

# VMware Professional Services: Business Continuity and Disaster Recovery Practice

Reduce downtime and expand protection for your business critical applications, without compromising the level of service

In this era of global datacenter dependency, a company's ability to maintain business continuity and recover lost data in the face of disaster can help it weather a storm—or shut it down for good. An effective plan for disaster recovery is not only mandated by regulatory requirements, but is also essential to long-term viability in any industry.

The consequences of datacenter downtime are widely publicized: 93 percent of companies that suffer a significant data loss are out of business within five years, and two out of five companies that experience a catastrophe or an extended system outage never resume operations; of those that do, one in three go out of business within two years. At a minimum, interruptions in service cause companies to lose revenue and face penalties for failing to meet the terms of their service level agreements.

Although the risks are well understood, many IT applications lack the protection they need. Traditional solutions based on physical infrastructure are expensive and complex, and they often don't meet recovery time and availability requirements. An automated virtual approach to business continuity and disaster recovery opens the door to unprecedented gains in efficiency, control, and choice. This approach accelerates the time to recovery and eliminates the risk of human error during the recovery process. It also frees companies from having to replicate their exact physical environment. They can mix and match hardware from different vendors and still gain the full benefits of cloning.

Companies who adopt this approach increase effectiveness while lowering the overall cost of the solution. A simpler architecture and associated processes reduce downtime from both planned and unplanned outages, and the lower cost means companies can extend protection to more applications. The fastest way to begin enjoying the benefits of a virtual approach to disaster recovery is to trust VMware® Professional Services to plan and design the right solution for your environment.

## VMware Business Continuity and Disaster Recovery Services

The success of any business continuity solution starts with a clear understanding of the business needs that the new technology architecture must support. Along the way, people and processes must adapt to the change. The experienced consultants in the VMware Business Continuity and Disaster Recovery Services practice specialize in translating business continuity requirements into a virtual infrastructure for disaster recovery. Our custom engagements begin with extensive business analysis and end with proven solutions that are grounded in best practices. We help VMware customers train their staff and define roles and responsibilities, as well as model processes for disaster recovery workflows, dependencies, and testing.

Whether you are implementing VMware vCenter Site Recovery Manager (SRM) to automate the execution of a disaster recovery plan for the virtual environment or to facilitate a datacenter migration to VMware vSphere, VMware Professional Services offers proven ways to safeguard your virtual server infrastructure. We provide a comprehensive architectural design that addresses each client's unique requirements. And we transfer virtualization knowledge through pilot implementations and workshops, assuring business continuity through planned and unplanned situations.

**Better Protection at a Lower Price**

- Accelerate disaster recovery and business continuity planning
- Mitigate the risk of deployment by leveraging experienced consultants and understanding proven best practices
- Maximize the benefits of a virtual infrastructure

**An End-to-End Consulting Process**

- Jumpstart workshops
- Requirements documents
- Design and implementation guidelines and roadmaps
- Installation and configuration guidelines and procedures
- Operations guidelines and procedures
- Operational and design verification

**Benefits of VMware Business Continuity and Disaster Recovery Services**

VMware customers who turn to VMware Professional Services for business continuity and disaster recovery services maximize the benefits of their virtual infrastructure. They adopt proven best practices from the start by tapping into the experience of expert business consultants. Extensive business analysis so that the resulting solution matches the needs of the organization, while reducing the time it takes to put a reliable plan in place and helping you to achieve success on the first try.

**Our Consulting Approach**

VMware Business Continuity and Disaster Recovery plan and design services range from simple to highly complex technical designs, and we can tailor any engagement to the needs of the organization. A typical process includes preparation and knowledge transfer phases, requirements gathering, design sessions, presentation of deliverables, and a final project wrap-up. Deliverables may include interactive on-site workshops, detailed requirements documents, design and implementation guidelines and roadmaps, installation and configuration guidelines and procedures, operations guidelines and procedures, and operational and design verification.

Companies often underestimate the complexity of preparing for disaster recovery. VMware Certified Professional consultants can help you to deliver the business services you need, when you need them. We work with companies that are new to virtualization as well as those that are expanding their virtual infrastructure to support business continuity needs. Contact your VMware sales representative today.

