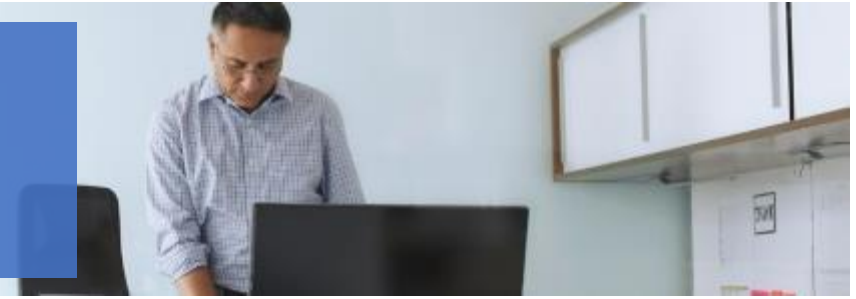


# Logicom Solutions Business Continuity as a Service (BCaaS)

**Logicom**  
Solutions



# Logicom Solutions LTD – Business Continuity as a Service



Logicom Solutions LTD offers two key services based on Microsoft Azure – Cloud Backup and Cloud Recovery that work in unison to provide one of the most powerful Business Continuity and Disaster Recovery solutions for a hybrid IT infrastructure. These services can be used to protect workloads running on customer's existing on-premises and cloud physical and virtual machines against interruptions caused by outages, natural disasters and other broad-scale failures

## Solution Alignment

### Logicom Solutions LTD – Business Continuity as a Service (BCaaS)

**Businesses face high costs in case there are infrastructure failures, which are completely avoidable with Backup and Site Recovery**



### Logicom Solutions LTD – Business Continuity as a Service – Cloud Backup

**Customer can avoid the need to develop and maintain secondary infrastructure just for backups**



### Logicom Solutions LTD – Business Continuity as a Service – Cloud Recovery

**High availability SLAs ensure quick recovery in case of a failure or outage**



# Business Continuity as a Service



## Common Challenges

### Challenges

- ❑ Significant high cost of setting up a Disaster Recovery Site
- ❑ Added Cost in regards to Backup Hardware and Software
- ❑ Need to own / rent second location + HW
- ❑ Physical Security
- ❑ Power and Cooling Running Costs
- ❑ Need to purchase extra SW License or HW from Backup Vendor

### Ideal Solution

- ❑ Cloud Backup Solution
- ❑ Cloud Site Recovery
- ❑ Minimum Investment in Backup Software
- ❑ Automated Failover
- ❑ Monitoring
- ❑ Test Failure

### Desired Outcomes

- ❑ Offsite Backup
- ❑ Site Resiliency
- ❑ Automation
- ❑ Business Continuity
- ❑ Lower running Costs
- ❑ Pay only what you use
- ❑ Unlimited Scaling



*Protect your Datacenter the Right Way!*

## Solution Benefits

### Cloud Backup

#### Azure Backup

- ❑ Application Consistent Snapshots using VSS
- ❑ Zero Cost for Upload / Download
- ❑ Always Incremental Backups (minimum daily overhead)

### Cloud Recovery

#### Azure Site Recovery

- ❑ Recover in Cloud
- ❑ Convert VMware VMs to run in Azure (failover) and back to VMware (failback)

### Better Together

#### Microsoft Workloads in Azure

- ❑ Leading Cloud Vendor
- ❑ Optimized for Security
- ❑ Same Vendor for OS and Cloud Platform (Optimizations)

## Current Use Cases

- ❑ *CTCARI* – Utilizing Azure Site Recovery to protect defined Critical Workloads in Azure
- ❑ *Feedus Investments* – Enforcing Azure Backup for offsite backups, eliminating the need for tape drives.

*"Logicom Solutions enabled us to secure our Critical Data in Microsoft Azure and reduce our RTO from days, to minutes"*

**Andreas Panayi** – IT Manager – CTCARI

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# Logicom Solutions LTD – Business Continuity as a Service

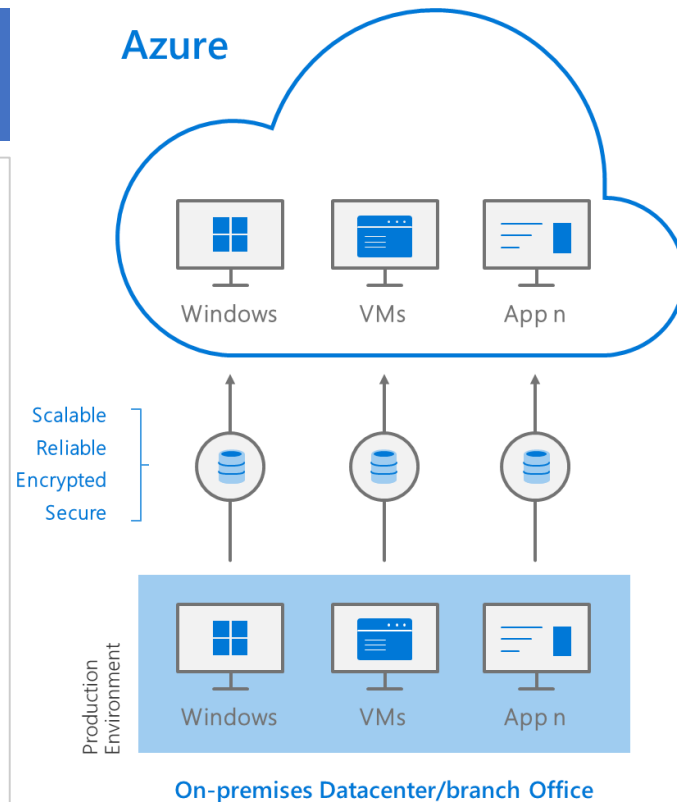


## Solution Design

### Cloud Backup

#### Azure Backup

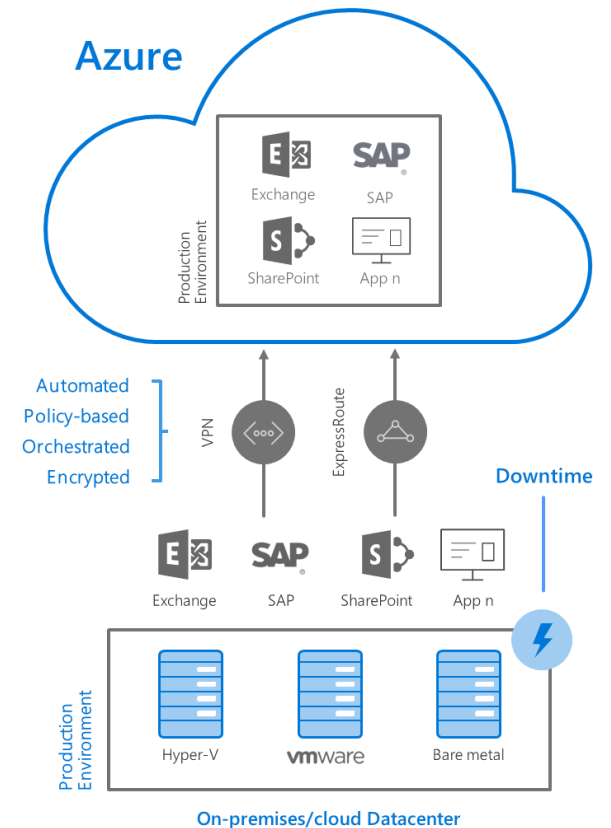
- ❑ Create virtual machines with fabric- level protection
- ❑ Direct-to-cloud backup of files and folders
- ❑ Built-in protection against ransomware
- ❑ Economical cloud pricing with pay-as-you- go storage
- ❑ Move beyond tape and get unlimited scale and your information back quicker
- ❑ Gain visibility into centrally stored remote office backups without the complexity of in-house management



### Cloud Recovery

#### Azure Site Recovery

- ❑ Prevent downtime from disrupting your business
- ❑ Simple, automated disaster recovery from the cloud to protect applications
- ❑ Provides application-consistent recovery of critical workloads
- ❑ Leverage current investments
- ❑ Orchestrate one-click recovery even for complex multi-tier applications
- ❑ Ensure more applications meet your compliance requirements



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# Offerings



## Protection Plans

### Essentials Pack (S1)

- ❑ 1 – 5 VMs
- ❑ 2TB Backup

### Standard Pack (S2)

- ❑ 6 – 10 VMs
- ❑ 5TB Backup

### Premium Pack (S3)

- ❑ 11 – 15 VMs
- ❑ 10TB Backup

*All plans include: Initial Service Setup, Continuous Replication Health Monitoring and Reporting, Backup Job Monitoring and Reporting, Quarterly Test Failover*

- 1. All plans require a yearly commitment*
- 2. In case of use of ASR, charges of powering up the VMs in Azure are not included*



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## Customer Success Story



*"Logicom Solutions enabled us to secure our Critical Data in Microsoft Azure and reduce our RTO from days, to minutes"*

**Andreas Panayi** – IT Manager – CTCARI

- 50K Euros
- 09/2015
- Retail/Cyprus

## Win Results

Business Continuity as a Service from Logicom Solutions enables CTCARI to set up Disaster Recovery Site in Azure (Public Cloud) as a Service quickly which is also cost effective, reliable and secure.

CTCARI has a testable DR site on the Cloud where they can do routine DR drill every quarter without impacting production site and Productivity as now they don't need anybody at the office on weekends and can test DR on weekdays also.

The lack of huge initial investment helped bring down the cost by a large margin. Furthermore, Azure Site Recovery also helped bring the cost further down by ensuring that all servers will remain off until and unless DR is triggered. It is approx. 70% cost saving compare to on-premise Secondary DR Site.