



Our mission is to keep your computer systems up and running without interruption and to eliminate downtime through our total data protection platform.

How To Protect Your Company Against Data Loss



XSolutions is an Elite Partner of Datto, the world leader in Hybrid-Cloud Business Continuity solutions whose systems protect 180+ Petabytes of data with over 700 employees around the globe.

Backup/Disaster Recovery ◆ Business Continuity ◆ Elite Datto Partner ◆ Call (845) 362-9675 ◆ contactus@xsolutions.com

A Few Startling Statistics

Source: 2016 Datto Market Intelligence Research & Statistics Report

58%	The percentage of downtime caused by human error
32%	Of downtime incidents are caused by hardware failure, malware attacks, and other causes
10%	The percentage of data loss incidents caused by natural disasters
93%	Of companies that couldn't recover their data within 10 days filed for bankruptcy within 1 year
\$325 million	Is the amount of money netted by criminals in ransomware attacks in 2015
Average cost of downtime per hour	<ul style="list-style-type: none">• Small companies - \$8,581• Medium size businesses - \$215,638• Large enterprises - \$686,250



Businesses Are Under Siege

Source: 2016 Datto Market Intelligence Research & Statistics Report

- ✓ In 2014, hackers stole over 1 billion data records
- ✓ 41 billion SPAM emails, many containing malware, were sent daily in 2015
- ✓ 45% of employees receive no cyber-security training
- ✓ North America and Europe experiences 85% of all cyber attacks
- ✓ Despite the rising number of data loss incidents, only 1 in 4 businesses test their Disaster Recovery Plans

It's Not A Matter Of If, But Of When...

Statistically, at some point in time, data loss will affect your business

The cause is likely to be human error, hardware failure or cyber-attack

Data loss can happen at anytime—suddenly and without warning

If you cannot recover quickly, you can literally be put out of business

The harsh reality is:
those businesses that are prepared will survive; those that aren't will fail

Every Business Needs A Backup System

But, not just any solution will do...

There Are Mainly 3 Types Of Backup...

Data Backup

- Only backs up data
- Is slow since it backs up 1 file at a time
- Doesn't guarantee a quick recovery
- It's not easy to check if backups are viable

Image-based Backup

- Takes a complete picture or image of a server or PC allowing for quicker restorations
- Is better than data backup because it snapshots the entire system
- Does not provide instant failover should a server fail, get damaged or destroyed

Hybrid-cloud / Instant Failover Solution

- Takes images of systems and saves them to an onsite device and two cloud locations
- Provides alternate server functionality both onsite and from the cloud
- Daily Screenshots of boot-up screens for virtualized servers verifies viability of backups
- Full Management: installation, monitoring, troubleshooting and assisting in recovery

Best Option

Think Differently!

STOP thinking about just backing up your data

- ✓ Start thinking Business Continuity
- ✓ Prepare your business to survive and thrive during and after disaster strikes
- ✓ Business Continuity should be a prime focus of **EVERY** business

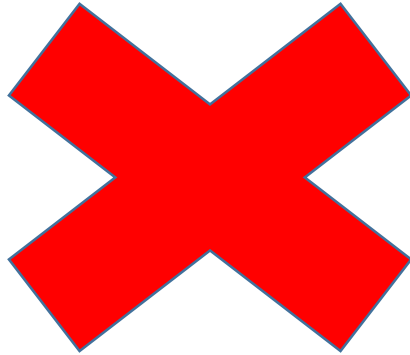
Fact: disasters are typically associated with hurricanes, tornados, etc.

- ✓ But as Datto's study shows, they account for only 10% of data loss incidents
- ✓ Human error and Hardware failure accounts for a huge portion of disasters
- ✓ And don't forget—malware, such as ransomware, is now rampant and growing

KEY FACTOR: Time To Recovery

- ✓ **Question 1:** What would happen if you suddenly lost access to all of your data?
- ✓ **Question 2:** How long would your company survive without it?
- ✓ **Question 3:** What type of backup would allow you to recover within that period?

In A Disaster—Time Is Your Chief Enemy



Data and Image-based Backups

- ✓ Both types of systems need the downed server to be physically repaired or replaced before recovery begins
- ✓ Data backup systems require the operating system, all source programs and server configurations to be installed and configured before data can be accessed and used
- ✓ Both **cannot guarantee** a quick recovery from disasters



Hybrid-cloud / Instant Failover Solution

- ✓ Can quickly spin up virtual copies of a server from either the onsite device or the cloud
- ✓ Allows you to work business-as-usual directly from the onsite device or the cloud while your server is being repaired or replaced
- ✓ Switch overs can take place in as little as a few minutes
- ✓ Downtime is virtually eliminated

Picking the wrong backup system for your company can literally put you out of business!

A Comparison Of Backup Solutions

Disaster Scenario	File Backup	Image Backup	Hybrid-cloud / Instant Failover
Server hardware failure but Onsite Backup and other equipment are intact	Days to Weeks	Days	Minutes
Ransomware attack: server files encrypted	Days to Weeks	Hours	Minutes
Server and onsite backup device stolen, damaged, or destroyed	Days to Weeks	Days to Weeks	Hours
Lost or corrupted file that needs to be restored from a previous version	Minutes to Hours (Depending on time to locate file)	Minutes to Hours (Depending on time to locate file)	Minutes to Hours (Depending on time to locate file)

If Your Business Can't Be Down, Then You Need A System That Provides...

Instant onsite failover for super-fast, local system restores

Cloud failover to two (2) geographically dispersed data centers

Image capture for fast, full system recoveries

Bare Metal Restore (BMR) capability

Full management and support

INTRODUCING THE DATTO SIRIS

The Ultimate Protection Against Data Loss



What It Is	What It Does	What To Expect
✓ A Hybrid-cloud Backup Solution	✓ Instant onsite fail-over	✓ NO data loss
✓ Snapshots of your entire server	✓ Cloud Continuity for maximum protection	✓ NO costly downtime
✓ Infinite data retention	✓ Image Capture for super fast restores	✓ FULL Business Continuity
✓ Automatic onsite & offsite protection	✓ Bare Metal Restore (BMR) capability	✓ FULL Management & Support

XSolutions And Datto—An Unbeatable Combination!

XSolutions is an Elite Partner of Datto, the world leader in Hybrid-cloud Business Continuity solutions whose systems protect 180+ Petabytes of data with over 700 employees around the globe.

We are experts in the configuration, installation and management of Datto Business Continuity and Backup systems.

We'll manage, monitor and maintain your backup systems, making sure that they're working properly and that they'll be ready when needed.

With XSolutions, you're NEVER alone. We'll be there to help you whenever you need it, from restoring individual files to full server restorations.

In addition to automated alerts, we physically check backups throughout the day making sure they're viable and taking place on schedule. If an issue arises, we'll resolve it immediately or work with Datto's award-winning support team until the problem is solved.



Contact us to schedule a FREE demo!

Call: (845) 362-9675

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