

On-Demand Cloud



# DISASTER RECOVERY

for the Modern Business

Challenges & Trends

Damage of Downtime

State of DR

Cyberthreats

Solution Overview

Key Differentiators

Deployment & Coverage

DR Use Cases

How It Works

Ransomware Recovery

Partner DR Consulting

Learn More

As businesses continue to transform and become more digital, they also increase their dependency on technology—putting them at risk.

Disasters and cyberattacks are prevalent—many orgs are not ready

## 52% EXPERIENCED ONE OR MORE SENSITIVE DATA BREACHES IN 2019

Forrester, “Top Cybersecurity Threats in 2020”, Jan 2020

RANSOMWARE ATTACKS  
CAUSE AN AVERAGE OF  
**23 days of  
downtime**

Coveware

**\$4.62M**

AVERAGE TOTAL  
COST OF A  
RANSOMWARE BREACH

IBM Cost of a Data Breach Report 2021

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Learn More

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# DR Trends & Challenges



IT can't add resources to manage complex, expensive DR solutions



Too difficult to accommodate data center growth with physical / onsite DR



Testing is too disruptive to conduct regularly; not validating changes puts companies at risk



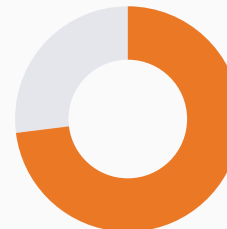
**28%**  
YoY data volume growth



**38%**  
Testing DR plans more than twice a year (up from 17%)



**30%**  
Took over a day to recover from their most significant outage



**73%**  
Claim they are spending more in data protection to combat ransomware

# Cyberthreats

Cyberattacks rank next to natural disasters and water crises in impact and likelihood

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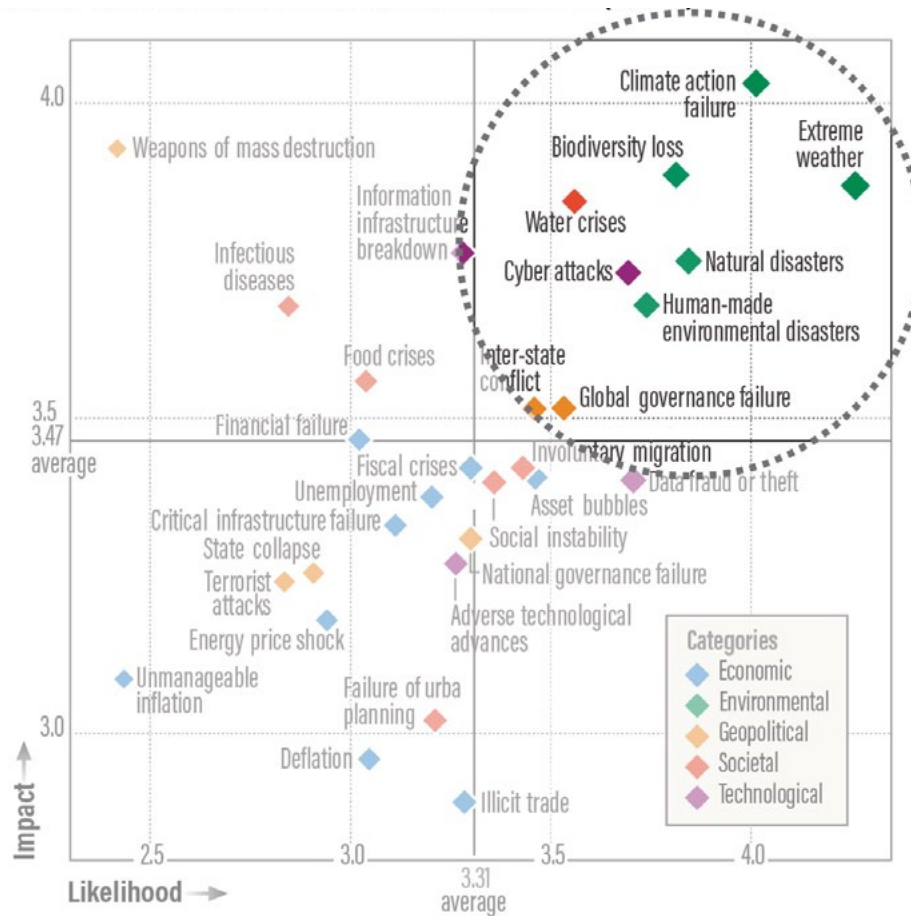
## How It Works

## Ransomware Recovery

## Partner DR Consulting

## Learn More

Long-Term Global Risks Landscape (2020)



# Disaster Recovery as a Service (DRaaS)

On-demand disaster recovery + easy-to-use SaaS + cloud economics

Stop relying on underpowered, outdated DR platforms to come to your rescue. VMware DRaaS uses VMware Cloud on AWS hosts to deliver the on-demand performance you need if disaster strikes.

Our DRaaS provides a critical balance between cost and recovery priorities, allowing you to extend coverage to more apps. Replace underpowered, high-maintenance DR targets with infinite cloud scale and recover your VMs with a few clicks!

Challenges & Trends

Solution Overview

Key Differentiators

Deployment & Coverage

DR Use Cases

How It Works

Ransomware Recovery

Partner DR Consulting

Learn More



## Cloud Economics

- Pay for failover capacity only when it's needed
- Get the economies of scale to manage large volumes of data and Instant VM Power-on (as soon as infrastructure capacity is available)
- Delta-based failback minimizes egress charges and accelerates restores by only transferring data changes
- Achieve up to 60% lower TCO over traditional DR solutions



## On-Demand Resiliency

- Instant VM Power-on for faster recovery without time-consuming rehydration of data
- Pilot Light clusters accelerate recovery time even further
- VMs maintained in native vSphere format eliminate time-consuming conversions



## Easy To Use

- Consistent VMware operating experience on-premises and in the cloud
- Manage cloud DR site and production sites with vSphere console
- Use familiar abstractions such as clusters, resource pools, data stores, virtual switches and port groups following a failover



## Non-Disruptive Testing

- Simple, non-disruptive testing empowers organizations to rehearse DR plans frequently, driving DR readiness
- Continuous DR Health Checks run every 30 minutes



## Improve Business Continuity

- Disaster recovery is an important part of your business continuity plan
- Cloud-based DRaaS provides safety from disasters that may impair your applications and infrastructure

## Key Differentiators



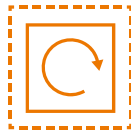
### Balanced Priorities

Flexibility to balance RTO, RPO and TCO based on application and budget requirements



### Low TCO

Low total cost of ownership with efficient cloud storage, paying for failover capacity only when needed and no egress charges



### Fast RTOs

Fast recovery times with Instant VM Power-on, no data rehydration needed, and Pilot Light option



### Recover at Scale

Failover and failback at scale or at a granular level with powerful DR orchestration engine



### Recover from Ransomware

Rapid ransomware recovery with immutable recovery points, rapid iterative evaluations and file-level recovery



### Manage DR Health

Non-disruptive DR testing, continuous DR Health Checks and periodic data integrity checks

# Deployment & Coverage

Challenges & Trends

Solution Overview

Key Differentiators

Deployment & Coverage

DR Use Cases

How It Works

Ransomware Recovery

Partner DR Consulting

Learn More

## Protect New Workloads in Minutes

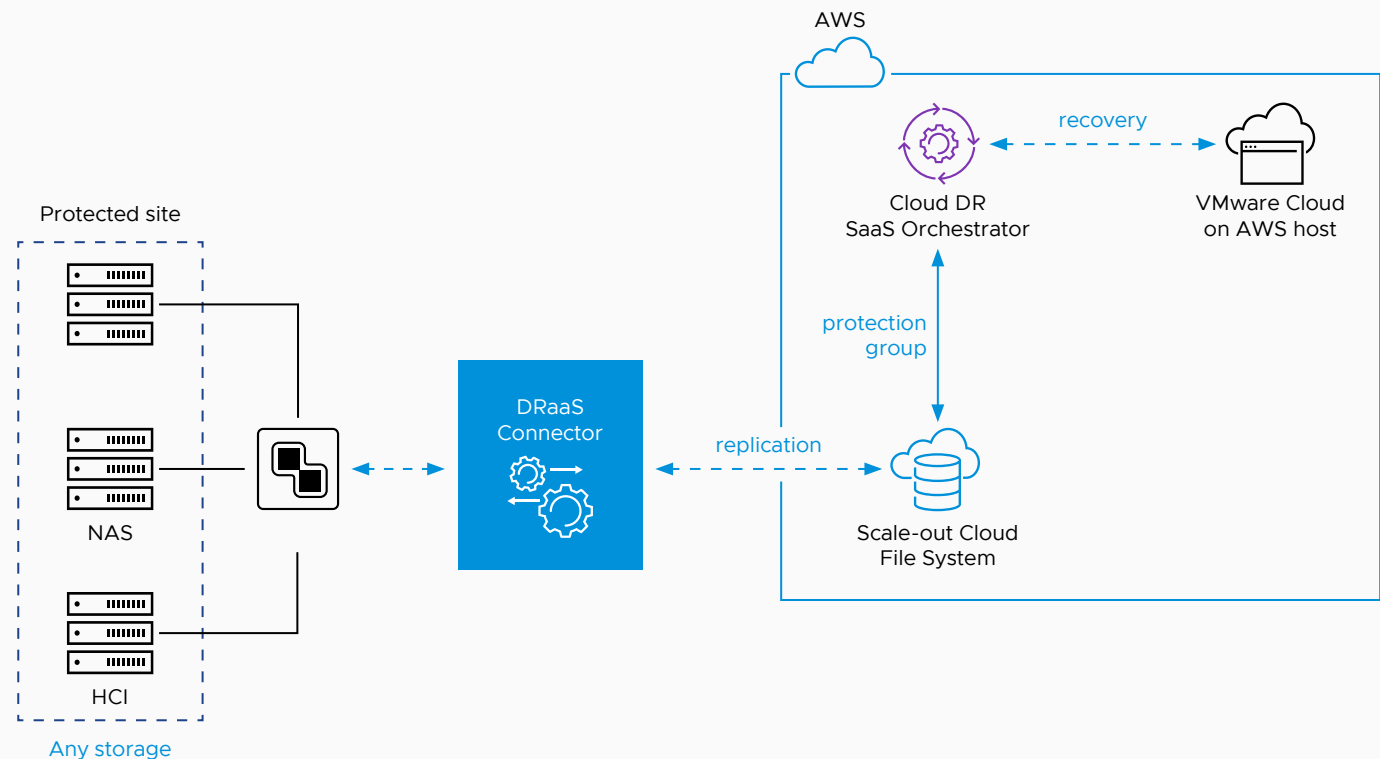
- Deploy the DRaaS Connector, a lightweight virtual appliance, to the protected vSphere site
- DRaaS orchestrates failover from on-premises to VMware Cloud on AWS, or from a VMware Cloud in one AWS Availability Zone (AZ) to another AZ

## Automatically Protect New VMs

- Auto-protect new VMs by defining a protection group; VMs are then automatically matched to protection groups based on name patterns, tags and folder membership—without any additional workflow or admin effort

## SaaS Simple

- SaaS Orchestrator guides the process of deploying the DRaaS Connector and setting up protected sites
- Deploy DRaaS Connectors to multiple on-premises or VMware Cloud on AWS sites to create a fan-in topology to a single Scale-out Cloud File System



## Important DR Use Cases



### Recover Quickly From Ransomware

Non-disruptive validations of immutable cloud-based recovery points ranging from hours to months old and instant powering on of VMs in the cloud drive confidence in rapid ransomware recovery. By the end of 2021, **one organization will fall victim to ransomware every 11 seconds.**<sup>1</sup>

[Learn More](#)



### Expand or Replace Existing DR Site

Modernized DR operations delivered as a cloud-based service remove the need to own, rent or maintain secondary DR sites while reducing burden on IT teams and driving TCO reductions compared to traditional DR.



### Optimize DR Costs

Tune your SLAs and costs to match application requirements and pay only for the protection you need—all within a familiar VMware ecosystem. TCO can be optimized to avoid overspend in backup and recovery.



### Stay Compliant With Audit-Ready DR

Automated Health Checks and workflows along with integrated reporting of testing, failover and failback operations drives compliance risk mitigation and provides proof that DR plans are being tested and executed correctly.



# DR You Can Count On

VMware DRaaS offers on-demand disaster recovery, delivered as an easy-to-use solution with cloud economics. It combines cost-efficient cloud storage with simple SaaS-based management for IT resiliency at scale. Customers benefit from consistent VMware operations across production and DR sites, no VM conversion to move works across platforms, and no need to retrain or reskill vSphere admins.

Challenges & Trends

Solution Overview

Key Differentiators

Deployment & Coverage

DR Use Cases

How It Works

Ransomware Recovery

Partner DR Consulting

Learn More

## Fast, Flexible Recovery

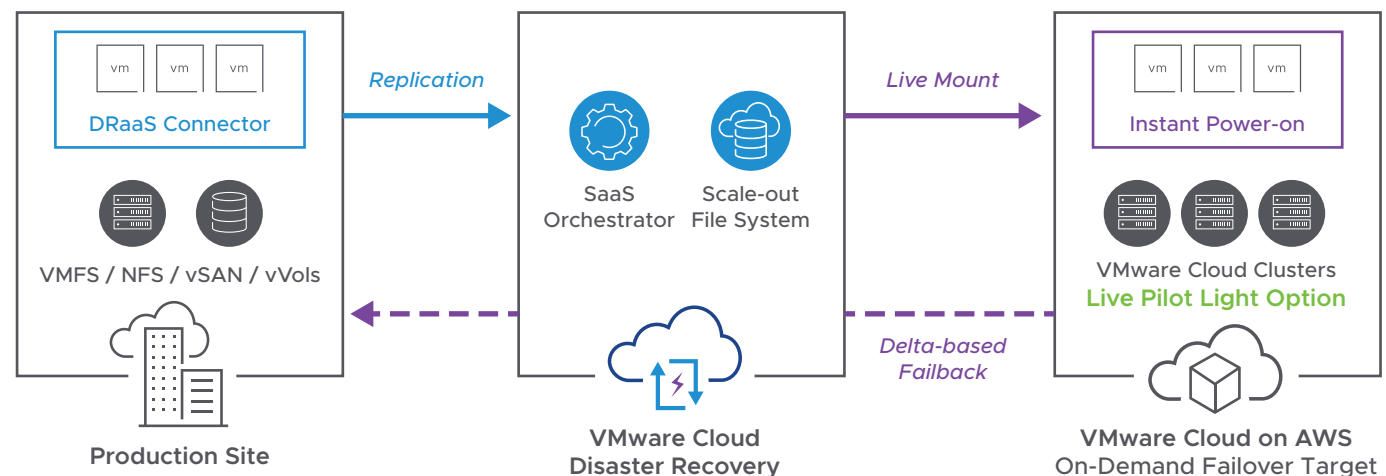
- A sophisticated **DR workflow engine** allows you to create customized and flexible recovery plans for hundreds to thousands of workloads
- **Instant VM Power-on** (live mount) with zero copy and no rehydration of data from cloud storage to VMware Cloud on AWS hosts required
- **Pilot Light** clusters allow you to provision a small footprint of failover capacity, as well as pre-configure the network and have foundational components running such as Domain Controllers, to avoid needing to deploy a VMware Cloud after an outage, accelerating recovery time

## Built-In Validations

- Automatic Health Checks of the DR plan every 30 minutes increase confidence that the DR plan will work when needed
- Scale-out cloud filesystem checks the integrity of the data periodically to confirm that the backup data is ready and usable when needed

## Secure Service

- Protected workloads and data are incremental, encrypted and stored in redundant cloud storage
- Automated DR Health Checks every 30 minutes drive recovery readiness



Blue: Steady-state operations

Purple: Activated for tests, failovers, failbacks

# Rapid Ransomware Recovery

DRaaS plays a critical role in data availability and resiliency management and is often the **last line of defense** in the event of a ransomware or security breach.

There's no ironclad way to prevent a ransomware attack, which is why the intersection of security and recovery should drive your cyber-resilience objectives and power your ability to restore business operations. Minimize downtime and data loss in the face of ransomware with immutable cloud-based snapshots and Instant VM Power-on for rapid recovery point experiments with VMware DRaaS.



## Clean DR Environment

- VMware Cloud in AWS nodes provide a greenfield environment for recovery
- Isolated networking and compute resources
- Deploy and/or scale DR site as needed



## Rapid Testing & Evaluations

- Fast recovery from Live Mount NFS – Instant VM Power-on
- Non-disruptive, frequent DR testing
- Seamless iteration of potential recovery points to find best case
- Continuous end-to-end DR Health Checks every 30 minutes
- No data rehydration required increases recovery speed



## Immutable Snapshots

- Data is stored off-site in the cloud
- Stored in an intrinsically secure Scale Out Cloud File System (SCFS) and can't be altered by malware
- Robust retention of recovery data – hundreds of independent snapshots
- Continuous data integrity checks



## Recovery at Scale

- Powerful DR orchestration engine
- Detailed DR plan recovery control – isolated and at scale
- Runbook reports provide record of testing and failover
- Easily scale back DR failover capacity when not in use

# Enhanced Ransomware Recovery

An as-a-service add-on to DRaaS powered by VMware

Enhanced Ransomware Recovery is uniquely designed to address the top challenges organizations face when recovering from ransomware: identifying recovery points, validating recovery points, minimizing data loss and downtime, and preventing reinfection.

Enhanced Ransomware Recovery uses an on-demand isolated recovery environment in the cloud for safe recovery without risk of reinfecting production workloads. **Guided recovery workflows** help you:

Quickly identify recovery point candidates with guided restore point selection

Validate restore points using embedded next-gen antivirus and behavioral analysis

Recover data with minimal loss

Challenges & Trends

Solution Overview

Key Differentiators

Deployment & Coverage

DR Use Cases

How It Works

## Ransomware Recovery

Overview

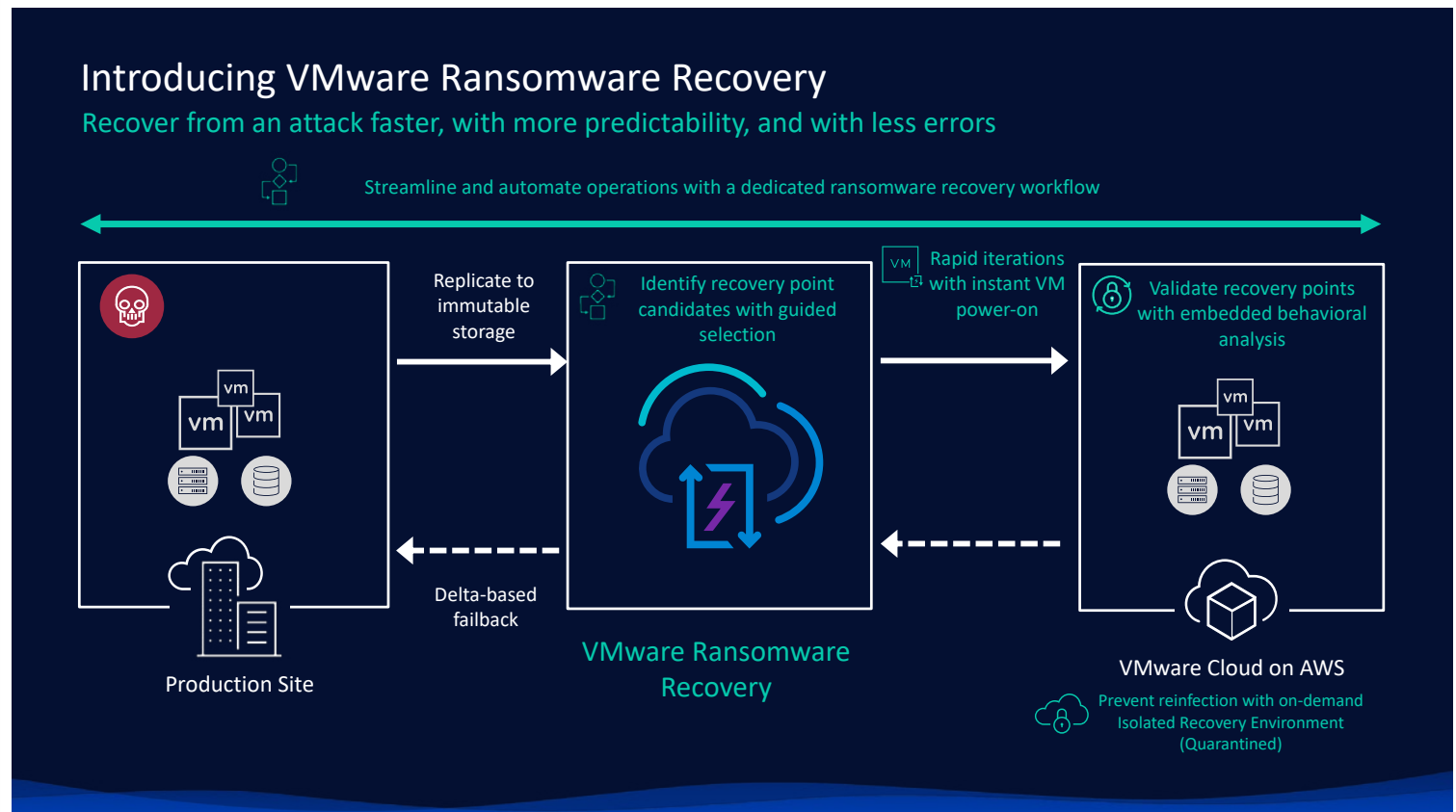
Enhanced Ransomware Recovery-1

Enhanced Ransomware Recover-2

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# Enhanced Ransomware Recovery

An as-a-service add-on to DRaaS powered by VMware

Together, DRaaS and Enhanced Ransomware Recovery help businesses recover from ransomware attacks faster and with more predictability and confidence.

## Challenges & Trends

## Solution Overview

## Key Differentiators

## Deployment & Coverage

## DR Use Cases

## How It Works

## Ransomware Recovery

Overview

Enhanced Ransomware

Recovery-1

Enhanced Ransomware

Recover-2

## Partner DR Consulting

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### DRaaS

- On-demand resiliency and recovery
- Optimized TCO with cloud economics and scale
- Familiar, consistent VMware experience from end to end
- Granular or at-scale recovery



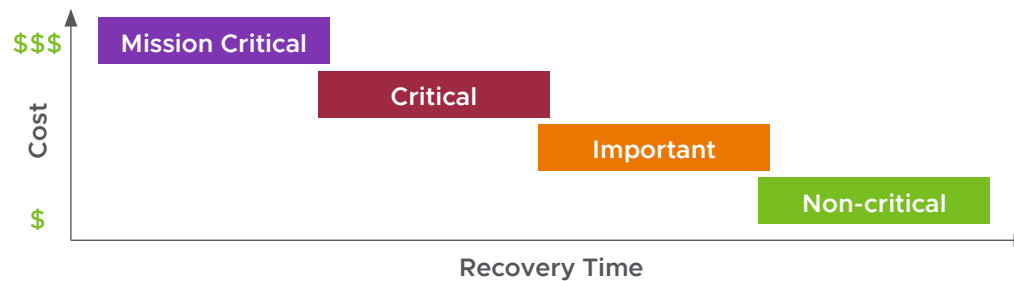
### Enhanced Ransomware Recovery

- Guided restore point selection to identify good recovery candidates
- Validated restore points using embedded next-gen antivirus and behavioral analysis
- Predictable ransomware recovery in an on-demand isolated recovery environment with guided, automated ransomware recovery workflows
- Prevent reinfection with push-button VM network isolation levels

# Ramp Up Your DR Effectiveness

Despite the ease of use of our DRaaS solution, there is no substitute for the critical evaluation of applications and their recovery requirements, designing a wholistic recovery plan that supports your overall business continuity plan, and the ongoing review of operational choices to address change and maximize the value of your investments.

We can help you make the proper assessment for each workload, balancing recoverability and cost, so you have the protection your business needs should disaster strike.



Additional services are available for business continuity planning, DR onboarding, configuration assistance and more. More fully-managed services are available for organizations that want to delegate aspects of their day-to-day operations.

Deploying the solution and deriving value from it are also achievable on your own. Simply follow the 5 steps to DR readiness:



## Plan

Map applications  
Select SLAs  
Organize on-prem



## Define

Build site(s)  
Define policies  
Begin data copy



## Configure

Deploy cloud site  
Align sites  
Define DR plans



## Test

Test failovers  
Measure results  
Adjust plans



## Operate

Review runbooks  
Monitor sites  
Report & audit

Challenges & Trends

Solution Overview

Key Differentiators

Deployment & Coverage

DR Use Cases

How It Works

Ransomware Recovery

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## Do These Issues Sound Familiar?



No/insufficient disaster recover strategy or plan



Poor application visibility and understanding of application dependencies



Lack of resources (staff and time) to deploy disaster recovery sites



Insufficient testing experience to ensure minimal disruption to operations



Lack of network traffic visibility and understanding of required network bandwidth



Lack of overall disaster recovery experience and skills

## Learn How DRaaS Can Help You Overcome These Challenges.



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