DATA SHEET

ScoutCloud Enables Recovery as a Service

Most complete and robust offering for MSPs and Cloud Providers looking to offer best in class recovery services

- ScoutCloud combines four essential components to enable Recovery as a Service: best in class data and application protection, comprehensive P2V and V2V recovery engine, a provisioning manager that automates provisioning of recovery for virtual machines and associated storage combined with a full-fledged multi-tenant portal
- Seamlessly protect any customer server (physical or virtual) and recover it near instantaneously as a virtual machine in the cloud
- Bundles P2V with backup and remote replication, delivering true application-consistent data availability and block-level continuous data protection with application awareness
- ScoutCloud enables effective, economical, scalable and easy to deploy RaaS

In the past, Managed Service Providers (MSPs) and cloud providers would spend years developing or procuring technologies to provide cloud-based disaster recovery solutions. In-house product development was capital-intensive and developing a replication engine by itself could take years. Such a service would require a physical to virtual recovery engine, virtual machine (VM) provisioning, a multi-tenant capable dashboard and backend infrastructure management taking additional time and capital. A quicker route, but just as capital-intensive would include procuring a number of separate solutions from multiple vendors and assembling the pieces together, which involved considerable product integration work. Both of these legacy ways to implement cloud-based recovery increased costs and time-to-market.

ScoutCloud Enables Recovery as a Service

ScoutCloud™ platform addresses the growing market for cloud-based disaster recovery products, also referred to as the Recovery as a Service (RaaS) market. ScoutCloud leverages next generation recovery technologies including disk-based recovery, continuous data protection (CDP), application snapshot API integration, asynchronous replication, application awareness, and WAN optimization. These next generation recovery technologies are wrapped up in a single product, offering: best in class data protection; a comprehensive physical-to-virtual (P2V) and virtual-to-virtual (V2V) recovery engine that supports all applications; a provisioning manager that automates provisioning of recovery for VMs and associated storage combined with a full-fledged multi-tenant portal. This enables MSPs and cloud providers to have the fastest time-to-market when offering customers a near zero RPO and RTO capable RaaS.

ScoutCloud Features Enabling Recovery as a Service

- Multi-tenant portal enables the management of all customer services through a single portal
- P2V, V2V replication engine seamlessly delivers a VM for every physical or virtual server in your customers' environment

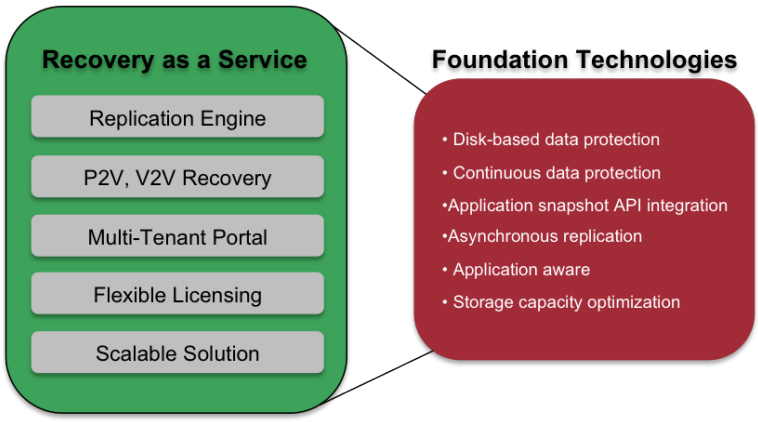


Figure 1. ScoutCloud's foundation technologies enable Recovery as a Service. MSPs and cloud providers can seamlessly protect and recover their customers' data and applications into the cloud.

- Delivers true application-consistent data availability across both virtual and physical machines
- Works with any and all applications to provide near zero RPO and RTO
- Automatic alerting on replication and recovery status
- Customized replication health reports
- Current and historical network utilization reports for end user billing
- Low overhead in deployment and use makes it a great fit for virtual machine environments that are a key supporting technology in cloud-based computing
- Heterogeneous support that maximizes MSP and cloud provider market opportunities by covering a wide range of server, storage, and application environments
- Flexible licensing model allows for a pay as you go

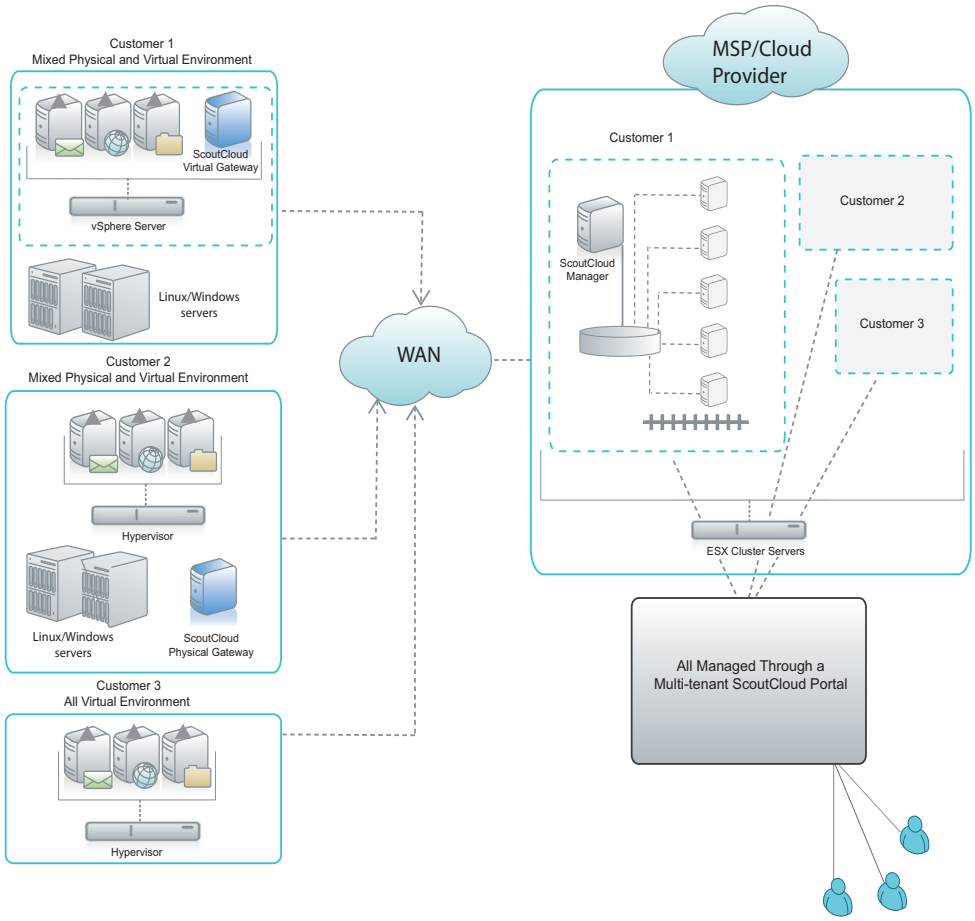
How it works

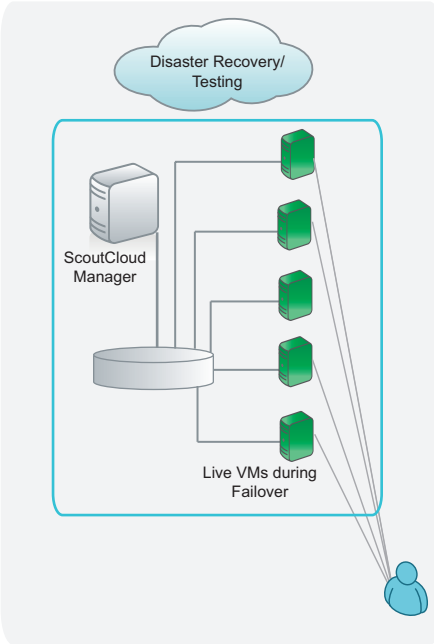
ScoutCloud is designed for a flexible replication model for faster solution delivery and optimize the available bandwidth. Low bandwidth customers can use offline sync technology for initial seeding of data locally and replicate only the delta changes over the WAN. Compression of delta changes by Scout Gateway further ensures the highest possible optimization of available bandwidth.

ScoutCloud eliminates system administration tasks saving time and effort. ScoutCloud completely automates the delivery of a VM into the cloud for every physical or virtual machine in the customer environment. It automates the tasks of creating a VM identical to the source server, provisioning storage to the VM and setting up replication between the customer's server and its newly provisioned VM in the cloud. Automated workflows for failover allow for efficient and fast launch of customer's infrastructure in the cloud during tests and disasters.

ScoutCloud's application aware CDP replication engine ensures that VMs can be launched to any past or latest point in time. The replicated data is application consistent and the launch of the VM automatically brings the application online.

ScoutCloud delivers complete VMs into the cloud, including the operating system and application instance as is on the source. For cloud providers, this translates to saved license costs on operating systems and applications. It also saves time and effort from having to install and configure the operating system and application.





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