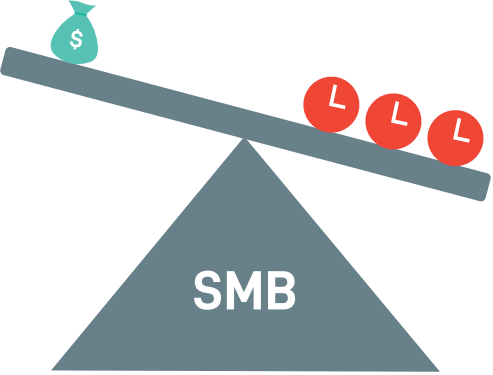


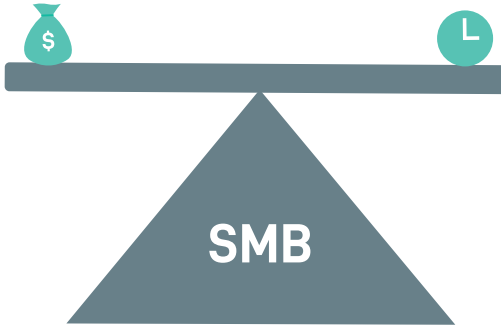


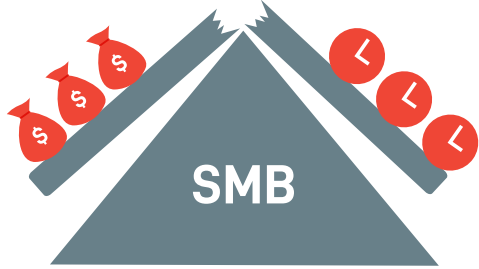



































| | TRADITIONAL BACKUP | BUSINESS CONTINUITY | HIGH AVAILABILITY |
|--------------------------------|--|---|---|
| | CHEAP + TIME CONSUMING | AFFORDABLE + AUTOMATED | EXPENSIVE + COMPLICATED |
| |  <p>SMB</p> <p> LOW COST  MORE TIME</p> |  <p>SMB</p> <p> LOW COST  LESS TIME</p> | <p>Not Built for SMBs</p>  <p>SMB</p> <p> HIGH COST  MORE TIME</p> |
| SOLUTION COST |  No business continuity component—limited to backup only. |   One vendor, One Bill Backup, Restore, Virtualize |    Significant Hardware Investment Too expensive for SMBs |
| SETUP AND CONFIGURATION |   +  Multi-vendor solution |  All-in-one solution (software, hardware, and cloud) |    +   Multi-vendor, multi-location solution |
| RECOVERY TIME |      Downtime and high failure rate during restore |  Downtime last seconds or minutes |   +   Redundant production system but if a major outage occurs you still require backup and testing |
| TESTING |      Manual testing |  Automated Backup Verification (at the time of backup) | |