



UNIVERGE BLUE™
BACKUP



UNIVERGE BLUE™
RECOVER

Data Protection in the cloud,
On-premises & anywhere in between.





**UNIVERGE BLUE™
BACKUP**



**UNIVERGE BLUE™
RECOVER**

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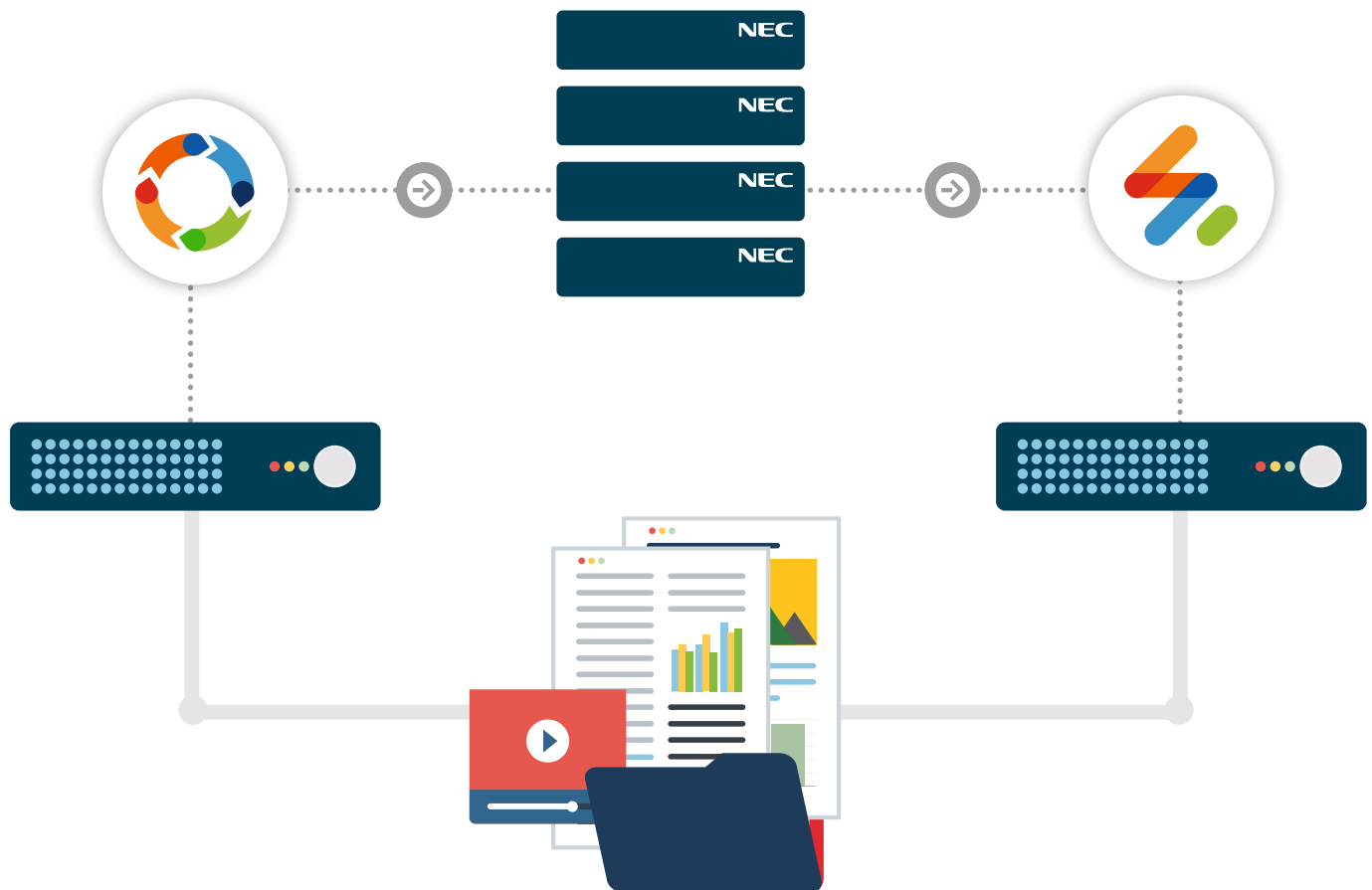
TODAY'S DATA PROTECTION AND BUSINESS CONTINUITY CHALLENGES

A company's most important asset is its data. No matter what a business's data is comprised of, patent filings, architectural blueprints, medical files, customer account details, etc., it is critical to have comprehensive backup and disaster recovery plans to mitigate potential loss or access.

Your data is valuable and the lifeblood of your business. Your backup and disaster recovery plans should have an answer for each of these questions: What happens if you can't reach your data? If someone hacks into your network or datacenter and holds your data as Ransomware, what are your options, and can you recover? If, due to human error, one single key stroke wipes out your entire database... do you have a way to quickly restore

everything? Is your company safe if a natural disaster occurs and your data is under 10 feet of water, or if the server has been destroyed in an earthquake or fire?

If your current plans don't provide you with the right answers, that's where NEC's UNIVERGE BLUE™ BACKUP (Backup as a Service) and RECOVER (Disaster Recovery as a Service) can help!



NEC'S UNIVERGE BLUE™

BACKUP AND RECOVER FEATURES

CHOICE OF DYNAMIC DELIVERY MODELS

- Ranging from fully managed backup service and cloud storage by NEC to self-managed with NEC providing the on-prem and or off-prem cloud storage
- Optimized for the size and diversity of the organization with a choice of agent only, agent and virtual appliance, or agents and physical appliance replicating to NEC Cloud
- Choice of Self Service or by calling NEC to monitor and perform restoration without intervention
- Direct backup of device or application to NEC Cloud, or Virtualized Intelligent Agent architecture, allowing individual devices and end points to be backed up
- Optional Server & Client applications restoration in the NEC Cloud, with a range of Service Level Agreements ranging from real-time to low cost best effort for personalized restoration, retention and archival periods

SECURE AND OPTIMIZED BACKUP AND DISASTER RECOVERY ARCHITECTURE

- Built and optimized on NEC's own award winning¹ Storage Infrastructure, including deduplication, compression and data verification
- Industry leading² Backup Software as a Service delivering the Highest Score possible in terms of Security, Scalability, and Corporate Strategy Criteria
- Anomaly detection of the computers for unexpected activity (Ransomware)
- Advanced Encryption Standard (AES) End-to-End encryption of data in-transit and at-rest

CENTRALIZED CONTROL AND PROTECTION OF COMPANY DATA

- Industry leading² Centralized management platform designed to provide total control of all corporate backup data ranging from bare metal and virtualized servers, to Applications, Databases, Files and endpoints including Office 365®
- Automated backup of all data including Servers, Applications, and Client devices
- Self Service Portal to view backup status, establish retention policies, as well as perform rapid restoration on-prem or in NEC's Cloud
- Maximum operational transparency with daily or monthly status performance reports

SERVICE AND SUPPORT

- A fully staffed Network Operations Center (NOC) to manage and support entire backup process as well as restoration assistance (if required) delivered 7x24x365
- Highly regulated, secured, & compliant Iron Mountain® Datacenters provide optional reports for highly regulated industries to meet demanding FCC, HIPAA, FINRA and other industry regulations

VALUE

- Simple and predictable billing options, ranging from fixed one year or multi-year billing
- Pay-as-you-go for the amount of storage that is consumed, ensuring optimal cost
- Pay for only the amount of data storage that is stored (after deduplication³)

1. <https://www.businesswire.com/news/home/20160526005154/en/NEC-HYDRAsor%C2%AE-HS-Series-Wins-Top-2016>

2. http://www.commvault.com/forrester-wave?utm_source=google&utm_medium=cpc&utm_campaign=amer-us-google-search-brand-forrester2019&gclid=EAlalQobChMlu7-KiY6i6AIVpf7jBx0IKwCwEAAAYASAAEgl28PD_BwE

3. Deduplicated Data Savings apply after the initial backup of the entire system.

UNIVERGE BLUE™ BACKUP & RECOVER SAFEKEEPING IN THE CLOUD

RISK MITIGATION & RELIABILITY

NEC's UNIVERGE BLUE™ BACKUP solution helps mitigate the risks of today's data protection challenges with a reliable and highly-secure service delivered offsite at Iron Mountain's underground and geographically dispersed datacenters.

NEC's fully managed BACKUP solution is a powerful, cost-effective, and reliable managed backup and recovery solution which delivers 7x24x365 enterprise data protection. We offer a fully staffed Network Operations Center (NOC) that manages and supports the entire backup solution along with daily or monthly reports on status and performance. All staff are trained backup and disaster recovery experts and SOC compliant.

Utilizing Advanced Encryption Standard (AES) encryption for either virtual servers, physical file servers or database applications, your data is safe in transit moving between your organization's environment and at rest at UNIVERGE BLUE™ BACKUP solution at Iron Mountain.

As a global leader in manufacturing and delivery of Enterprise Datacenter IT solutions, NEC incorporates its own products for its BACKUP and RECOVER service offerings, thus reducing overhead expenses without having to purchase and maintain third party agreements. This provides for higher reliability knowing that NEC is fully responsible for the entire life cycle of the hardware solutions backing its own Cloud services, from development through support.



WHY NEC'S UNIVERGE BLUE™ BACKUP DATA PROTECTION. DISASTER RECOVERY. ROCK-SOLID INFRASTRUCTURE.

NEC's UNIVERGE BLUE™ BACKUP and RECOVER service solutions are fully managed scalable cloud offerings built on NEC's award-winning¹ datacenter hardware and software technology. These solutions provide you with a highly secure, available, dependable computing environment capable of housing and hosting the most sensitive of data.

NEC works closely with our clients to develop a strong backup and disaster recovery strategy ensuring that any potential data loss during a disaster is minimized or has no impact at all. Together with our business partners, we will assess your current environment to help make informed decisions and plans for Recovery Point Objectives (RPO) and Recovery Time Objectives (RTO), as well as long- and short-term retention and archival periods.

Through this process, we help document and refresh your environment to achieve a better understanding of your unique requirements to help you achieve regulatory compliance.

As Iron Mountain's first technology infrastructure provider to join Iron Mountain's Data Center Marketplace⁴, NEC's UNIVERGE BLUE™ BACKUP & RECOVER can ensure the broadest coverage and highest level of compliance offered with Iron Mountain's National Data Center Level 4 Security as defined by the Department of Justice and in a high-compliance environment that is compliant with HIPAA for medical records, ISO 27001, PCI-DSS 3.1, SOC 2 Type II, and FISMA High-Security for Federal clients.

ONGOING RELEVANCE, SERVICES & COST-EFFECTIVENESS

With NEC's UNIVERGE BLUE™ BACKUP (BaaS) and RECOVER (DRaaS), you will always have access to the latest, advanced technology with state-of-the-art performance, functionality, and knowledge that provides easy data control, protection, scalability and continuity, without having to purchase or maintain the infrastructure.

With the ability to provide upgradeable virtualized services, companies of all sizes can easily and economically replace and use NEC's UNIVERGE BLUE™ BACKUP and RECOVER to migrate aging on-premises infrastructure and applications without loss of oversight or being concerned about unpredictable costs while alleviating undue pressure on existing internal resources and IT budgets.

FLEXIBILITY & SCALABILITY

With the flexibility to backup between datacenters with an on-premises solution or straight to the cloud, virtual or physical environments, NEC's UNIVERGE BLUE™ delivers backup and infrastructure strategies to meet the needs from small and medium businesses to global enterprise-class datacenters.

Whatever your needs may be, NEC's UNIVERGE BLUE™ BACKUP and RECOVER has a solution that can meet your companies' needs.

4. <https://www.necam.com/alliances/organizations/IronMountain/>

UNIVERGE BLUE™ BACKUP & RECOVER DEPLOYMENT MODELS

CLIENT MODEL 1

To address smaller deployments and/or geographically dispersed offices that have smaller Backup Data sizes, adequate network bandwidth, and perhaps Office 365, NEC offers Client Model 1. In this model, Agents are loaded on all systems and backups are initiated by NEC from each software instance. Data on the individual instance is encrypted and sent to NEC's data center in Iron Mountain. Deduplication of data is performed at the instance, ensuring that subsequent backups are only of incremental data.

CLIENT MODEL 2

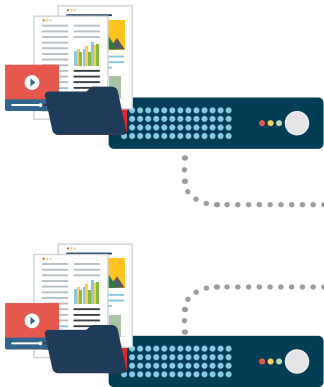
To address larger centralized deployments, that have multiple server-based applications as well as on-site clients, NEC offers Client Model 2. In this model, an NEC Physical or Virtual Appliance is placed into the client environment. Agents are loaded on all systems and backups are initiated by NEC from each instance, however sent directly to the NEC Virtual Appliance.

NEC'S UNIVERGE™ BLUE Virtual Appliance performs 3 key functions:

1. Provides rapid Backup & Restoration without sending data across the external network
2. Deduplicates data that resides across all systems in the environment, reducing external network bandwidth, and reducing storage costs
3. Encrypts data before sending across the external network

CLIENT MODEL 1

Application, Data, and Snapshot backups use encryption and individual deduplication to transfer data directly to NEC



Dedicated BaaS (and optional DRaaS) is delivered using best practices on NEC infrastructure for redundancy and security. Data is encrypted at rest and housed in one of the world's most secure data centers.



CLIENT MODEL 2

NEC Appliance is deployed on-prem at the client location. Application and snapshot backups are stored locally and then duplicated to compress data before it is securely transmitted to NEC.



 OVER
\$26 BILLION
REVENUE

 **#1**
SMB & ENTERPRISE
COMMS **WORLDWIDE**

LEADER IN
BIOMETRICS




75 MILLION
GLOBAL USERS


TOP 100
GLOBAL INNOVATORS
(THOMSON REUTERS)



**RECOGNIZED
AS A LEADER**
BY FROST & SULLIVAN
IN ENTERPRISE
COMMUNICATIONS
TRANSFORMATION


125+
COUNTRIES

GLOBAL 100
MOST SUSTAINABLE
COMPANIES IN THE WORLD
(CORPORATE KNIGHTS)



4,000+
CHANNEL
PARTNERS


107,000
TEAM MEMBERS
WORLDWIDE



For further information please contact NEC Corporation or:

At Santel Communications we specialize in providing value added communications for small and medium business. In addition to digital telephone systems (VoIP capable), we also offer quality used systems, paging, thermal-imaging cameras, CCTV, and voice & data cabling.



About NEC Corporation – NEC Corporation is a leader in the integration of IT and network technologies that benefit businesses and people around the world. By providing a combination of products and solutions that cross utilize the company's experience and global resources, NEC's advanced technologies meet the complex and ever-changing needs of its customers. NEC brings more than 120 years of expertise in technological innovation to empower people, businesses and society.

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