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AT-NET Services

Application Development Collaboration Data Center Virtualization Infrastructure & Security Managed Services Network Infrastructure Unified Facilities

Corporate Overview



AT-NET Services offers comprehensive engineering services for the life cycle of your system; design, build, secure and manage

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***This is no time for
smoke and mirrors!***

Disaster: The Path to Recovery!

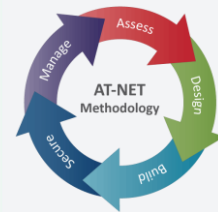
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Methodology

Our Solutions are designed to protect every aspect of your IT infrastructure. Our cyclical approach allows us to assist at any point in your company's security process.



AT-NET Methodology

- Assess - Discover Strengths & Vulnerabilities
- Design - Create & Plan Strategies
- Build - Construct Intuitive Solutions
- Secure - Protect Valuable Assets
- Manage - Complete Systems Support

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Identify and Quantify Exposure/Risk



- Think about - "Business Continuity" Planning



Have you ever lost a server or critical system data?



The Importance of Business Continuity



True or False?

A Backup Plan = A Disaster Recovery Plan

FALSE!

Business Continuity Planning 101

1. Analysis
 - a) Business Impact Analysis (BIA)
 - b) Threat and Risk Analysis (TRA)
 - c) Impact scenarios
 - d) Recovery requirement
2. Solution design
3. Implementation
4. Testing and organizational acceptance
 - a) Tabletop exercises
 - b) Medium exercises
 - c) Complex exercises
5. Maintenance
 - a) Information/targets
 - b) Technical
 - c) Testing and verification of recovery procedures



The Importance of Business Continuity



True or False?

Most organizations have a formal Disaster Recovery Plan

FALSE!

Typical DR Plan



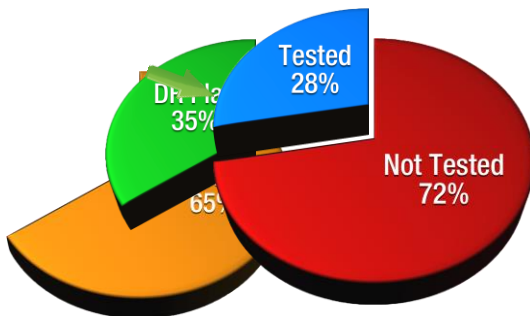
**POP
QUIZ**

True or False?

A Disaster Recovery Plan ensures recover-ability

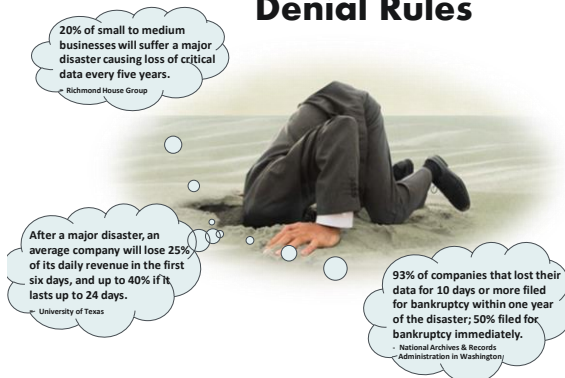
FALSE!

Disaster Recovery Planning





Denial Rules



Critical Data Services



Top Business Continuity and DR concerns for IT Pros

Increased Dependency on Access



DR isn't Sexy

#10 should be #1 on this list!

By ensuring business continuity, you are protecting your ability to do everything else.

1. Increasing Enterprise Growth
2. Attracting and retaining new customers
3. Reducing Costs
4. Creating new products and services (innovation)
5. Improving business processes
6. Implementing and updating business applications
7. Improving technical infrastructure
8. Improving enterprise efficiency
9. Improve operations
10. **Improving business continuity.**

*Gartner Group

Surveys Show...



35% said it adversely impacted *customer loyalty*

☐ Satisfied
☒ Unsatisfied

*Gartner Group

50% said IT outages damage their **reputation**,
with 18% stating they are “very damaging”.

44% believe IT outages damage **staff morale**



Arrrrrr....guh!

*Gartner Group



Disasters Happen...

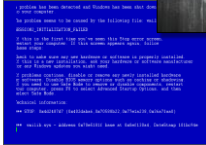


What is a
DISASTER?

Common Disasters

Most common disasters can be overcome with a local backup and DR plan

- Equipment Failure
- Operator Error
- Service Pack updates
- Viruses



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Uncommon Disasters

Require both offsite backup and DR plan

- Theft
- Fire
- Flood
- Earthquake
- Tornado
- Terrorist Attack



Examples: Katrina, Southern California Wildfires, Earthquakes



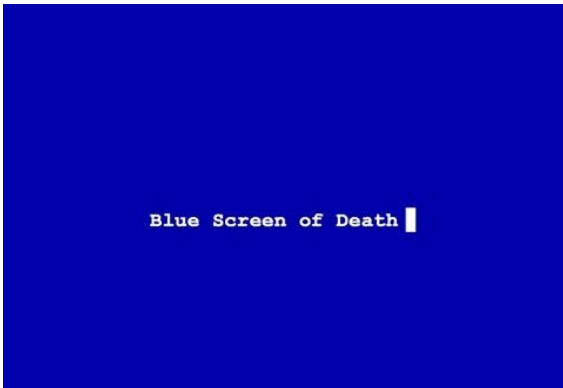




*Natural
Disasters* **5%**

*Godzilla
& Aliens* **0%**







Deniability



The Evolution of DR

In the beginning, Man created Tape, and it was good.



- ✓ Backup files and system state
- ✓ Easy to carry off-site
- ✓ Relatively affordable

The Evolution of DR

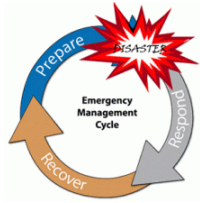
Then along came **High Availability (HA)** with:

- Mirrored systems
- Clustered systems
- Geographically mirrored data centers
 - Redundant communications
 - Redundant power
 - Fire detection and suppression
 - Biometric security access



The Evolution of DR

Most small & mid-side organizations must rely on a Backup and Recovery model.



Traditional Tape Recovery:

1. Acquire New Hardware
2. Locate Last Good Backup
3. Access Backup Media
 - a) Hardware
 - b) Firmware
 - c) Software
 - d) Updates
 - e) License
4. Reload OS
5. Activate OS
6. Update/Patch OS
7. Restore System State
8. Restore Data
9. Test (and Pray)
10. Restore User Access

Live Demo

Protecting Business Continuity
through

Disaster Recovery in
Today's World

File/Folder vs. Image Based

It's a New World!



STORAGECRAFT.

How long does it take to Rebuild a PC or a Server & what is involved?



We know you have all your software license codes, CED8-3571-B676-4961 documented and neatly organized and ready for the engineer to re-install.

1st, Reload Windows



2nd, Reload all of your programs and there updates



What Quickbooks update were you on?

Office

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STORAGECRAFT.

How long does it take to Rebuild a PC or a Server & what is involved

3rd, Did your data get backed up correctly? If Yes, how recent? How much data are you going to have to re-key. Where do you start?



Question: How much labor dollars are you willing to spend to redo what you have already done?

Question: Do you have paperwork to backup what you keyed in and where is it?

Question: Are you going to have an upset customer when you can not answer there questions about there order or what they owe you!

4th How much are you willing to spend on an engineer to restore your environment?



Rebuilding your Server

\$125.00 an hour, lets estimate 2 days at best. $\$125.00 \times 16 \text{ Hours} = \$2,000.00$

Employees Lost Labor

Recruiting Expenses, Basic Salary, Employment Taxes, Benefits, Space & Other Equipment. Lets use \$20.00 per hour $\times 16 \text{ hours} = \$320.00 \times 10 \text{ Employees} = \$3,200.00$ for 2 days.

Misc. Issues

Upset customers, lost orders, double billing, disorganized office and work flow.

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STORAGECRAFT.

The Evolution of DR

| | File-Based | Image |
|-------------------|------------|-------|
| Easy to use | ✓ | ✓ |
| Protects data | ✓ | ✓ |
| Protects services | ✗ | ✓ |
| Efficient | ✗ | ✓ |
| Focus on recovery | ✗ | ✓ |

The Evolution of DR

The Backup/Restore Model has Evolved:

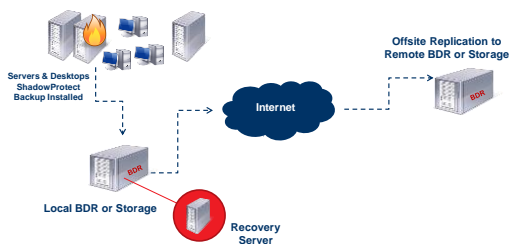
- Moved from tape backup to disk-to-disk backup
- Moved from File/Folder backup to Image-based backup
- Moved from Hardware redundancy to virtualization
- Moved tape swapping to off-site replication



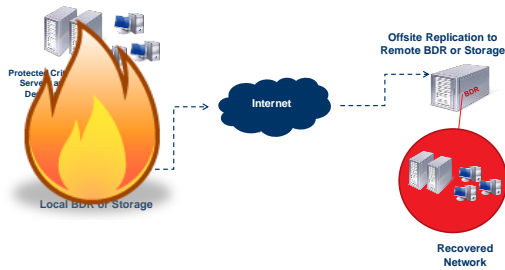
Building a "Recover-Ability" Solution



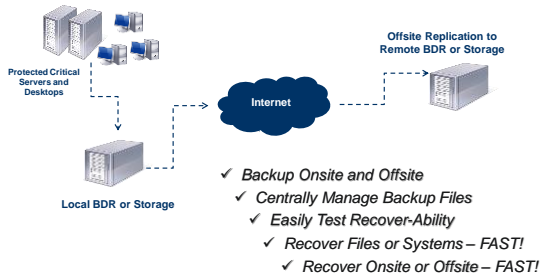
Quick Recovery Solutions




Quick Recovery Solutions



Quick Recovery Solutions






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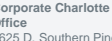
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-  Application Development
-  Collaboration
-  Data Center Infrastructure
-  Infrastructure & Security
-  Managed Service
-  Network Infrastructure
-  Service Facilities

Locations:

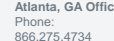
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 Business Development
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  Data Center Virtualization
  Information & Security
  Managed Services
  Network Infrastructure
  Critical Facilities

Questions & Answers



Thank you for your time today.

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Zeeb
IT-Net Services

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Free Business Continuity Review
*Appointments made at booth or within 10 business days of this event