



PARTNERSHIP INTRODUCTION

June 29, 2017



OUR MISSION

ERADICATE DOWNTIME & DATA-LOSS

With a 15-Minute Failover Guarantee

THREATS TO BUSINESS CONTINUITY



DATA LOSS



RANSOMWARE



DOWNTIME

THE PROBLEMS



SYSTEM DOWNTIME

System downtime and lost productivity costs more than \$100 billion in the U.S. every year.



EXPENSIVE SOLUTIONS

We spent \$12Bn on BC/DR systems last year in the U.S. \$21 Bn globally.



RANSOMWARE ATTACKS

Now the #1 directed disaster threatening global IT.



EVERYONE IS AT RISK

Computer outages grounded 3000 Delta flights in August, took over the San Fran Muni in December, and even grounded 1000 Southwest flights in July.

Sources: Avitu Group, Devops, Cloudendure, Evolven, and others.

THE SOLUTION



WHO

Infrascale was founded in 2011, HQ in Los Angeles, CA



WHAT

Business continuity software that lets companies recovery from any disaster.



WHEN

15 min failover, guaranteed.
Currently 70 seconds on average.



WHERE

Anywhere.
You can recovery in public clouds or private clouds.



WHY

Data protection hasn't changed in 30 years... but the cloud changes everything.

DATA LOSS BY THE NUMBERS



LOST APPS

75%

of the companies lost software applications, virtual machines, or critical files



LOST DATA

25%

of PC users lose data every year



LOST LAPTOPS

15%

of all laptops are stolen or suffer hard drive failures

OCCURRENCE OF DATA LOSS

Happen frequently

Hardware issue:

What happens if the RAID controller fails?
What happens if the network goes down?

Software issue:

Virus...

Human issue:

What happens if a user accidentally deletes data?
What if a disgruntled employee intentionally wipes drives?

Environmental issue:

What if the power goes out?

Happen once in a while

- Drought
- Earthquakes
- Extreme Heat
- Floods
- Fires
- Hurricanes
- Landslides & Debris Flow
- Severe Weather
- Space Weather
- Thunderstorms & Lightning
- Tornadoes
- Tsunamis
- Volcanoes
- Wildfires
- Winter Storms & Extreme Cold

COSTS CAN CRIPPLE A BUSINESS

WHAT'S THE COST OF ONE HOUR OF DOWNTIME?

\$8,000 for a small company to
\$600,000 for large enterprises





MITIGATE RANSOMWARE: CLOUD SOLUTIONS FOR DATA LOSS

CASE STUDY: FIDELITY AGENT RANSOMWARE ATTACK



- User clicked on Phishing Email
- Ransomware Attack Begins and Shuts Down Network



- Same Admin/Passwords for all users = unable to trace where attack began



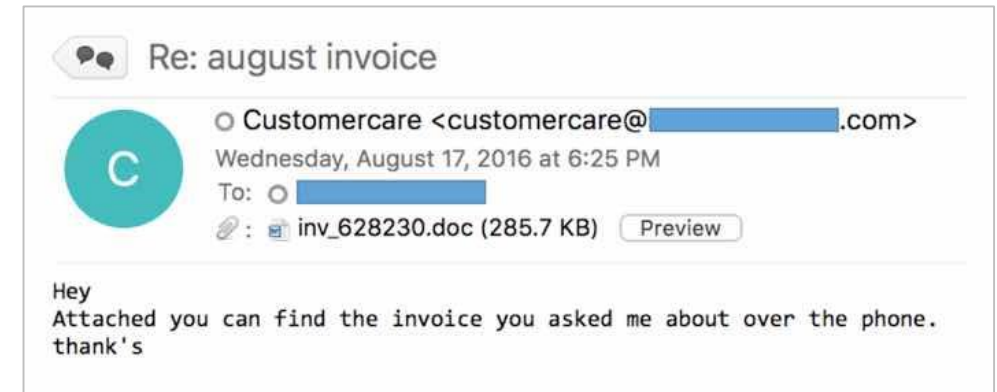
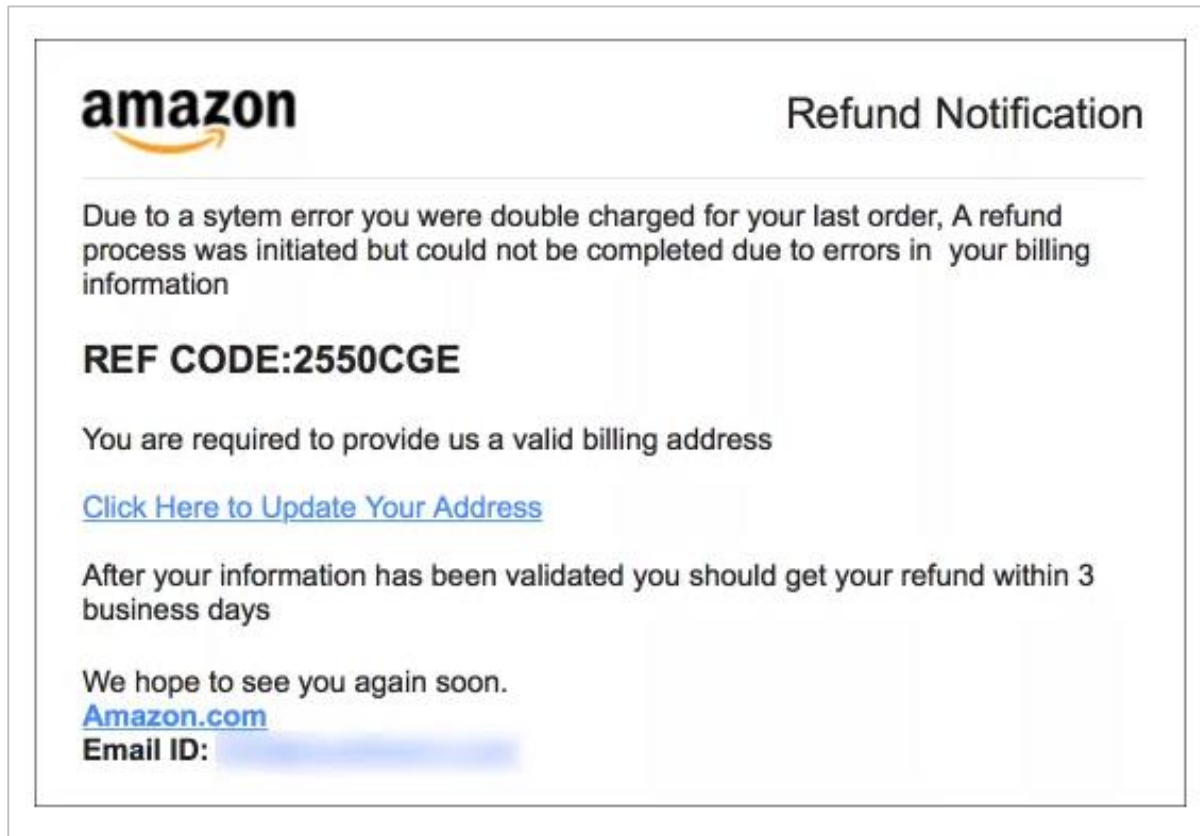
- Downtime begins – lost opportunities, lost production, lost opportunity cost
- No good backups in place to restore



- Trifecta of errors:
 1. Same Username/Password for everyone
 2. Lack of education on Phishing Attacks
 3. Lack of Management of Backup/Recovery plan

PHISHING ATTACKS THAT YOU'D FALL FOR

93% of phishing emails are now ransomware.



THE BIGGEST COST OF RANSOMWARE IS...DOWNTIME

THE COST OF DOWNTIME FAR ECLIPSES THE COST OF THE ACTUAL RANSOM.

Downtime costs most organizations between \$5,000 to \$20,000 per day.

RANSOMWARE IS COSTING BUSINESSES \$75 BILLION PER YEAR

When you factor in operational downtime, staff resources to resolve the problem, and replacement of systems, ransomware is costing businesses more than \$75B/year..

TRADITIONAL BEST PRACTICES CANNOT HELP IF YOU GET INFECTED

Patching. AV Protection. Backups. All necessary, but these measures cannot help you if you get infected. DRaaS is the only practical way to quickly restore running systems & applications.

WITH CLOUD BACKUP SOLUTIONS, IT WOULD TAKE 4-5 HOURS TO RESTORE A PRODUCTION DATABASE. DRaaS TAKES MINUTES.

Ransomware targets production databases and mission-critical applications. When these get infected it takes considerable time, energy and cost to restore. With DRaaS, they're restored with a few minutes.

WANNACRY HAS INFECTED MORE THAN 200,000 SYSTEMS. DO THE MATH.

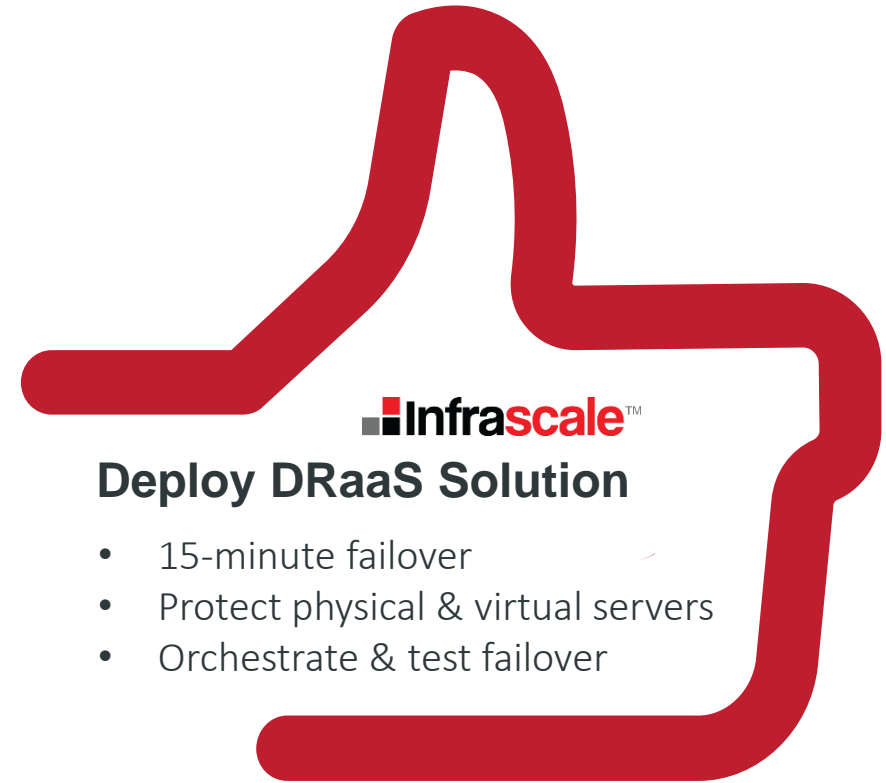
This math is scary. $200,000 \times 4 \text{ hours of downtime} \times \$1000 \text{ (cost of downtime per hour)} = \$800 \text{ million in downtime and lost productivity.}$

WANNACRY: PATCHING IS JUST THE BEGINNING

**NONE OF THIS WILL HELP
YOU IF YOU'RE INFECTED**

THE OBVIOUS STUFF

- User training (How to spot phishing attacks)
- Apply Windows Updates (patch)
- Update Windows OS (running XP)
- Regular, offsite backups
- Update AV/AS signatures
- Anomaly Detection
- Email filtering



 **Infrascale™**

Deploy DRaaS Solution

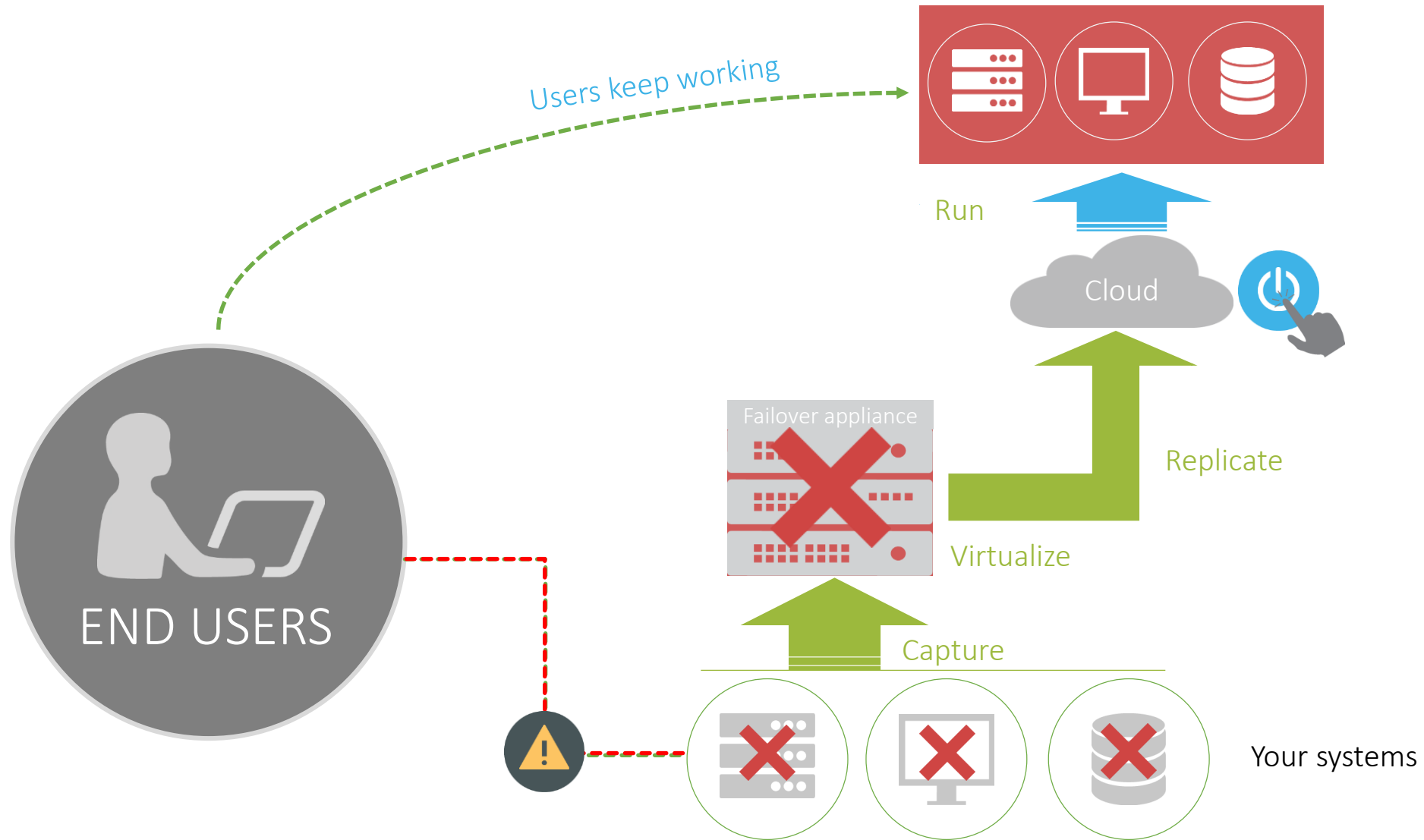
- 15-minute failover
- Protect physical & virtual servers
- Orchestrate & test failover

**AVERAGE AMOUNT OF
DOWNTIME: <2 mins**



ERADICATE DOWNTIME

PUSH-BUTTON FAILOVER





SOLUTION

INFRASCALE GUARANTEES SYSTEM FAILOVER FROM ANY
DISASTER IN 15 MINS OR LESS AT A FRACTION OF THE COST.

INFRASCALE

A COMPREHENSIVE DATA AND SYSTEM RECOVERY SERVICE



**INFRASCALE
DISASTER RECOVERY**

- Backup entire network of systems to an on-premise appliance and to the cloud
- Run system replicas in seconds
- Restore in your own time
- Optimized for mission-critical physical and virtual servers
- Guaranteed 15 minute or less SLA to recover servers and applications

COMPLIANCE & CERTIFICATION



HIPAA



SSAE 16



FINRA



SOX



CJIS

2017 GARTNER REPORT: LEADER QUADRANT

Gartner.

2017 GARTNER MAGIC
QUADRANT FOR DISASTER
RECOVERY AS A SERVICE



A background image showing two men in an office setting, high-fiving each other. The man on the left is wearing a blue button-down shirt, and the man on the right is wearing a red and black plaid shirt. They are both smiling and looking at each other. The office has large windows in the background and desk lamps in the foreground.

WHY PARTNER WITH

 **Infrascale**TM

?

SPECIAL FIDELITY PRICING

DISASTER RECOVERY AS A SERVICE (DRaaS)

Meter	\$/TB/Month
Normal End User Pricing	\$269.00
Fidelity Pricing (15% discount)	\$215.20

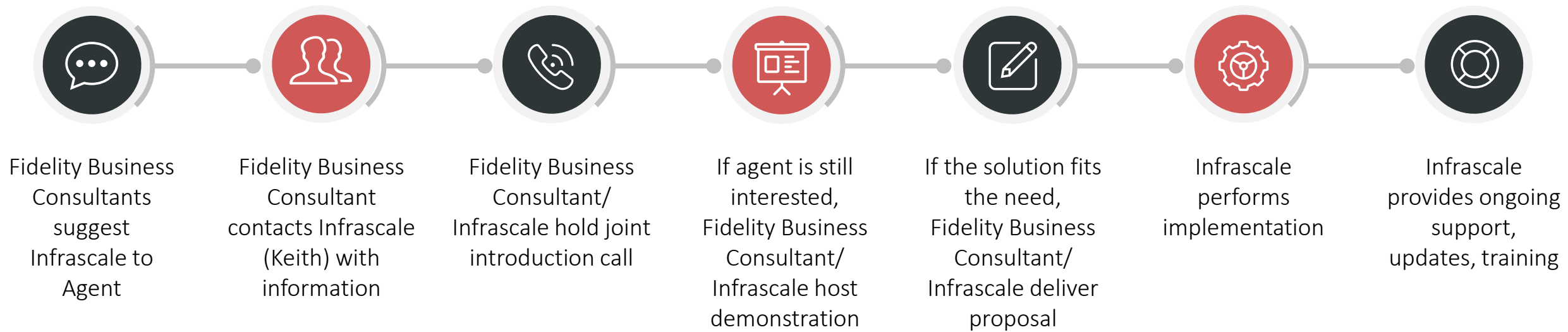
COST INCLUDES:

- Implementation
- All Hardware (including shipping costs)
- Support (troubleshooting, hardware)
- Upgrades
- Ongoing Training

ADDITIONAL DISCOUNTS:

- Pay 1 year in advance, additional 15% off
- Pay 2 years in advance, additional 17.5% off
- Pay 3 years in advance, additional 20% off

FIDELITY/INFRASCALE SALES PROCESS



FIDELITY PARTNERSHIP SUPPORT



Fidelity
Branded
Information
Sheets



Fidelity Sales
Support –
In Person or
Remote



Fidelity
Specific Deal
Registration
Page



Fidelity
Specific Webinars
(more to come...)



Fidelity
On-Going
Training



Q & A