VeriStor

Who We Are. What We Do.

VIRTUALIZATION | DATA STORAGE | RECOVERY & CONTINUITY | ARCHIVING & COMPLIANCE | CLOUD SERVICES

VeriStor: Who We Are

VERISTOR
INTEGRATED SOLUTIONS

VERISTOR
CLOUD SERVICES

VERISTOR
CAPITAL

‣ Founded in 2001

‣ Focused on Advanced Datacenter Solutions & Services

- End-to-End Virtual Infrastructure

- Cloud Enablement / Datacenter Transformation

- Financial Services & Strategy

‣ Flexible IT Delivery Options - On-Prem / Cloud / Hybrid

‣ Comprehensive IT Lifecycle Finance Capabilities

‣ Unique Customer-Requirements-Centric and multi-vendor approach to solving problems

‣ Industry Recognized and Highly Experienced Management Team

‣ 700+ Customers / People & Relationship-focused

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Solution Component Partners

Industry Accolades

hp **3PAR**	Partner of the Year, 2008, 2009, 2010, 2011, & 2012
DELL	SE Region Partner of the Year, 2010, 2012, & 2013
vmware	First to Market with DR to the Cloud, 2011 Rising Star, 2008
SPECTRA	Top Ten Partner of the Year, 2011
NEXSAN by imation	#1 Revenue Producer Americas, 2010
commvault solving forward	Partner of the Year, SE 2013 Acceleration Award, 2010

veeam Modern Data Protection	ProPartner of the Year, 2010
TREND MICRO Securing Your Journey to the Cloud	Strategic Partner of the Year, 2012
Inc. 500	2006 (#37), 2007, 2008, 2009, 2010, 2011, 2012, & 2013
CRN SOLUTION PROVIDER 500	2009, 2010, 2011, 2012, & 2013
CRN FAST GROWTH 100	2007, 2008, 2009, 2010, & 2012
CRN TECH ELITE 250	2011, 2012, & 2013

*PARTIAL LISTING

VeriStor

Trusted Advisor to 700+ Clients

VeriStor Cloud Services

‣ **Cloud Backup**

Fully Managed Local & Off-Site Cloud Backup for Physical & Virtual Infrastructure

‣ **Cloud Continuity**

Fully Managed Off-Site Disaster Recovery & Continuity Services for Physical & Virtual Infrastructure

‣ **Cloud Secure Archive**

Digital Archiving & Encryption Services for Regulatory Compliance, Corporate Governance, & Long-Term Data Retention

‣ SSAE-16/SAS-70, HIPAA & PCI Level 1 facilities located in Atlanta and Denver.

‣ Industry-leading Virtual Infrastructure

Why Backup & DR?

‣ Companies continue to modernize and invest in information management systems.

‣ Reliance on information systems & infrastructure increases risk.

‣ Mitigating risk requires investments in insurance based technologies.

Why Backup & DR?

‣ Healthcare: Meaningful Use and implementation of new information systems, electronic patient records and EMR systems with an acute sensitivity to outages.

‣ Federal government: records management reform, digitization of existing records and requirement for future digital recordkeeping, e-discovery platforms, content indexing and search

What Are The Challenges?

‣ Backup & DR technologies are reactive technologies with no ROI until needed.

‣ Operating overhead and burden on IT staff prevents them from staying focused on business critical and revenue generating applications and services.

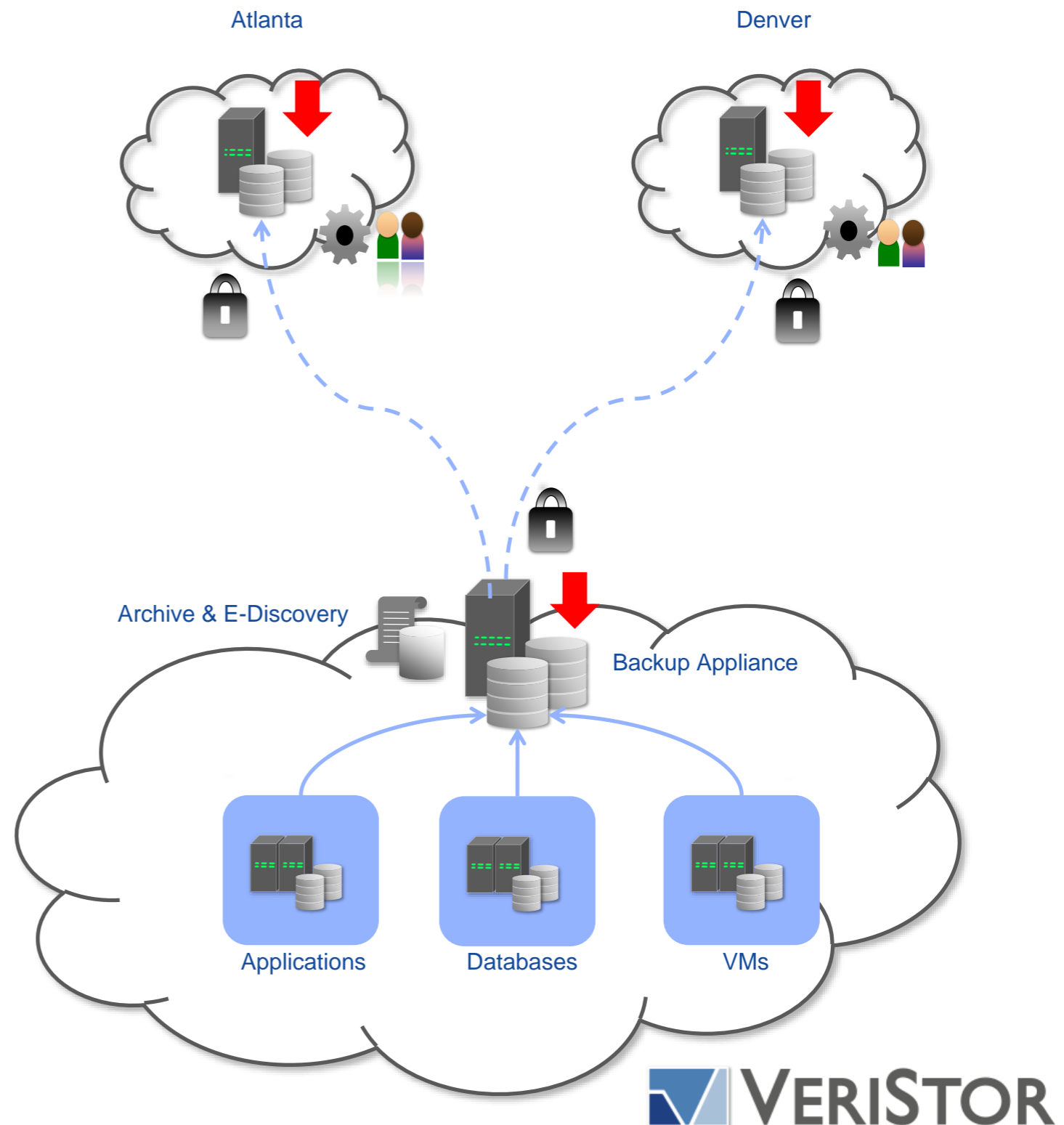‣ Expensive "refresh cycles" on EOL hardware, maintenance & support renewals.

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Protect Your Data:
Cloud Backup | Powered by

commvault
solving forward

- ‣ On-Demand capacity model for onsite & offsite backups.

- ‣ Support for physical & virtual servers with rich integration for application backups.

- ‣ Cost effective billing with a simple per TB monthly fee.

- ‣ No per server or application licensing fees.

- ‣ Eliminate tape with access to secure off-site cloud storage.

- ‣ Multiple delivery options with self-service or fully-managed offerings.

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Cloud Backup: How It Works…

1 VeriStor provides an on-premise backup server & storage appliance, managed securely from the cloud.

2 Local backups are performed and stored on-site for as long as required.

3 Backup copies are sent securely to a VeriStor Cloud Facility for long-term off-site archive & retention.

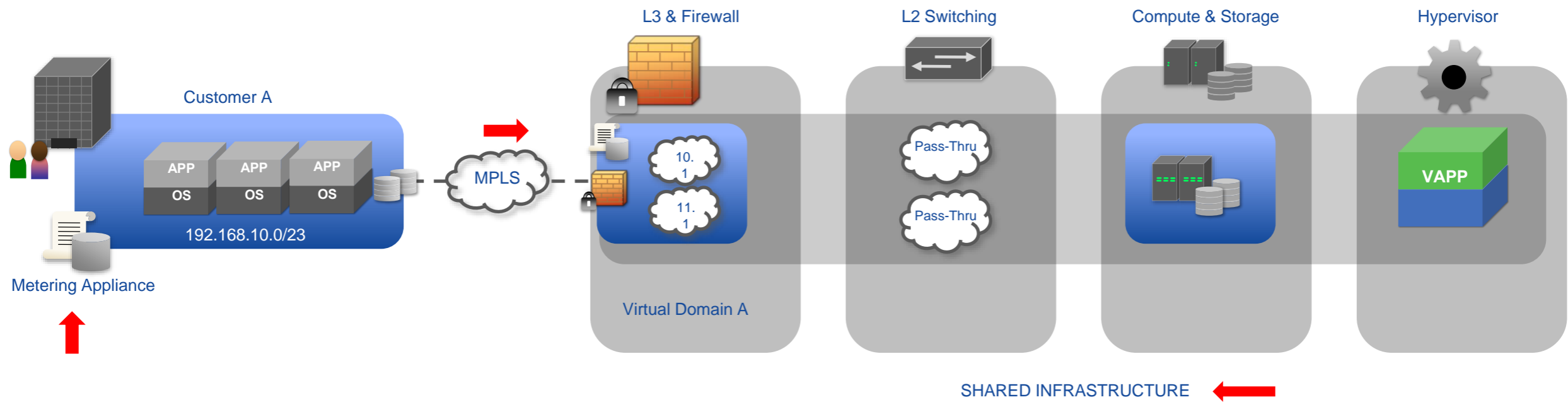**4** Restores can be done from local or off-site backup copies.

Atlanta

Denver

Archive & E-Discovery

Backup Appliance

Applications

Databases

VMs

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Recover Your Infrastructure:
Cloud Continuity │ VMworld 2011 Award Winner

‣ Usage-based billing model with support for multiple replication options to meet your RPO.

‣ Hosted in SSAE-16 / PCI Level 1 certified datacenters.

‣ Redundant, high-performance, VMware vCloud compute & storage resources built for VMware vSphere.

‣ Unique, virtualized network & security providing dedicated IP, routing, firewall, VPN & data-encryption services.

‣ Automated recovery options to fit a variety of RTOs.

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Cloud Continuity: How It Works...

L3 & Firewall

L2 Switching

Compute & Storage

Hypervisor

Customer A

APP / OS   APP / OS   APP / OS

192.168.10.0/23

Metering Appliance

MPLS

Virtual Domain A

10.1

11.1

Pass-Thru

Pass-Thru

VAPP

SHARED INFRASTRUCTURE

1 CPU, RAM and other resources are tracked via a managed on-premise virtual appliance
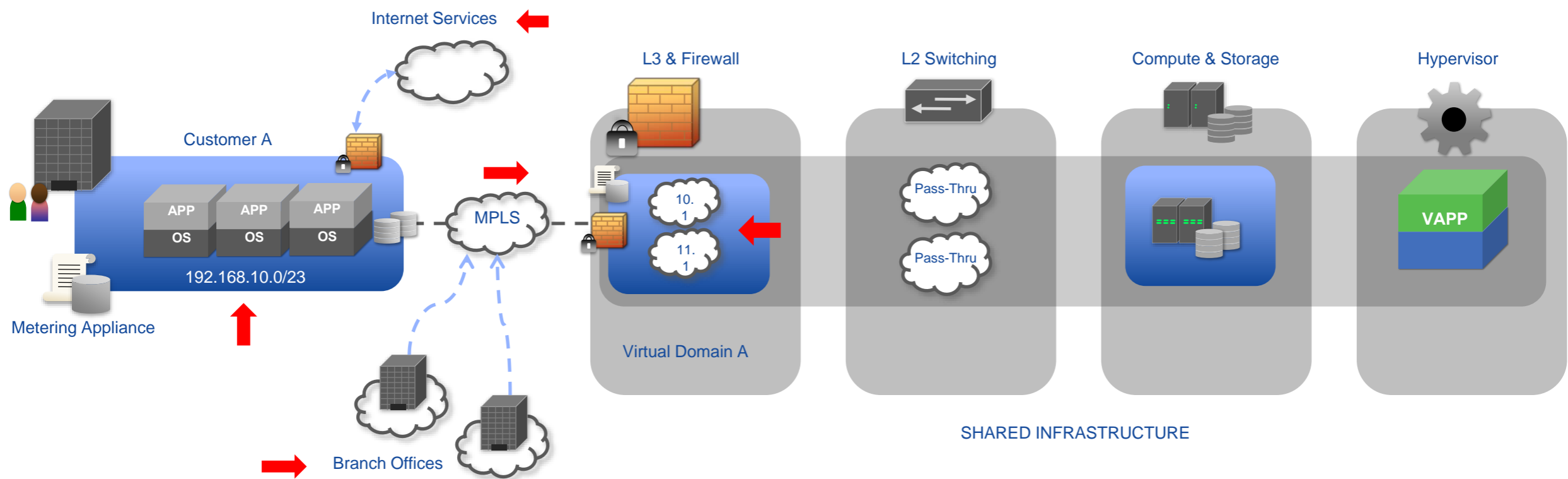
2 Virtual & Physical server data is replicated to a VeriStor Cloud Facility. Array & software replication supported.

3 Shared compute, storage & network resources are reserved based on local metered usage

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Cloud Continuity: How It Works…

Internet Services

L3 & Firewall

L2 Switching

Compute & Storage

Hypervisor

Customer A

APP | APP | APP
OS | OS | OS

192.168.10.0/23

Metering Appliance

MPLS

Branch Offices

Virtual Domain A

10.1

11.1

Pass-Thru

Pass-Thru

VAPP

SHARED INFRASTRUCTURE

1 Trusted LAN subnets and VLAN's are mirrored at the VeriStor Cloud Facility and isolated within the customer Virtual Domain
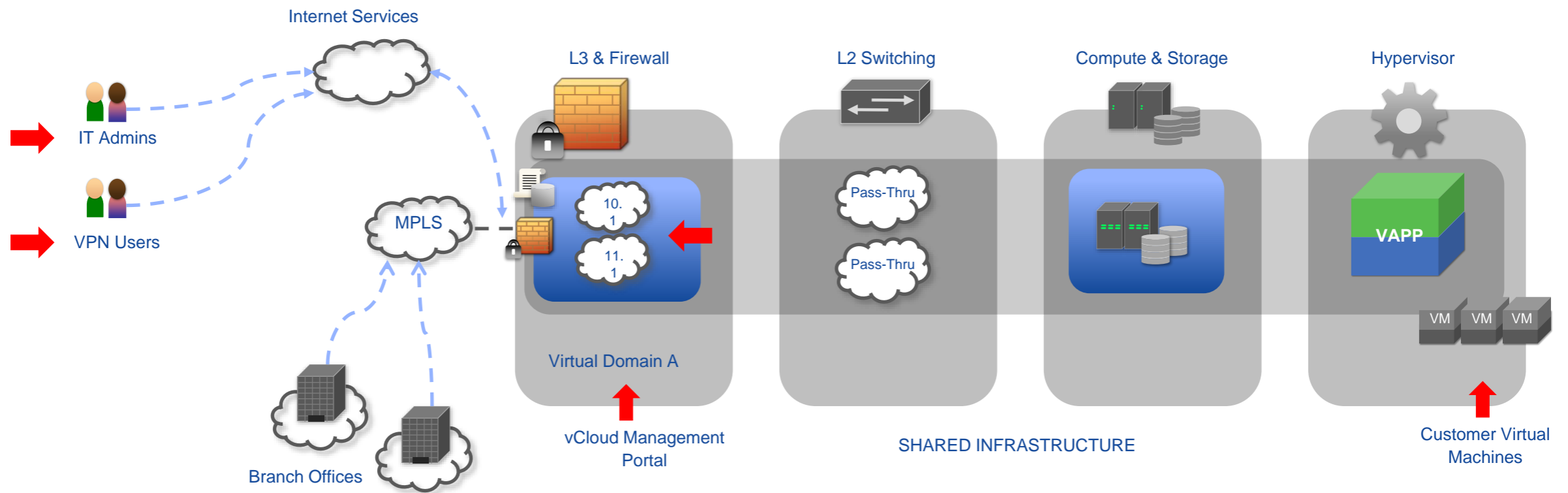
2 Internet facing services are failed over with dedicated secondary public IP addresses with all Firewall security policies pre-configured

3 Branch Office connectivity is maintained through support for BGP routing services or secondary IPSEC VPN tunnels

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Cloud Continuity: How It Works…

Internet Services

IT Admins

VPN Users

MPLS

Branch Offices

L3 & Firewall

10.
1

11.
1

Virtual Domain A

vCloud Management
Portal

L2 Switching

Pass-Thru

Pass-Thru

SHARED INFRASTRUCTURE

Compute & Storage

Hypervisor

VAPP

VM VM VM

Customer Virtual
Machines

1 Employees access applications and
services via SSL VPN or MPLS

2 IT Admins & Engineers manage and
operate servers through vCloud Director
or VPN

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Run With Confidence:
VeriStor Cloud Facilities

- ‣ Over 40,000 sq. ft. raised floor Tier-3 datacenter facilities located in Atlanta and Denver.

- ‣ SSAE-16, HIPAA & PCI Level 1 certified facilities.

- ‣ Multiple redundant power & cooling systems maintaining optimal operating levels.

- ‣ 24x7 Monitoring & Surveillance by VeriStor Network Operations Center

- ‣ Diverse carrier presence offering redundant connectivity options for managed Metro-Ethernet or MPLS with a variety of bandwidth speeds.

peak 10
DATA CENTER SOLUTIONS

viawest
Centered Around You

VeriStor

Cost Comparison: Disaster Recovery

SMB Infrastructure

‣ 3 host ESXi cluster

‣ 30-35 Virtual Machines

‣ 15GHz CPU / 150GB RAM

‣ 5TB iSCSI Shared Storage

‣ vSphere Enterprise Plus

‣ 100% virtualized, including Tier-1 business critical applications

On-Premise DR	
Hardware	$75,000
Software	$35,000
Facilities	$2,000/month
Operations	$2,000/month
**$350,000	60 month**	

Cost Benefits

‣ 50-60% reduction in overall IT costs

‣ Resource based consumption

‣ Eliminates costly refresh cycles.

‣ Reduces storage costs through storage array agnostic replication.

‣ Affordable RTOs through automated failover and fail-back.

Cloud DR (DRaaS)	
Standby Fee	$2,500
Failover Fee	$4,500
**$150,000	60 month**	

$158,000 | 60 month

(Includes 4 months of failover)

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