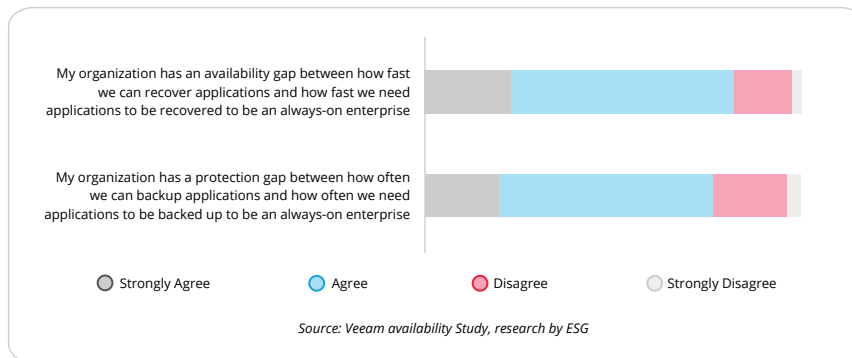




## Truly mission critical

93% of companies without a Disaster Recovery (DR) strategy are out of business within a year of a major disaster, while 96% of companies with a trusted plan were able to survive. With 50% of companies reporting outages lasting more than a day in the past five years, there is no debate how critical a sound DR strategy is to an organization. Informed customers know this as well. However, a staggering number are dissatisfied with their current approach making now the perfect time to talk to your customers about an iland DRaaS solution.



### Real protection, real simple

iland offers non-disruptive testing and near-instant restore of virtual guests, applications, or entire sites.

Use-cases include:

- Accidental deletion
- Malware and viruses
- Disgruntled employees
- Natural disasters
- Hardware failure
- Periodic testing and audits

### Target the correct audience

- Existing on-premises Veeam and Zerto customers
- Customers eliminating costly secondary sites
- Customers with an active hardware refresh for DR infrastructure looking for OPEX alternative
- Customers looking for rapid recovery against ransomware, malicious activity, and site failure
- Compliance or audit driven customer industries

### iland differentiators

- 100% VMware compatibility. No conversion or complexity, just lightning fast recovery.
- Integrated security platform and threat mitigation
- Expertise from the #1 Veeam and Zerto CSP globally
- "Leader" in the Gartner Disaster Recovery as a Service (DRaaS) MQ in 2016, 17, 18, and 19
- Right-sized, usage-based pricing model for cost savings
- Self-service with assisted on-boarding and failover or fully managed (Autopilot) DRaaS options
- Regulation compliance including HIPAA, PCI, ITAR, CJIS, SSAE 16, NIST, ISO 27001/20000, and GDPR
- Colocation options for legacy system support
- 98% customer satisfaction rating for support and services

### How it works

- Complete wizard-driven setup in under an hour
- Simple creation of replication jobs and recovery groups allow for pre-configured DR strategies
- Recovery Time Objectives (RTOs) and Recovery Point Objectives (RPOs) in minutes
- End-to-end encryption in flight and data at rest
- Full, partial, and test failover/failback orchestration
- Centralized DR management, network configuration, reporting, and user management using iland's Secure Cloud Console
- Available in self-service and fully managed options

### Taking next steps

30-day free trial available to new customers in as little as an hour.

- Link to existing Veeam/Zerto install in minutes
- 3 TB replication storage with burstable compute resources
- iland console access for recovery group failover and failback
- Seamlessly convert into production DR strategy

### Start the discussion

- What is your organization currently doing to minimize the impact of ransomware, malicious deletion, and site failure? What are the results?
- What are your company's RTO/RPOs for applications? Does your leadership agree?
- How often is your DR site hardware refreshed? Do you prefer a CAPEX or OPEX model?
- Many organizations are shifting their IT staff to revenue generating tasks and leveraging managed DRaaS. Where are your team's priorities?

Need quick and easy pricing? Contact [channel@iland.com](mailto:channel@iland.com)

