

Archive

Cost-Effective, Long-Term Data Archiving

Archive is Continuum BDR's low-cost backup and restore option for long-term data storage, which can be added on to any Local, Solo, Complete or Flex package.

Versatility for Varying Operations

The backup needs for no two business are alike. Some might need full business continuity in a matter of hours. Others, however, need large amounts of data backed up for extended periods of time. And there are those businesses that need a combination of the two—they require instant cloud recovery and continuous uptime from a true business continuity solution and must also store large amounts of data for long periods of time, and rarely need it retrieved.

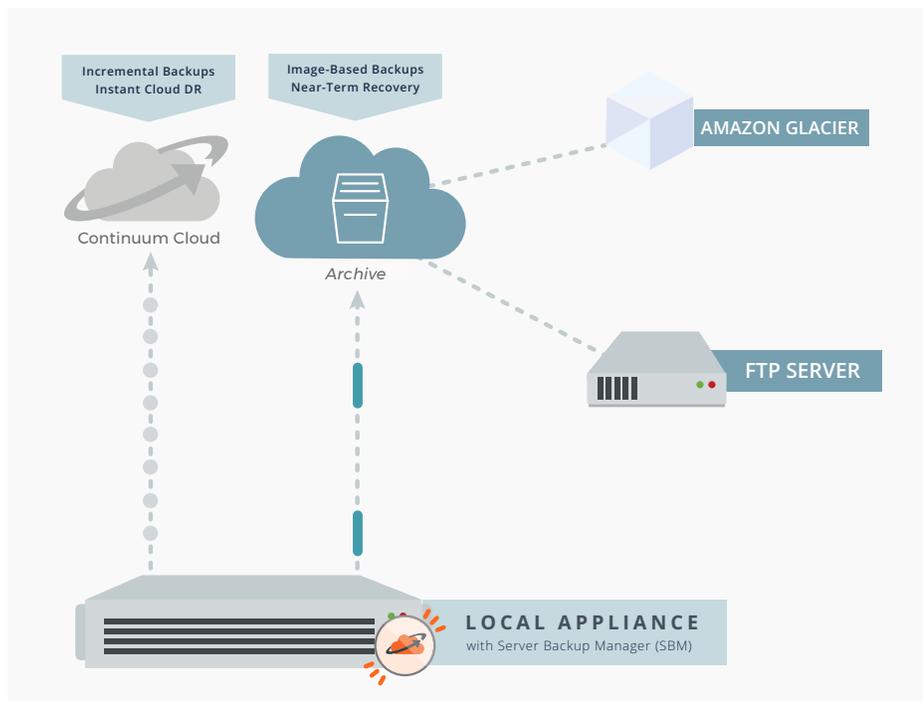
In the past, to meet the varying demands of their clients, IT service providers had to stitch together a patchwork of backup and disaster recovery (BDR) solutions, creating a complicated technology stack, learning curve and operational inefficiencies—not to mention the difficulties of managing multiple vendors and portals. With Continuum BDR's *Archive* add-on, that's no longer the case.

The Power of Continuum BDR Archive

With *Archive*, Continuum partners are now able to simplify their workflow with a unified BDR platform that combines the robust features of Continuum BDR Continuity and Backup—such as instant cloud recovery, continuous data protection and more—with a policy-driven, long-term backup and restore option for data that is less time-critical in a data-loss event.

Deployment Options

To meet the varying backup requirements of small- and medium-sized businesses, *Archive* can be used in two ways:



PUBLIC CLOUD—*Archive* leverages the economics and hyperscale of the public cloud (Amazon Glacier) to support long-term cloud storage for archiving, future reference or offsite redundancy for local backup at a cost that's attractive for IT service providers and SMB clients alike.

YOUR CLOUD—IT service providers also have the ability to use their own cloud environment with *Archive* via FTP, allowing for a simple, cost-effective solution to use a data-retention infrastructure that may already be in place.

Note: *Archive* cloud storage costs and retrieval fees are charged and billed through the third-party public cloud storage provider.

Expand Your BDR Opportunities

Archive can be added to either Continuum BDR *Continuity* or *Backup*, allowing for a solution to fit any business' BDR needs.

A Competitive Alternative for Budget-Minded Businesses

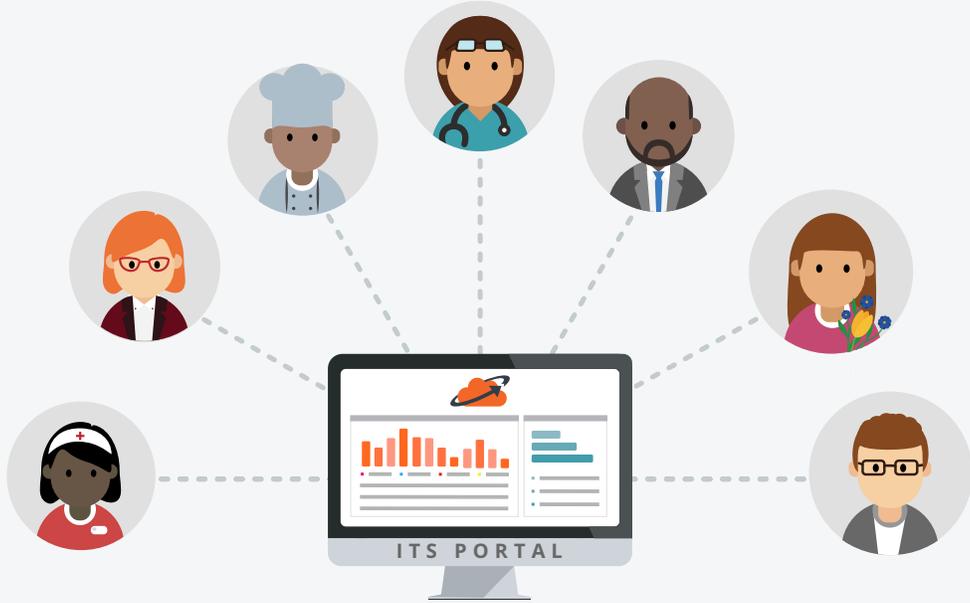
It's an ideal entry solution for price-sensitive clients who understand they need to move beyond on-premises backup into a cloud-based solution. Adding *Archive* to Continuum BDR *Backup*, for example, creates a more affordable choices to offer to these businesses.

A Creative Solution for Large-Data Businesses

Large-data businesses, such as creative media services, will also benefit from *Archive* as they typically have terabytes of assets and footage that must be backed up in perpetuity.

A Profitable Vision for Verticals

Archive is also a perfect option for vertically aligned organizations in industries such as healthcare, finance, legal and government. Organizations in these verticals typically must comply with specific regulatory controls surrounding data retention—often with requirements measured in years rather than days or months. Additionally, these same organizations provide critical services and require continuous uptime and instant cloud recovery in the event of a disaster. Using Continuum BDR *Continuity* Essential or Elite, IT service providers can provide robust business continuity to these verticals, and can add *Archive* to store the volumes of data required for compliance reasons for extended periods of time—all at a competitive price that provides excellent margins.



Attract new clients, deliver a complete stack of BDR services through a single pane of glass and realize greater margins to scale your BDR business profitably.

To get started using Continuum BDR *Archive*, speak with your account management team today.