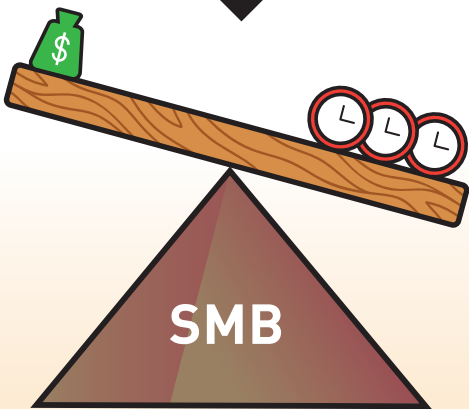
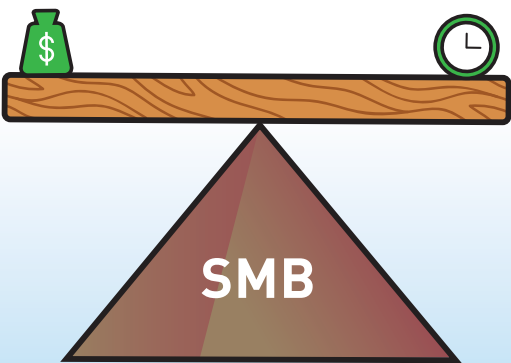
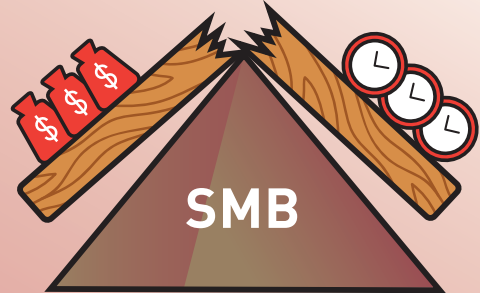


	TRADITIONAL BACKUP	BUSINESS CONTINUITY	HIGH AVAILABILITY
	CHEAP + TIME CONSUMING	AFFORDABLE + AUTOMATED	EXPENSIVE + COMPLICATED
	 <p><b>SMB</b></p> <p>LOW COST MORE TIME</p>	 <p><b>SMB</b></p> <p>LOW COST LESS TIME</p>	<p><b>Not Built for SMBs</b></p>  <p><b>SMB</b></p> <p>HIGH COST MORE TIME</p>
SOLUTION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