

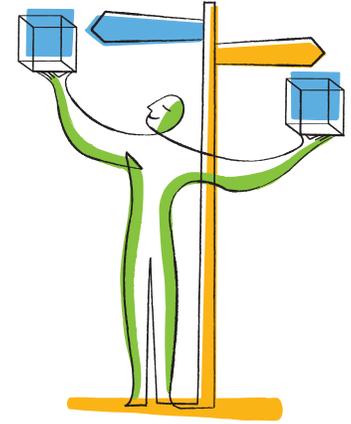


NetApp®



# Cloud Service Brief Zumasys Replication as a Service

Keep your business up and running with affordable, reliable offsite data replication and recovery



## CLOUD SERVICE HIGHLIGHTS

### Gain Enterprise-Class Capabilities for Less

- Replicate your data to a state-of-the-art data center without the capital and operational costs of deploying, managing, and maintaining one.
- Maximize your existing investments in NetApp® technologies.
- Hire the best personnel in the business, without adding headcount.

### Customize Your Business Continuity Solution

- Keep your data and applications protected and easily accessible in the event of a major outage or disaster.
- Get the recovery time objective (RTO) and recovery point objective (RPO) that meet your exact needs.

### Partner with an Established Cloud Services Provider

- Grow your business with Zumasys—a company with longevity, sustained growth, key partnerships, and a strong customer base.

## The Challenge

Most businesses today rely on tape backup, which is often unreliable and prone to human error. The true cost of a tape-based backup system could be higher than you think: You need to consider the impact tapes have on your ability to recover in the event of a server crash or disaster. Data recovery from tapes fails more than 50% of the time and can be up to 400 times slower than recovering data from disk.

Data protection poses challenges for all businesses, but particularly for small to midsize businesses, which face the same data protection requirements as large enterprises but lack the capital or desire to build a replica site. How can you protect your productivity, revenue, and reputation from data Armageddon?

## The Cloud Service

Zumasys Replication as a Service enables you to back up your data to disk and replicate it to a secure off-site data center. You get the data protection your business needs, without the expense of building or managing a secondary data center.

To maximize performance, efficiency, and data protection, Zumasys brings together the latest server virtualization technologies from VMware, storage and replication technologies from NetApp, and integrated data backup and recovery software from Syncsort.

## Get the Right Solution

Zumasys specializes in providing enterprise-class technology solutions to small and medium-sized businesses across North America. The company's personalized approach means it takes the time to listen to customers, understand their business objectives, and develop customized solutions for every need. Zumasys works with you to develop a replication solution that will meet your objectives and keep your business up and running in the event of a major outage or disaster. Zumasys also provides an easy path to migrate your production applications and data to a fully managed application hosting platform if or when that solution is desired.

## Gain Enterprise-Class Capabilities for Less

With Zumasys Replication as a Service, you instantly gain access to leading

replication technologies, a world-class data center, and experienced Zumasys personnel who can help you monitor and manage your replication solution—all with a limited investment. A pay-as-you-go pricing model allows you to burst your data storage requirements as your business needs change.

### Maximize the Value of Your NetApp Investments

Zumasys's strong relationship with NetApp means that you can get the most out of your existing investments in NetApp and take advantage of leading NetApp replication technologies. NetApp SnapMirror® reduces bandwidth utilization by 70%, helping overcome bandwidth constraints and accelerate data transfers.

### Leverage the Power of SuperNAP

With Zumasys Replication as a Service, you don't have to build a state-of-the-art data center to use one. Monthly pricing makes it affordable for you to replicate your data to one of the world's largest data centers. In 2008, Zumasys expanded to The SuperNAP, located in Las Vegas, Nevada. Once called the Xanadu of data centers, SuperNAP features the world's highest power density, making it the best platform for virtual computing. With more than 2.2 million square feet, SuperNAP is the world's most powerful data center ecosystem.

### Gain Direct Access to Expert Support

Zumasys makes it possible to implement a replication strategy without the expense of hiring and training specialized personnel. Zumasys staffs some of the best technicians in the business and assigns you a dedicated project management team to make sure that your implementation runs smoothly and your objectives are met.

### Customize Your Business Continuity Solution

With Zumasys Replication as a Service, your applications are replicated to disk using fast and efficient NetApp

## SERVICE COMPONENTS

**Zumasys Products and Technologies**  
Zumasys cloud computing

**NetApp Products and Technologies**  
NetApp FAS3000 and 6000 systems  
Snapshot™  
MultiStore®  
Deduplication  
SnapManager®  
SnapMirror  
FlexVol®  
Single Mailbox Recovery (SMBR)

**Third-Party Products and Technologies**  
VMware vCloud® Director  
VMware® vCenter™ Site Recovery Manager  
VMware SRM  
VMware vSphere®  
Citrix Systems remote access  
Microsoft® rental licensing  
Cisco Nexus® and Cisco UCS®

SnapMirror technology. SnapMirror also enables you to meet a full range of recovery point objectives and low recovery time objectives, so you can get back to business faster. You can be confident your applications will be available through virtually any event.

### Partner with an Established Cloud Service Provider

Since 2006, Zumasys has been hosting custom ERP applications and creating partnerships with leading data centers, including Savvis and Switch Communications (The SuperNAP). Zumasys was the first solutions provider to achieve both VMware vCloud Premier status and the NetApp Gold Service Provider designation.

Zumasys's broad experience with complex, multivendor solutions means you can feel confident about letting its experts manage your data protection environment. You'll spend less time solving IT problems and more time running your business.

### Related Services Application Hosting

Zumasys application hosting offers the latest enterprise-class technologies for an affordable and predictable monthly fee. Your applications run in a state-of-the-art data center, and users can log in from anywhere with an easy-to-use

browser-based interface. Because the platform is perpetually updated, you'll continually benefit from improved performance, security, and backups.

### About Zumasys

Zumasys helps companies of every size elevate their business by transitioning their infrastructure and applications to the cloud. Zumasys provides leading-edge solutions for disaster recovery, server and desktop virtualization, centralized storage, IP-telephony, warehouse management, collaboration, and much more. Zumasys enjoys fast growth and high customer satisfaction by listening to the needs of its customers, building strong relationships, and custom tailoring multivendor technologies that deliver the right solution the first time. Learn more at [www.zumasys.com](http://www.zumasys.com). Zumasys is a member of the NetApp Partner Program for Service Providers.

### About NetApp

NetApp creates innovative storage and data management solutions that deliver outstanding cost efficiency and accelerate business breakthroughs. Discover our passion for helping companies around the world go further, faster at [www.netapp.com](http://www.netapp.com).

Go further, faster®

