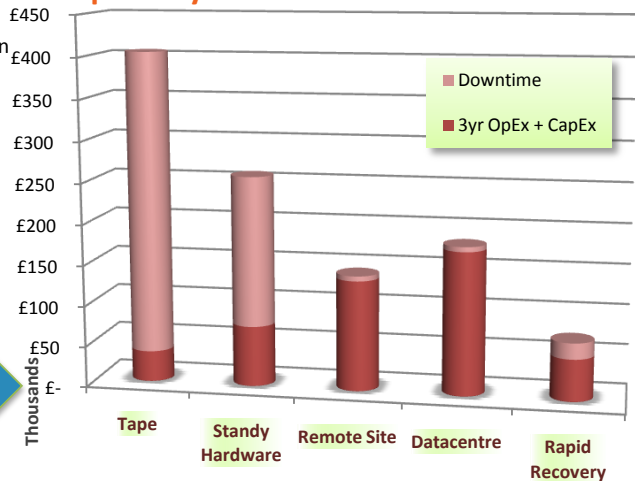


Business Continuity: 3yr Total Cost of Ownership for HydraTec Ltd

Currently, any system outage would cause 24hrs of downtime and an estimated revenue loss of £294k. This excludes the cost of any lost data and associated recovery, or future lost sales.

To help minimise this business risk, HydraTec Ltd has approached Quantix for a recommendation on a highly available and flexible DR solution for their critical server environments. All analysis is based over 3yrs with a total outage cost equal to one major outage occurring every 5yrs.

HydraTec Ltd currently backs up to tape with standby hardware



Further Analysis of the three solutions offering an acceptable Recovery Time

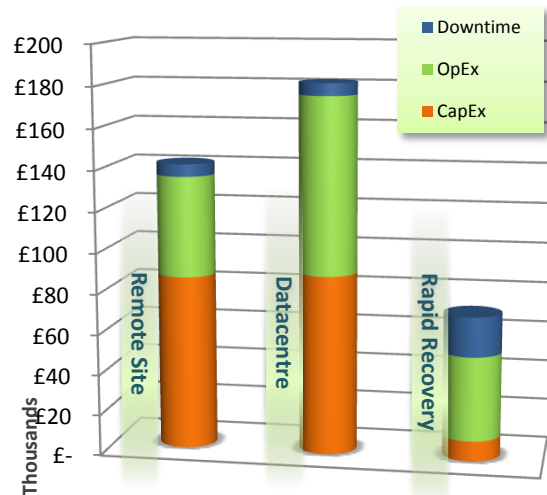
Failover to 2nd site - Replication/clustering to second site, quick recovery, large CapEX and ongoing OpEX translate to high TCO.

Failover to DC - Where a 2nd site is not available, systems can be located in a datacentre; this increases costs further.

RapidRecovery - Realtime replication across UK based Cloud infrastructure, with 1hr recovery time and secure remote access.

	CAPEX + OPEX*	3yr Total
2nd site	Servers, storage, replication software and install = £85,887 Systems support, power costs and software maintenance = £16,500	£ 135,387
DC Failover	Servers, storage, DC setup, replication software and install = £88,433 Systems support, hosting and software maintenance = £29,000	£ 175,433
RR	RapidRecovery™	£ 51,444

* Setup/CAPEX includes annual cost of money at 5. %. All costs based on appropriate best of breed technology & management.



Conclusions regarding RapidRecovery solution - (0hrs RPO & 1hr RTO service)

- ▶ RapidRecovery has a 3 year TCO of £51k, while currently the estimated downtime cost over the same period is £184k.
- ▶ RapidRecovery saves between 62% and 71% on Capex+Opex over 3 years compared to other replication based DR methods.
- ▶ RapidRecovery is delivered as a 24x7 Managed Service, removing the need for internal backup & DR management.

This is an example TCO analysis for a fictional company.
To request a bespoke analysis for your own organisation please visit www.quantix-uk.com

"In 2009, 93% of respondents needed to utilise their DR plans."
Symantec Customer Survey

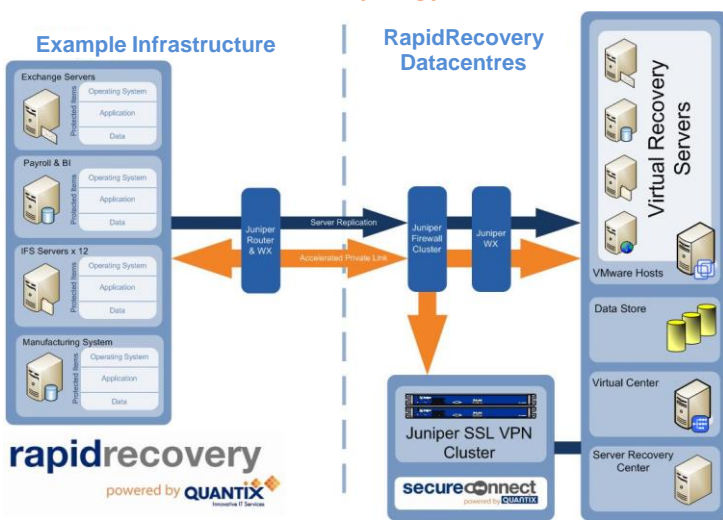
RapidRecovery Service Summary

The RapidRecovery service is a fully virtualized offsite recovery service offering large cost savings and faster restore times than older and less flexible disaster recovery methods. All capital expenditure costs for disaster recovery are removed along with the associated business functions and contracts to support the in-house maintenance of a disaster recovery mechanism.

The RapidRecovery solution gives you full flexibility in adding additional servers as your company grows and does not have any size restrictions as your data storage requirements increase. New servers can be added and be ready for recovery within hours.

The whole RapidRecovery service is maintained and supported by some of the industries' leading technical engineers who support the RapidRecovery service on a 24x7 basis to ensure that you have the maximum protection and the fastest response time to a system outage whether your staff are available or not.

Network Topology



- ▶ **Zero data loss** and **less than one hour** recovery ensures uptime of key business services.
- ▶ **Offset service costs** against lower business insurance, reduced internal support and maintenance requirements.
- ▶ **Two annual tests included** to meet corporate governance requirements.
- ▶ Data centres **located outside London** to reduce potential risk and operational cost.
- ▶ **Full replication of all servers across twin geographically dispersed data centres** maximising business resilience.
- ▶ **Bare Metal Recovery & No Additional Licensing** enable a low cost, flexible service delivery.
- ▶ **Twenty one days of secure remote access** to recovered systems included annually.
- ▶ **24x7 Quantix support** full multi-recovery point, multi-recovery time and bare metal servers recovery.

Outage + Employee + Internet + 1hr = Continued Service Delivery

Definitions used within this Management Summary

TCO	Total Cost of Ownership, all costs associated with the deployment and management over a set period.
RTO	Recovery Time Objective, amount of time a service can stop functioning before it is considered intolerable.
RPO	Recovery Point Objective, maximum amount of acceptable business data loss measured in time.
Best of Breed	Represents the most optimal investment choice for a specific technology solution.

Assumptions used in the financials of this Management Summary

Server cost	£3,000	Failover server support/yr	£1,000	All numbers are based on industry averages and actual hardware/ software costs. Quantix will happily customise this report further if required.
Replication SW	£1,800	Tape Mngmnt annual/svr	£841	
Replication Maint.	£400	Hosting overhead per server	£1,500	
Consultancy day rate	£800	Hosting setup per server	£220	
# days Server Rebuild	1	Replacement Tape	£25	
# days Replication Config	0.5	Annual Power Cost (2 sckt server)	£250	
# Svrs/Consultant (Rebuild)	2	No. Years between outages	5.0	
HydraTec Ltd Revenue	£ 75m	SAN/Storage cost per GB	£8	
HydraTec Ltd hrs opening hours	9x5, 51 weeks	Annual cost of money	5.00%	

