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Cloud-based
DISASTER RECOVERY

Getting your business protected fast

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As businesses continue to transform and become more digital, they also increase their dependency on technology—putting them at risk.

The dangers of downtime

53% of global IT decision makers

think it's likely their company will experience a brownout or outage so severe that it makes national media headlines.

LogicMonitor

Most common causes of significant disasters or major business disruption

- **Technology failure: 37%**
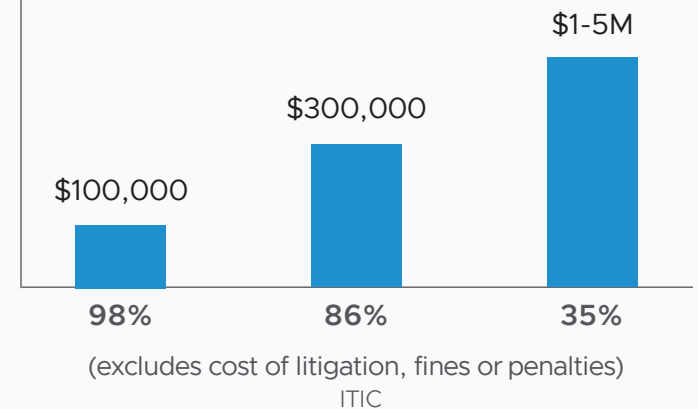- **Cyberattack: 24%**
- **Power failure: 18%**
- **Network failure: 18%**

Forrester

Ransomware attacks cause an average of

16.2 days of downtime

Coveware

The cost of 1 hour of downtime (USD)

		$1-5M
	$300,000	
$100,000		
98%	86%	35%

(excludes cost of litigation, fines or penalties)
ITIC

It's no surprise the growth of Disaster Recovery as a Service (DRaaS) is expected to grow a steady 15.4% CAGR through 2023

IDC

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FCS DRaaS Solution Overview

Trusted, secure DR solutions to support business continuity strategies

Flexible Cloud-based DR
Flexible off-premises, cloud-based disaster recovery to cloud and between clouds, covers needed hybrid scenarios – designed specifically for your VMware environment.

Cloud Onboarding
Our DRaaS offers dramatically simplified, secure and cost-effective onboarding to cloud, accelerating your migration efforts.

Trusted & Secure
Flexible off-premises, cloud-based disaster recovery to cloud and between clouds, covers needed hybrid scenarios – designed specifically for your VMware environment.

Speed & Simplicity
It's easy to get started with zero capital investment, short time to being protected, and no new skills required. The ability to add business resilience without increasing your skills gaps overcomes one of the biggest hurdles in adopting new technologies.

Improve Business Continuity
Disaster recovery is an important part of your business continuity plan. Cloud-based DRaaS provides safety from disasters that may impair your applications and infrastructure.

Lower TCO
Streamline DR processes by leveraging existing VMware investments, reducing cost as well as overhead.

Benefit from a subscription-based, competitively priced solution designed with core features to minimize costs.

Managed DR reduces complexity and overhead by having a trusted partner own core DR operational work as well as make sense of regulatory and compliance mandates.

We can
also help you with overall business continuity planning!

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Cloud-based Disaster Recover
Getting your business protected fast

FCS DRaaS Solution Overview

Trusted, secure DR and cloud onboarding solutions to support business continuity strategies

Flexible Cloud-based DR
Flexible off-premises, cloud-based disaster recovery to cloud and between clouds, covers needed hybrid scenarios – designed specifically for your VMware environment.

Cloud Onboarding
Our DRaaS offers dramatically simplified, secure and cost-effective onboarding to cloud, accelerating your migration efforts.

Trusted & Secure
Flexible off-premises, cloud-based disaster recovery to cloud and between clouds, covers needed hybrid scenarios – designed specifically for your VMware environment.

Our DRaaS is a trusted platform service from market-leading VMware and certified for our usage.

Our DRaaS also uses SLL to encrypt traffic that is put over the network from source to target to ensure there is no exposure during transit. Once it's in the target environment, multi-tenancy isolation using VMware platform technology ensures your workloads are separated from everyone else.

Built-in platform security capabilities target not only cloud but also encryption of data in transit between your site and ours using TLS encryption from end to end.

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FCS DRaaS Solution Overview

Trusted, secure disaster recovery as a service (DRaaS) solutions to support business continuity strategies

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Flexible Cloud-based DR
Flexible off-premises, cloud-based disaster recovery to cloud and between clouds, covers needed hybrid scenarios – designed specifically for your VMware environment.

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Our DRaaS is a trusted platform service from market-leading VMware and certified for our usage.

We offer a simple setup: clients use their existing vCenter, download our replication appliance and configure the Virtual Data Center target endpoint we provide, then off you go. No agents to deploy. It works simply and easily with your existing vSphere environment.

DRaaS is a self-service offering (and managed service) that allows you to run replication on your vSphere client to our target cloud or from our target cloud. You have complete synchronous control – you can execute failover from each end and configure from each end too. The same applies for cloud-to-cloud DR where your only interface is **focusnet**'s Cloud platform.

You can access our DRaaS user interface (UI) from wherever you feel comfortable – either your existing vCenter UI or our Virtual Data Center UI. It's all available as self-service and very simple to use.

FCS DRaaS Solution Overview

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Trusted, secure disaster recovery as a service (DRaaS) solutions to support business continuity strategies

Flexible Cloud-based DR
Flexible off-premises, cloud-based disaster recovery to cloud and between clouds, covers needed hybrid scenarios – designed specifically for your VMware environment.

Cloud Onboarding
Our DRaaS offers dramatically simplified, secure and cost-effective onboarding to cloud, accelerating your migration efforts.

Lower TCO
Streamline DR processes by leveraging existing VMware investments, reducing cost as well as overhead.

Benefit from a subscription-based, competitively priced solution designed with core features to minimize costs.

Managed DR reduces complexity and overhead by having a trusted partner own core DR operational work as well as make sense of regulatory and compliance mandates.

Our DRaaS VMware-native solution uses the same vSphere replication underlying technology, so no changes are required to your on-premises hosts.

Enjoy standard VMware vCenter console for both day-to-day IT operations and your disaster recovery solution, capitalizing on your existing skills and resource user interfaces. With flexible target destination resource options and DR functionality tiers you can chose the right combination for your needs.

Your cost of ownership is kept to a minimum by only paying for storage and bandwidth and a base compute charge in normal replication operations.

Look at your business-critical applications and assign them to a faster Recovery Point Objective, with more granular replications to give you the right level of recovery time and granularity. Remember there is a trade off for mission critical and business critical coverage; the more critical, the more granular the recovery and more cost – not everything needs to be mission critical.

Lower your bandwidth costs with compression enabled on all replications from your premises to our cloud. If you wish you can also schedule the initial sync of VMs to be outside of office hours to ensure no interruption to bandwidth during office hours.

FCS DRaaS Solution Overview

Trusted, secure disaster recovery as a service (DRaaS) solutions to support business continuity strategies

Cloud-based Disaster Recover
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Flexible Cloud-based DR
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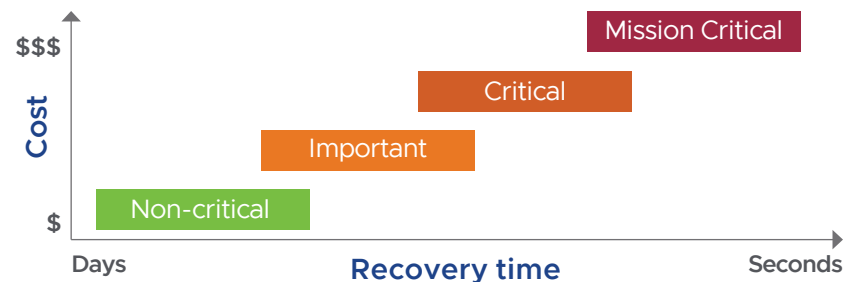
Improve Business Continuity
Disaster recovery is an important part of your business continuity plan. Cloud-based DRaaS provides safety from disasters that may impair your applications and infrastructure.

We can also help you with overall business continuity planning.

DRaaS is only a part of your broader Business Continuity plan, but an essential part. As an essential part it needs regular testing; this should be a best practice for all customers.

Testing can be executed easily and simply without impacting existing replications (you are always protected) and is not just a simulation – it is a real copy up and running. Testing is non-impactful and completely customizable from the start up order of VMs to modifying networking so as not to clash with other workloads. Testing is in your hands; it's your business continuity plan, and it's important that you ensure it works.

We can help you make the proper assessment for each workload, balancing recoverability and cost, so you have the protection your business needs should disaster strike.

Additional professional services are available for business continuity planning, DR onboarding, backup, configuration assistance and more.

FCS DRaaS for Flexible Cloud-based DR

Core capabilities

FCS DRaaS allows for fast, efficient and secure disaster recovery from on-premises to cloud as well as cloud-to-cloud. It is unified for all vSphere clouds, supporting any vSphere site to our cloud from within your vSphere client via a simple plugin.

Cost Effective
focusnet DRaaS to cloud is much cheaper to manage than trying to create a disaster recovery platform yourself; you don't have to purchase the target hardware and software, and you rent what you need based on usage.

Quick to Protect
As it is based on vSphere there are no agents to deploy and no host firewall changes, unlike Zerto and other products such as Azure Site Recovery (ASR).

Supportable
Your operations teams don't need to learn a new product; it is very intuitive and works inside your existing vSphere-based solutions. You are in charge of our DRaaS solution to cover your business needs.

Granular Protection
DRaaS works on replication and differential sync between replicants. You can configure your own timeframe for the replicants and differential sync to allow for better granularity and speed of recovery.

Simple to Deploy & Use
Deployment is a simple replication virtual appliance. Connect to the Virtual Data Center target endpoint we supply then start replicating and protecting.

Suitable
focusnet DRaaS is a VMware mid-tier solution, suitable for most, if not all workloads including mission critical. It supports up to a 5 minute Recovery Point Objective which is typically good enough when looking at the criticality of most workloads.

One View
Using our UI for your virtual data center services, the DRaaS solution delivers a smooth, integrated experience with VM/vApp context menu actions and protection indication visibility within our platform. Through a simple vCenter plugin or our Virtual Data Center console, you can run all tasks at either end in case of an outage at the primary site.

FCS DRaaS for Flexible Cloud-based DR

DR testing

Backups and DR can be worthless if organizations don't perform regular validation to ensure they'll work right when needed. Reduce risk with fast, clean simulated DR testing in minutes that enables regularly scheduled testing required for proper DR planning and validation without impacting your ongoing DR activity… or your IT staff.

Testing a VM or vAPP doesn't impact existing replication and you can test your recovery coverage and capabilities in minutes, not hours.

Unlike other DRaaS products, your target cloud is a vSphere-based cloud and hence there is zero conversion needed, minimizing the effort to test and failover and increasing the speed of your recovery to really meet the Recovery Time Objective you want.

Test and dispose of – it's easy to activate the target through a simulated test without impacting the ongoing DR replication service; after validating application functionality simply remove the test replica.
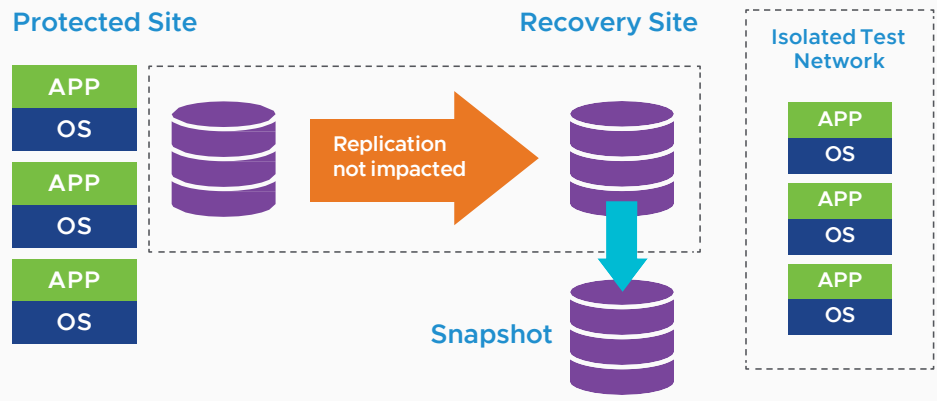
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FCS DRaaS for Flexible Cloud-based DR

Protect vAPPs / collection of VMs

Enhanced grouping and protection workflows help preserve recovery priorities and network configurations for virtual apps (vApps), eliminating manual scripting and shortening RTOs. vApps are a collection of virtual machines and networking grouped together for easier operations at the target virtual data center. For example, a multi-tier application can be configured as a vAPP to make it easier to port and replicate.

Achieve unified, intelligent recovery of an entire customer defined VM group within a vAPP.
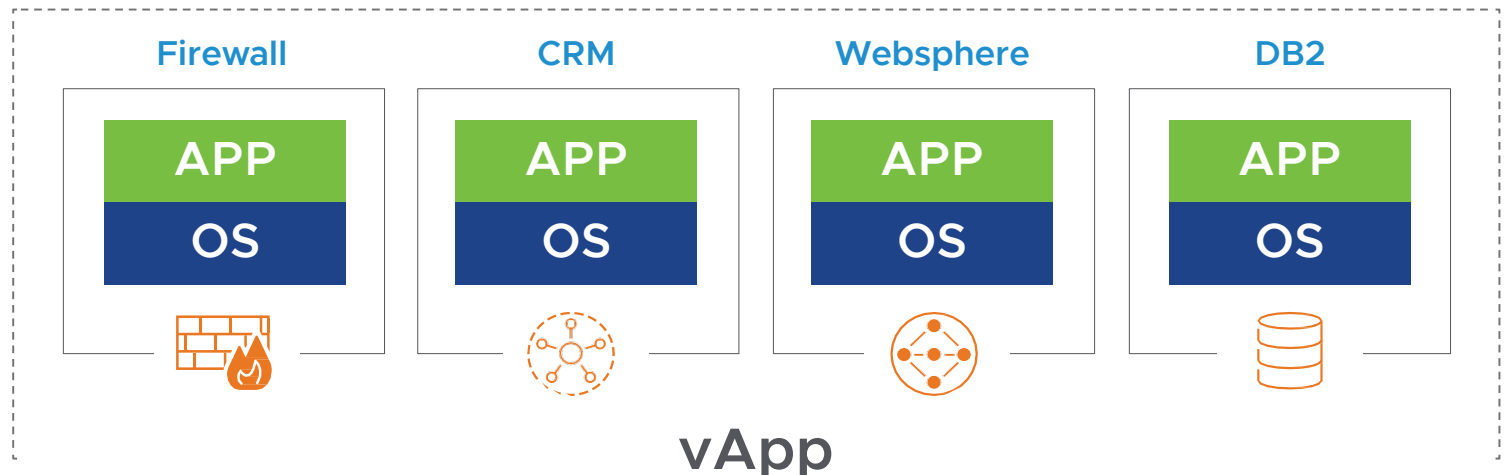
Automated transfer of vAPP settings and configurations such as vApp networks, gateways, guest OS customization and properties from source to destination drastically reduces the level of effort in recovery.

Prioritize boot order of critical machines over less critical VMs and preserve dependencies.

For cloud-to-cloud DR, you can determine the startup order for a collection of VMs in a vAPP to ensure consistent recovery function for multi-tiered applications; networking and VM startup can all be controlled making it very simple to restore complex vAPP configurations.

Firewall	CRM	Websphere	DB2
APP	**APP**	**APP**	**APP**
OS	**OS**	**OS**	**OS**

vApp

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FCS DRaaS for Flexible Cloud-based DR

Personalization and additional Professional Services

We provide a number of options to help you tailor the offer to your needs and create the most efficient outcome for your budget.

Tailor the DR Service to Meet Requirements

Recovery Options

Different RPO tiers are available to help balance cost with recovery requirements for applications.

Simplified, built-in low RPO is the gold standard for recovery of any business-critical application.

You have the option to retain instances of a replication indefinitely for safe keeping.

Control your level of recovery granularity by choosing the frequency of multiple point-in-time instances taken of the entire VM (up to 24 in a day).

Chose to save replications at any point in time for any duration, effectively creating a replicant you can recover from any time in the future.

Storage Options

All workloads on **focusnet Cloud Services** run on high-performance all-flash storage to ensure best performance for your business needs.

Application Quiesce

Application quiescing is available when you set up a replication. Quiescing supports Microsoft operating systems and applications from the Microsoft Windows Volume Shadow Copy Service (VSS), allowing you to use shadow copy functionality for your replication if the application is supported by Microsoft VSS. You can turn this off or on depending on the applications on that operating system.

Professional Services

focusnet Cloud Services offers assistance onboarding with additional services around workload assessment, cloud readiness assessments, streamlined cloud migration services and more.

focusnet Cloud Services has a more fully managed service available for organizations that want to delegate more of the day-to-day operations to a trusted partner.

Additional professional services are available for business continuity planning, DR onboarding, backup, configuration assistance and more.

Please reach out for details on our full portfolio of professional, managed and support services.

FCS DRaaS for Streamlined Cloud Onboarding

Our DRaaS offers dramatically simplified, secure and cost-effective onboarding to cloud, accelerating your migration efforts.

Easy
The same mechanisms used for DR processes are highly leverageable to facilitate an easy, fast move to cloud.

Flexible
Migrate and cut over using a cold cutover for offline sync, or warm cutover for maintenance windows requiring a short time to move several.

If you have very large VMs that you do not want to transmit over your network, we can supply you with an offline seeding capability to help you onboard larger VMs faster.

Customizable
Flexible networking controls allow you to re-IP and modify networks at the target site upon recovery, making it simple and seamless to migrate complex applications.

No Complex Recovery
Unlike solutions which require different hypervisors there are no complex disk conversions or format changes at source and target, making cutover and DR testing simple and real. Lots of other solutions advertise simple DRaaS, but unless the source and target are on the same hypervisor, recovery is never automatic out of the box. The same mechanisms used for DR processes are highly leverageable to facilitate an easy, fast move to cloud.

Additional Services
We offer assistance for your onboarding with additional services around workload assessment, cloud readiness assessments, streamlined cloud migration services and more.

focusnet Cloud Services

Analytics, monitoring and reporting

Additional Services

We offer assistance for your onboarding with additional services around workload assessment, cloud readiness assessments, streamlined cloud migration services and more.

Bandwidth Monitoring

Get visibility into what DR is adding to bandwidth to help troubleshoot latency issues.

In the DRaaS interface, view real-time and historic bandwidth monitoring for DR processes to help triage latency issues and to keep track of how much bandwidth is being used for replication.

You have the option to enable data compression before sending data over the network to mitigate performance issues. Customers concerned with the potential impact to system performance, or don't have bandwidth constraints, have the flexibility to leave this feature turned off.

Tiered bandwidth is available to balance cost with performance requirements.

Capacity Reporting

Get visibility into what DR is consuming in terms of storage on the target environment.

View dashboards showing your consumption of storage and other Virtual Data Center resources to ensure you remain within capacity for your replication needs.

Additional Services

focusnet Cloud Services offers you many flexible options for hosted workloads in matters of availability, SLAs and self-service backups.

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Are you protected?

Solution Overview

Cloud-based Disaster Recovery

Cloud Onboarding

Analytics, Monitoring, Reporting

Learn More

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Getting your business protected fast

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Ready to learn more?

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