



## Why DRaaS?

Disaster Recovery as a Service (DRaaS) has revolutionized the way organizations build resilience into every aspect of their operations, minimizing downtime in today's always-on world. A flexible, cost effective alternative to legacy DR solutions, DRaaS delivers simplicity and reduced cost through orchestration, automation and managed recovery services.

### Why Recovery Point for DRaaS?

- DRaaS Market Leader – Highest Gartner Rating for Execution two years running
- One service provider for all requirements, from Mainframe to X86
- OPEX model delivers lower costs and greater flexibility
- Full recovery orchestration options with turnkey Managed Services
- No Risk, Proof-of-Concept Testing – Try before you buy
- Security/Compliance Package – SOC2, PCI-DSS, FISMA, FedRAMP and Uptime Institute TIER III

The DRaaS market consists of hundreds of providers, all with different approaches and capabilities, creating immense complexity around vendor selection. Recovery Point eliminates the complexity and provides clarity around the value that we provide: We are not just a vendor for the short term, but a partner for the long haul.

### Ranked Highest in Execution Two Years in a Row

#### Magic Quadrant

Figure 1. Magic Quadrant for Disaster Recovery as a Service



## THE ONLY DRAAS PROVIDER YOU'LL EVER NEED

While the great majority of DRaaS providers are limited to servicing virtualized x86 environments, Recovery Point has decades of experience supporting complex, heterogeneous virtual and physical environments including:

- **IBM Z mainframe**
- **IBMi**
- **AIX**
- **X86 (physical and virtual)**

## WHAT DO YOU GET?

### KEY FEATURES:

#### Resilience Anywhere

Whether your workloads run on-prem, in a private, public or hybrid cloud, or any combination, we will provide holistic, unified resilience to meet your business requirements.

#### The End of CAPEX

Eliminate legacy solutions and expensive CAPEX refresh cycles. Recovery Point delivers pure OPEX resiliency solutions that adapt to the dynamics of your business requirements, not ours. We take care of the investments necessary to keep your business safe, so you can deploy your capital towards business growth.

#### Achieve Compliance

In addition to protecting your operations against the impact of disaster events, hardware failures, human error, cyber-attack or even planned outages, our predictable DRaaS programs help drive down RTOs and RPOs and align your resilience strategy with your regulatory and compliance requirements.

#### Operational Benefits and Integrated Visibility

DRaaS delivers the following operational benefits:

- On-demand, remote, non-intrusive recovery exercising
- Offline sandbox environments to test upgrades in isolation
- True application resilience through recovery workflow automation across heterogeneous environments

#### Avoid Commitment Regret

Our no-cost, proof-of-concept testing program lets you put the solution and us to the test, before you make a decision. It reduces your risk and introduces you to our competitive differentiator - our people.

#### Recovery Point - The Right Choice

Achieving the always-on services your customers expect requires flexibility and a singular focus on resilience. But you don't have to be an expert in DRaaS to meet their expectations. That's what we do for you. We offer Assisted or Fully Managed SLA-based application recovery in a variety of delivery models, supported by highly credentialed technical staff. We focus on our core business so you can focus on yours.

## KEY SERVICE FEATURES

### Cost Savings

- Eliminate equipment ownership and obsolescence costs
- Minimize ongoing monthly costs by acquiring services on demand
- Save time with rapid solution deployment via scalable cloud services

### Proof of Concept

- Our no-cost, proof-of-concept testing program establishes confidence in both the solution and our award winning services. You can “try before you buy.”

### Fully Managed Service Format

- Enjoy 24x7x365 direct access to Recovery Point’s highly credentialed support staff

### Flexible Contract Terms

- Scale up or scale down as your needs change

## WHY CHOOSE DRaaS POWERED BY RECOVERY POINT?

[LEARN MORE >](#)

- Over 20 years of recovery execution experience supporting complex IT environments

- Industry leadership recognized by the leading analysts

- Reliable, resilient solutions delivered from Uptime Institute Certified Tier III facilities

- Support for large heterogeneous environments and legacy systems

- Low cost, national “Last Mile” network with equal access to over 700 carriers

## INDUSTRY RECOGNITION

Recovery Point named in the July 2018 Gartner Magic Quadrant for DRaaS, scoring the highest in Ability to Execute for the second consecutive year.

“Recovery Point is one of three vendors in this Magic Quadrant that has significant experience providing recovery for non-x86 workloads and mainframes. Of the three, Recovery Point proposals have been the most competitive by a significant margin when Gartner has performed side-by-side comparison contract reviews on behalf of Gartner clients.”

[Gartner Magic Quadrant for Disaster Recovery as a Service, July 2018 \(source\)](#)

“ Recovery Point contractually commits to limit subscriptions in a radius around a customer’s location to mitigate risk associated with dilution of resources due to a regional event. Meanwhile, existing customers tout Recovery Point’s staff in terms of technical expertise, responsiveness, degree of involvement during exercises, and general willingness in terms of flexibility and collaboration.”

[Gartner Magic Quadrant for Disaster Recovery as a Service, July 2018 \(source\)](#)

## RECOVERYPOINT

### ABOUT RECOVERY POINT

Recovery Point Systems is an independently recognized national leader in cloud based and legacy resilience solutions. Serving commercial organizations ranging from the Fortune 500 to SMBs, as well as Federal, state and local governments, Recovery Point delivers a comprehensive suite of IT resiliency and disaster recovery solutions for heterogeneous environments ranging from the mainframe to desktops. For more information about Recovery Point, visit [www.recoverypoint.com](http://www.recoverypoint.com).