veeam backup solution as well as provide the cloud target for your off-site storage. A seamless connection between your data location and Logicalis' cloud helps you to safely and securely retrieve any amount of data at any time from anywhere via the Web.

By taking advantage of the Logicalis cloud as an off-site backup location, your data investment changes from a capital expense to an operational expense with affordable monthly fees. This is a solution that is custom-designed to help you back up your virtual servers, quickly restore critical data, and lower costs by up to 30 percent over disk- and tape-based solutions.

With zero configuration needed and an easy deployment, you can begin moving data to Logicalis' cloud storage immediately.

## **Disaster Recovery as a Service (DRaaS)**

DRaaS is a cloud-based disaster recovery solution offered as a service – Logicalis' premier, "white glove" managed protection service offering.

While not right for every business, DRaaS is a perfect match for organizations that have traditionally equated disaster recovery with costly, redundant servers and uncomfortable cap-ex costs.

Because it's a cloud-based offering, Logicalis' DRaaS gives you a robust, rapidly deployable solution with the flexibility and scalability of a shared resource model that can be either expanded or reduced as your business needs change. And it combines that flexibility with industry-standard processes and procedures as well as the added benefit of round-the-clock, 24x7x365 professional managed services.

With DRaaS, your most business-critical data will be replicated to Logicalis' own enterprise-grade cloud – failing over your systems in the event of an emergency regardless of whether those systems are physical x86 servers, virtual servers, or IBM i Power servers.

With Disaster Recovery as a Service, Logicalis offers customizable recovery point objectives (RPO) as well as pre-defined recovery time objectives (RTO) backed by stringent service levels that will get you up and running quickly following any disaster.

IT departments are already being stretched thin to keep up with the demands for heightened security, availability and compatibility businesses require today. If that describes your IT department, DRaaS may be right for you. By moving your disaster recovery to a shared resource model available in the cloud and managed 24x7 as a service, you can turn your attention to the future, resting assured that your existing information is safe and secure. DR as a Service gives you an outsourced enterprise data center for recovery, as well as the needed skills, resources and system availability to make it a success – all at a fixed monthly cost.

## **The cost of downtime per hour across US Industries:**

Brokerage Service	\$6.48 million
Energy	\$2.8 million
Telecom	\$2 million
Manufacturing	\$1.6 million
Retail	\$1.1 million
Healthcare	\$636,000
Media	\$90,000

*Source: Network Computing, the Meta Group and Contingency Planning Research*

With DRaaS, Logicalis takes care of all of the disaster recovery planning work, technology refreshes and man-hours needed to ensure your DR plan works. You pay a fixed monthly op-ex cost that can remain constant for up to 10 years – even with two or three refreshes thrown into the mix.

# If you build your own solution in house, your IT staff must develop a level of expertise in disaster recovery that can literally mean the difference between success and failure for your organization if a significant data loss occurs.

But with Disaster Recovery as a Service, the responsibility is largely shifted to Logicalis as the service provider. With clearly defined SLAs, DRaaS gives you a measure of comfort that was previously unimaginable. And if the unthinkable occurs, DRaaS can quite literally save your job.

## Key Benefits of Managed Protection Services

- **Modern Data Protection** – Quickly and safely store your data in the cloud.
- **Alternative to Tape** – Eliminate the need to store data on physical tapes, reducing risk and increasing anytime-anywhere access to data when restores are needed.
- **Reduce Costs** – Cloud-based services remove the expenses associated with tape equipment and traditional off-site storage allowing you to move from a cap-ex model to an op-ex cost structure for implementing and managing enterprise-class data protection strategies.
- **Keep Existing Infrastructure** – No need to rip-and-replace anything; a cloud-based managed protection strategy works with what you have in place.
- **Flexibility** – As-a-Service offerings can scale up or down as your business needs change.
- **End-to-End Security & Encryption** – Secures and encrypts in-transit data using SSL v3 and at-rest data using an AES 256-bit algorithm; encryption keys are kept safely within the data center allowing data to be restored to any location.
- **Best Practices** – Security frameworks are based on best practices with policies that address numerous industry and regulatory requirements, including HIPAA, PCI-DSS, FISM and ITAR.
- **Fast Deployment** – Logicalis' as-a-service solutions can be deployed within hours without significant changes to your existing hardware or software.
- **Superior Throughput** – Logicalis' managed protection services employ industry-leading WAN optimization to speed replication and gateways that optimize data and transmit in multiple, parallel streams to maximize the available bandwidth for outstanding throughput.
- **Maximize Knowledge** – With managed protection services from Logicalis, you can rely on our extensive track record as a managed services expert, leaving your IT staff free to focus on other business-building tasks.
- **Job Security** – Shifting the responsibility for your backup and restore operations to Logicalis gives you both peace of mind and job security in the event of a disaster.



### What Worries You Most?

- Surviving a significant outage/downtime
- Restoring critical business systems in the event of an emergency
- The cap-ex cost of paying for redundant systems vs. a more affordable op-ex monthly fee
- Off-site data retention costs (i.e., tape rotations, tape storage, etc.)
- Simplifying compliance with industry and regulatory requirements around data security
- Providing restoration services for an internal client base
- DR testing and capacity management (i.e., number of servers needed to perform needed restores)
- Developing the internal expertise needed to fully assume responsibility for your organization's data protection strategies



The Logicalis promise of a partnership built on trust and reliability comes with the opportunity to utilize our common service platform that delivers consistency of services internationally.

### The Logicalis promise

What makes Logicalis different from other managed cloud service providers? Logicalis promises a partnership built on trust and reliability that comes with the opportunity to utilize our common service platform that delivers consistency of services internationally.

As your IT organization transforms from a technology-defined enterprise into a services-defined enterprise, you may find yourself evaluating partnerships with a number of cloud and managed service providers. It is imperative to be aware that not all of these services are created equal. And neither are all providers.

Logicalis offers its customers enterprise-grade managed cloud offerings from geographically separate data centers with automatic failover capabilities, making reserve capacity available on an as-needed, where-needed basis. We deliver always-available solutions for your always-on business. With Logicalis, you can rest easy knowing our services are backed by years of experience serving a myriad of customers just like you.

### What can we do for your organization?

Contact Logicalis to learn how we can help.

Visit

[www.us.logicalis.com](http://www.us.logicalis.com)

Call

866.456.4422



Others sell.  
We solve.



Others talk.  
We listen.



Others replicate.  
We tailor.