



With modern business reliant on timely access to applications and data, system downtime can be crippling. Regular backups are not enough – you need to know which systems are business-critical and how quickly those systems can be recovered. If it takes days or weeks to rebuild from backup tapes will the business survive? Disaster recovery plans need to consider availability, replication, virtualisation options, remote management, failover, storage and more. A customised disaster recovery solution tailored to your organisation can ensure that that your business survives unexpected disruption.

## case study one

**Challenge**  
A national organisation discovers branch offices are not always completing nightly backups, putting continually-updated sales records at risk.

**Solution**  
A bandwidth-friendly remote backup service, data replication for sales automation software and failover servers.

**Benefit**  
Maximum availability for the central sales application and rapid recovery for remote offices.

**A SOLUTION RIGHT FOR YOU**

Blue Connections customised disaster recovery solutions are designed to meet the specific business needs of organisations that:

- Use IT systems for business-critical operations
- Need maximum availability of IT applications and data
- Want cost-effective ways to recover rapidly from data loss, application failure, hardware failure, user error or natural disaster

**THE BUSINESS IMPERATIVE**

The reliance on always-on systems by an organisation offering e-commerce services is obvious. The IT and communications system is the business – and without it, the business fails. However, many other businesses fail to appreciate their similar risk exposure. In any high turnover operation, the loss of a day's trading data can have a major impact. Losing access to email for several days can seriously damage customer service and reputation. Inability to invoice for a week can cripple cash flow. Halting production lines can quickly lead to stock-outs and staff stand-downs.

Availability and recoverability are the key, not just back-ups. Rarely-changing data can be restored from last week's full backup, but how much of your data changes every day or every hour? Data can corrupt. Hardware, networks and power grids will fail. Users or administrators can accidentally delete the wrong file. Water pipes can burst and buildings do burn. The important question is not "Could things go wrong?" but: "How quickly could our business recover?"

**DOES YOUR DATA STORAGE MEET YOUR BUSINESS NEEDS?**

Ten critical critical questions for every organisation:

- 1 How do you ensure maximum availability for business-critical systems?
- 2 How quickly could you recover from a single application or single hardware failure?
- 3 Could your business survive a fire, flood or other natural disaster?
- 4 Does your ability/timeframe to recover meet your organisational risk portfolio for system downtime?
- 5 How long could you survive without your web server?
- 6 Do your remote offices do regular reliable backups? Are you sure?
- 7 Is backup media taken off-site to secure storage? How often?
- 8 How much would it cost you to lose a day's transactions?
- 9 Do you avoid remote backups because of bandwidth concerns?
- 10 Would no-obligation advice from disaster recovery experts help?





*“whatever it takes”*

## case study two

### Challenge

Longer-than-expected downtime during a routine accounting software upgrade highlighted to a law firm how business-critical this application is.

### Solution

Implementation of a mirrored server with real-time replication of transaction data to enable failover in case of disaster.

### Benefit

Business continuity in case of hardware or software failure and rapid remote access in case of building loss in a natural disaster.

### LEARN MORE

Visit [www.blueconnections.com.au/data.aspx](http://www.blueconnections.com.au/data.aspx) or call (03) 9560 0999 to request an obligation-free consultation with a Blue Connections disaster recovery expert to discuss your organisation's current risk management challenges.

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### HOW WE CAN HELP

No disaster recovery system is right for every organisation. Blue Connections will work with you to understand your existing systems and your future business needs, then tailor a solution specifically for your organisation.

The right customised disaster recovery solution may include the following elements:

#### Backup systems

- Automated backup and recovery
- Centralised backup of remote data

#### Replication and failover systems

- High Availability solutions
- RAID disk arrays

#### Recovery tools and services

- Data centre hosting
- Recovery sites including hot-desks and call centres
- Consulting services including risk assessments and disaster recovery plans
- Installation and management services
- Financing, if required

### About Blue Connections

Blue Connections is a Premier IBM Reseller, Authorised IBM Warranty Repair Centre, IBM Credit Alliance Partner, IBM Solution Provider, Systems and Network Integrator. We offer more than just 'off the shelf' technology. We pride ourselves on delivering a complete solution.

- Network solutions
- Data storage solutions
- Email & data archiving solutions
- Disaster recovery solutions
- Servers, PCs & peripherals
- IT procurement & stock warehousing
- Repairs
- Evaluation, loan & rental equipment
- Installation services
- Technical outsourcing
- Integration services

### Our commitment to you

- We help businesses grow using technology as a key enabler – a platform for sustainable business growth
- We provide the full services of an IT department for clients to use whenever and wherever they require
- We look for additional value from client's existing technology by making it more useful
- We make technology more reliable and stable, to minimise downtime and reduce user frustration
- There is no 'one-size-fits-all' solution – we will always recommend technology solutions that are appropriate for your specific requirements
- We minimise response times for resolving your problems
- We ensure that each technology solution we recommend maximises business value for your organisation, whether it be a complete new system or an upgrade to an existing one
- We maintain an open dialogue and avoid surprise outcomes