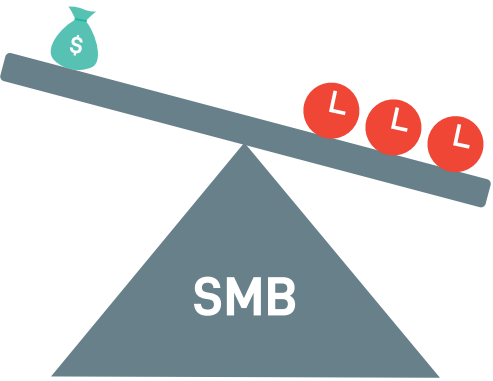


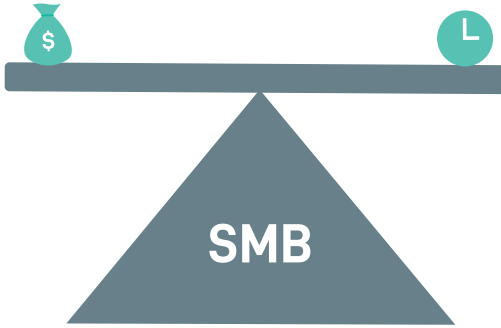


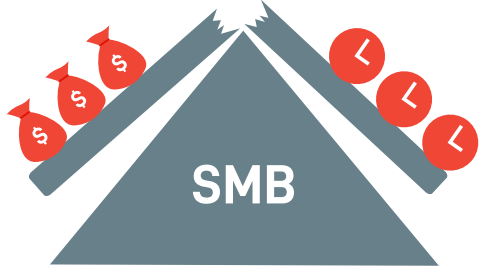



































	TRADITIONAL BACKUP	BUSINESS CONTINUITY	HIGH AVAILABILITY
	CHEAP + TIME CONSUMING	AFFORDABLE + AUTOMATED	EXPENSIVE + COMPLICATED
	 <p>SMB</p> <p> LOW COST  MORE TIME</p>	 <p>SMB</p> <p> LOW COST  LESS TIME</p>	<p>Not Built for SMBs</p>  <p>SMB</p> <p> HIGH COST  MORE TIME</p>
SOLUTION COST	 No business continuity component—limited to backup only.	  One vendor, One Bill Backup, Restore, Virtualize	   Significant Hardware Investment Too expensive for SMBs
SETUP AND CONFIGURATION	  +  Multi-vendor solution	 All-in-one solution (software, hardware, and cloud)	   +   Multi-vendor, multi-location solution
RECOVERY TIME	     Downtime and high failure rate during restore	 Downtime last seconds or minutes	  +   Redundant production system but if a major outage occurs you still require backup and testing
TESTING	     Manual testing	 Automated Backup Verification (at the time of backup)	