

# ELLEGENT SYSTEMS, Inc.

## Backup and Disaster Recovery (BDR)



A LOGICAL Alternative  
to costly Hosted BDR



# Agenda:

(yes, we have an agenda)

- Introduction to the Cloud
- Things You Should Know
- Competitors
- Ellegent's BDR Solutions
- Value & Pricing
- Starting the Conversation
- Questions



# Data is Everywhere!!

## The hard truths of business:

- Every company in business **creates** Data
  - Every company in business **moves** Data
  - Every company in business **stores** Data
  - Every company in business **needs access** to their Data
- 
- NOT every company **protects** Data
  - NOT every company **backs up** Data
  - NOT every company has a **plan to restore** their Data



# Leading Causes of Data Loss

## Hardware or System Malfunction

Including:

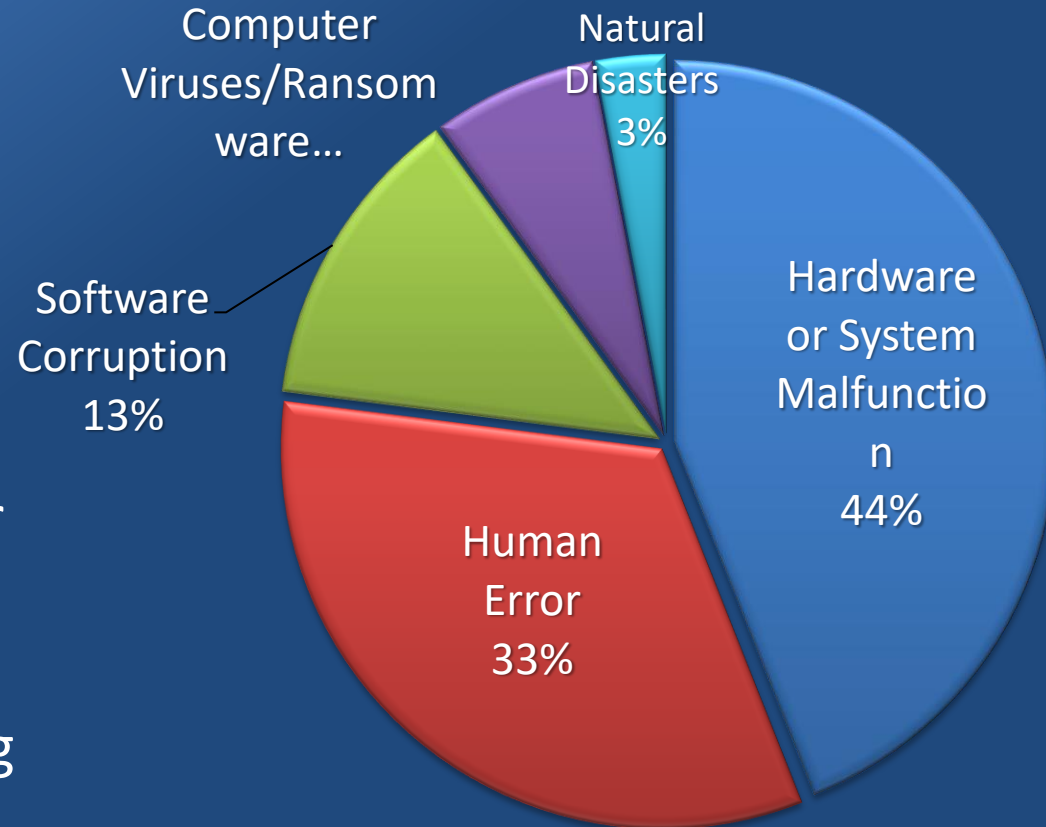
- Electrical Failure
- Controller Failure

Human Error Including:

- Accidental Deletion
- Trauma to the Server  
(drop or fall)

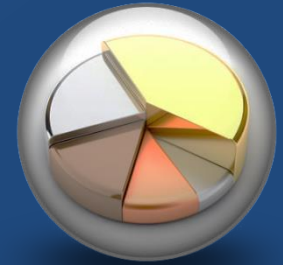
Software Corruption Including

- Failed Backups
- Viruses



## Things You Should Know

- 93% of companies that lose their data for 10 days or more filed for bankruptcy within one year of the disaster, and 50% filed for bankruptcy **immediately**. *(Source: National Archives & Records Administration in Washington.)*
- 31% of small business owners think that their existing backup method **is a hassle** that takes time away from running their business. *(Source: Carbonite, an online backup service)*
- In the 1993 World Trade Center bombing, 150 businesses out of the 350 affected failed to survive the event. Conversely, the firms affected by the Sept 11 attacks with well-developed and tested business continuity plans were back in business within days. *(Howe School of Technology Management 2004.)*



**Save Your Data... Save Your Business!**

# The ELLEGENT ENGINEERED Solution

Synology



# Hosted Competitors

datto

AxCIENT



*And there are many more!*



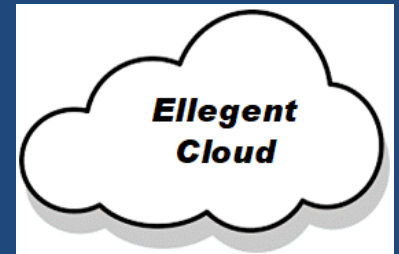
# The Traditional Backup Other Disaster Recovery Competitors



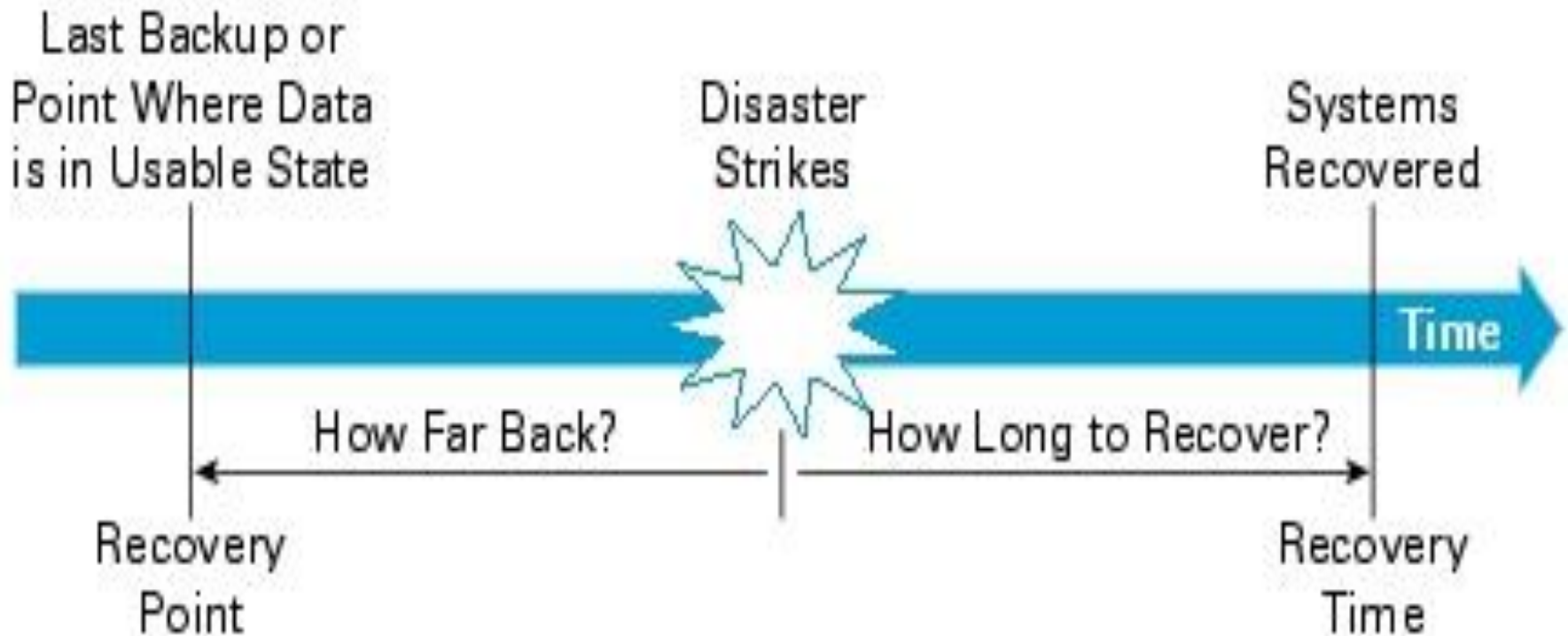
# ELLEAGENT'S BDR SOLUTIONS



- BDR = Backup AND Disaster Recovery
- Synology NAS at your office.
  - One-time expense
- Another NAS Drive at your house or Ellegent's office
  - For the Disaster part of BDR
  - Backup of the one at your office
- Backup Servers, Workstations and Network Devices and recover them quickly.
- Backup Microsoft 365 or Google Docs.

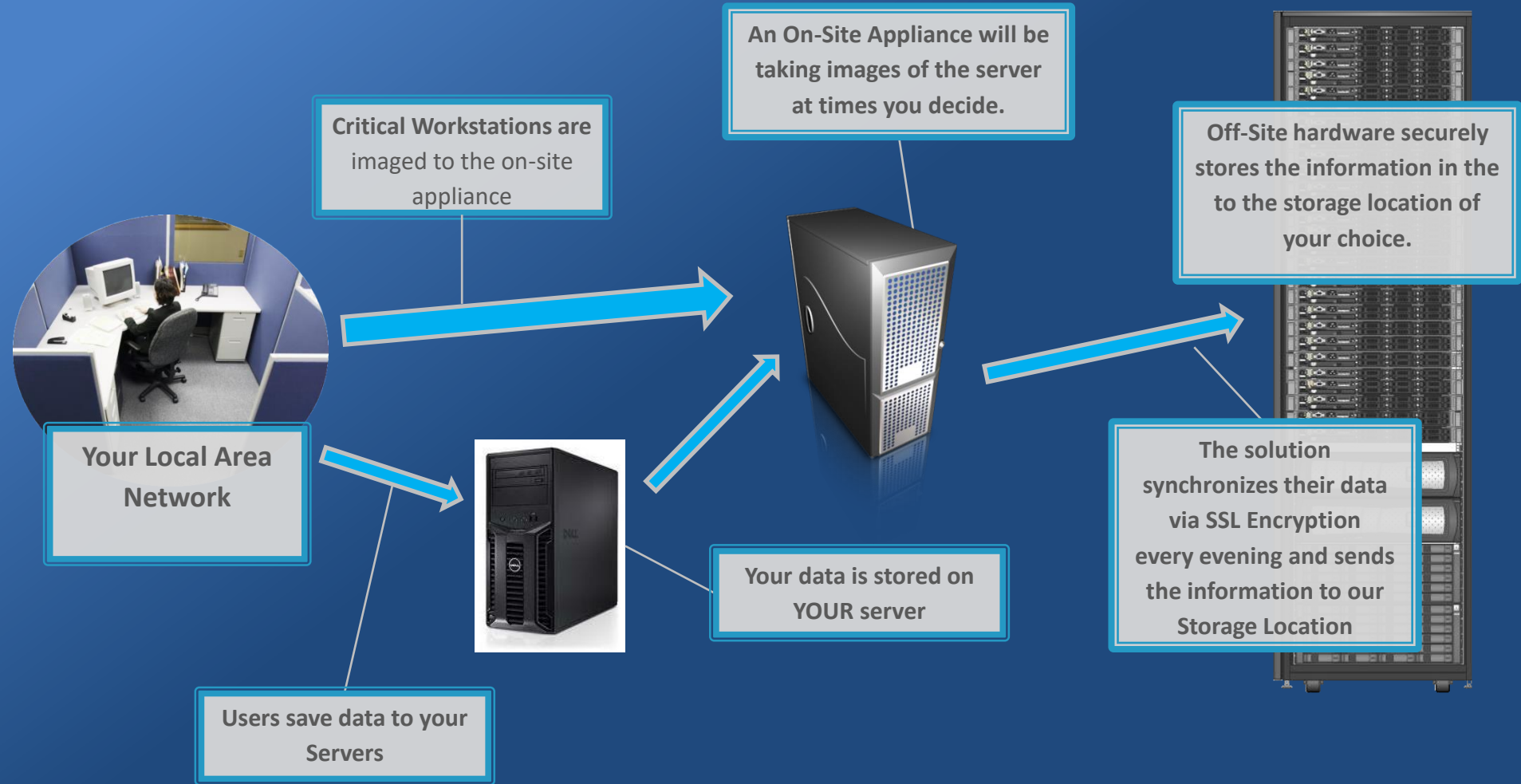


## RPO and RTO





# How It Works



# How it Works (Cont.)

Failure or Disaster, You're Covered



Windows Server 2019

Hyper-V™



- Fire
- Earthquake
- Employee Error
- Viruses
- Malicious Intent

## Why own a BDR Solution?

House your Off-Site equipment at your home, another business, or rent space in a Local State-of-the-art Datacenter

- Your BDR System can be Fully Managed by Ellegent.
- All data is encrypted, in transit and at rest.

- Best of Breed Components
- You Know the environment
- You Control the Costs
- You have an asset

- ❖ It's an Industry Standard Solution!
- ❖ Ellegent, or any qualified Tech can help you maintain it.

A Cloud backup solutions sounds good?  
You're paying for their facilities



..and their boat payment

## When Stacked Against the Competition...

- You own and control the solution.
- Sends status and alerts automatically.
- Inexpensive to maintain.
- Updates are easy, some automatic.
- Quality that equals and usually exceeds the hosted competition.
- YOU decide the features YOUR business needs.
- Adds Value to your business, not an expense.

# What You Have



**Peace of Mind**



**A Recovery Plan**



**Lower  
Operational Cost  
&  
An Asset**

# When it Comes to Pricing...

# What Hosted, Monthly Providers Charge

## Ellegent's engineers will:

- Consult with the you on your needs
- Assess your network.
- Size your need.
- Propose the solution that best fits your need.
- Install, Implement, Train and Maintain.

**Solutions are reasonably priced!**

Payment Plans Available

Maximum Server Count	Appliance Storage (GB)	Cloud Storage (TB)	Monthly
1	250	1	\$300
2	500	1	\$450
4	1000	1	\$600
6	1500	2	\$867
8	2000	2	\$1197
10	2500	3	\$1497

**WORKSTATION BACKUP EXTRA!**

## Conversations we should have

1. Do you have a **data recovery plan** in the event your server or critical workstations fail?
2. What is your **downtime cost** in the event your server fails or you experience data loss?
3. Could your business **recover** if you *lost all of the data* on your server?
4. **Depending on the “Disaster”** how long can you be down?
5. How **often** do you need to backup your data?
6. Do you need to **have Images of critical workstations**?

**If This makes sense...**

**Let's start these conversations!!!**

# Would you like us to Evaluate your Current Backup?



*“Can you survive with your current backup?”*

What we will do, for free:

- Evaluate your current backup and documentation
- Explain your recovery options.
- Identify the weak places (if there are any) in your DRP
- Explain the advantages to BDR
- Provide you a quote for a BDR Solution

Questions we will ask:

“Do you have a current Disaster Recovery Plan in place?”

“What do you do for Management of your Backup and Disaster Recovery Now?”

“Are you going to be exploring Backup and Disaster Recovery options this year?”



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Questions?

