Qualifying Customer Conditions
B&R/Disaster Recovery

These common situations are suitable for Cloud B/R & Disaster Recovery services. Consider your customers' IT environments or use these to qualify leads and prospects.

Does your customer currently have?

- A computing environment that includes Linux / Windows / NetWare- with data volumes on MS Exchange, SQL, Oracle, GroupWise and/or Lotus Notes.

- A medium to large size organization - or perhaps a division of a large corporation with typically X to Y users.

- A diverse computing environment, especially with multiple ROBOs (remote and branch offices) including home offices with an acceptable internet connection.

- A tape based solution that is relatively complex to manage with frequent issues/problems.

- A need for rapid restore and recovery of data - if necessary, down to file level.

- A need to reduce backup window (amount of time corporate data is involved in backup).

- Limited IT resources to manage backup.