

Nominated Company: EVault

Nomination Title: EVault Cloud Disaster Recovery Service

What are your product's / solution's key distinguishing features and/or USP?

EVault Cloud Disaster Recovery (CDR) service with the 4-hour service level agreement (SLA) option is a real-time replication cloud-based managed service designed to help businesses recover their critical systems after a disaster and gain remote access to them in our ironclad cloud in four hours or less. Built on a rock-solid technology platform and state-of-the-art datacenter facilities, the 4-hour SLA option is compatible with existing backup solutions deployed in a company's IT environment, making it easy for customers to incorporate EVault's disaster recovery service into their existing programs. Other features include:

- Disaster recovery (DR) implemented as multi-tenant with virtual machines in the cloud, eliminating huge CAPEX needed to build and run your own duplicate DR site
- Secure, remote access via SSL VPN to critical systems in the cloud
- Proactive failover support with zero-downtime alternative for planned maintenance, site outages, and upgrades

What tangible impact has your product/solution had on the market and your customers?

EVault CDR with the 4-hour SLA is targeted for companies in heavily regulated industries, such as financial services, healthcare, and legal services, which often have mission-critical applications that require quick recovery in the case of a disaster (hurricane, flood, fire, etc.). If these highly-regulated businesses are down for more than a few hours, their business can be severely compromised, or worse, completely shut down. The 4-hour SLA option gives these companies access to their critical data before data loss means business loss.

In addition, while many of these businesses invest in backup products, they rarely have the budget or the distributed data center infrastructure to invest in a off-site emergency data center. EVault CDR with the 4-hour SLA option provides a budget-friendly and efficient disaster recovery service for mid-market companies. According to the Insurance Institute for Business and Home Safety, roughly 25 percent of small businesses fail to reopen after a natural disaster. Given that rate, EVault understands the need for accessible disaster recovery services. The backup-independent offering of our 4-hour SLA is designed to ensure that every company has access to a simple and secure DR plan, regardless of their current backup system.

What are the major differentiators between your product/solution and those of your primary competitors?

Unlike many of our competitors' products, EVault CDR with the 4-hour SLA option is compatible with existing backup services, lowering the total cost of ownership for customers. The service also provides one of the fastest disaster recovery options in the industry, as real-time replication guarantees recovery in the cloud, getting the customer's business up and running fast. EVault's secure, remote access via SSL VPN allows customers to access their critical systems remotely in the cloud until their physical site is back in business. In addition, EVault's customer service team is

available 24/7/365, so customers can focus on their core business needs while EVault's experts take care of planning, testing, documentation, and recovery.

Please supply any supportive quotes and/or case study materials to demonstrate the value of this product/solution to your customers/partners.

National Organization of Life and Health Insurance Guaranty Associations:

Before switching to EVault's cloud-connected services, the National Organization of Life and Health Insurance Guaranty Associations (NOLHGA) was relying on tape backup and a colocation site in case of a disaster. After making the move to EVault CDR with the 4-hour SLA option in March 2012, NOLHGA couldn't be happier. *"We have been thrilled with EVault's cloud disaster recovery services,"* said Dan Hicks, manager of information systems, *"For years, we were unsure what to do if in the event of a system-wide disaster. With EVault CDR 4-hour SLA, our servers are replicated, so even in the worst imaginable circumstances, we know we can count on EVault to have our servers back up-and-running in just a couple of hours. Best of all, none of our data would be lost."*

Grossman Roth, P.A

Grossman Roth, P.A., a Miami-based law firm, was using an unreliable combination of tape and disk to backup important client and case data, before making the big switch to a cloud-connected disaster recovery plan with EVault CDR 4-hour SLA in August 2012. *"Since having EVault's backup and replication services, we've enjoyed the peace of mind of knowing our entire data is not only backed up offsite but also secured with high-level encryption,"* said Javier Lozada, IT director. *"We have successfully tested the restoring of important data, such as Microsoft Exchange Mail Stores, as well as fail-over drills to our replicated servers hosted offsite at EVault's data centers. Their support engineers are very helpful and great to work with. I highly recommend them."*

Why nominee should win

- **Compatible and cost-effective:** Businesses can complement their existing backup product investments, eliminating large CAPEX and upfront costs needed to build and run a duplicate DR site.
- **Time and resource efficient:** Real-time replication ensures 4-hour recovery in the cloud (guaranteed and SLA backed) and proactive failover eliminates downtime for planned maintenance, upgrades and outages.
- **Expert customer service:** Businesses can eliminate the complexity of managing their own recovery and rest assured that a dedicated EVault staff is prepared and ready to help them 24/7/365 through the disaster recovery process.