datto

Datto Whitepaper:
Business Continuity Built from the Ground Up

Business Continuity Built from the Ground Up
Meet the Next Generation of Datto

THE ONLY CONTINUITY SOLUTION DESIGNED FOR SMALL BUSINESS

SMART SCALABLE STORAGE CONNECTED TO THE CLOUD

ENTERPRISE BUSINESS CONTINUITY BUILT FROM THE GROUND UP

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Meet the Next Generation of Datto

Backup is pervasive in today's IT world, and getting there in the business world, with a total market opportunity of $5.8 billion.[1] Not all backup is created equal, however. The challenge for today's Managed Service Providers (MSPs) and Value Added Resellers (VARs) is in educating their customers on the value of what lies beyond traditional backup, and what's needed to provide insurance against downtime. What's needed today is not simply backup, but intelligent business continuity. It's time to look under the hood and kick the tires, making sure you're getting the solution that delivers on today's more complex business continuity demands.

This shift from backup product to business continuity solution presents a huge opportunity for MSPs. It offers the opportunity to deliver tremendous on-going business value, not just a one-time hardware sale. When you take into account that 10% of existing backup customers plan to upgrade or replace existing product in the next 3-5 years, it's the right time for MSPs to take stock of their own offerings.[2]

The big question: what's needed in the next-generation of business continuity solutions to address both the technical and usability requirements of businesses and the sales, management, and margin requirements of MSPs?

Datto has taken the only logical step. After revamping, its entire, award-winning product line to address the unique data protection and connectivity needs of businesses of every size. Datto defines innovation, once again.

The new products are built from the inside out, all the way to the cloud. And designed specifically for how solution providers should sell backup, restoration and continuity solutions–for both customer satisfaction and established recurring revenue. On the inside, the internal componentry is optimized to support the demand of Datto's robust software platform, which includes instant virtualization and Datto's proprietary Inverse Chain Backup™. On the outside, the devices features hot-swappable drive bays, solid state OS drives, and are built to be field upgradeable.

Introducing the next generation of Datto: business continuity solutions built from the ground up. Most importantly, the solutions are designed to make growth and transition easy for the MSP and their customer, as the business' data and storage needs grow.

The Datto SIRIS 2 business continuity solutions represent the best in protecting and restoring business critical servers and workstations. Based on demand, the range of SIRIS 2 solutions are broadened with three distinct lines that range more sizes and protection requirements. There are eight available field upgrades for total 11 different versions. New features include solid-state OS or cache drive, IPMI on rack mount units, and USB 3.0 for RoundTrips.

Here's how each SIRIS 2 solution differs:

SIRIS 2 Business

Built for small businesses that don't require a rack mounted unit but still want the unmatched Recovery Time Objective (RTO) of instant local virtualization. Clients as small as 500TB can grow their BDR to 2TB without a needing a replacement.
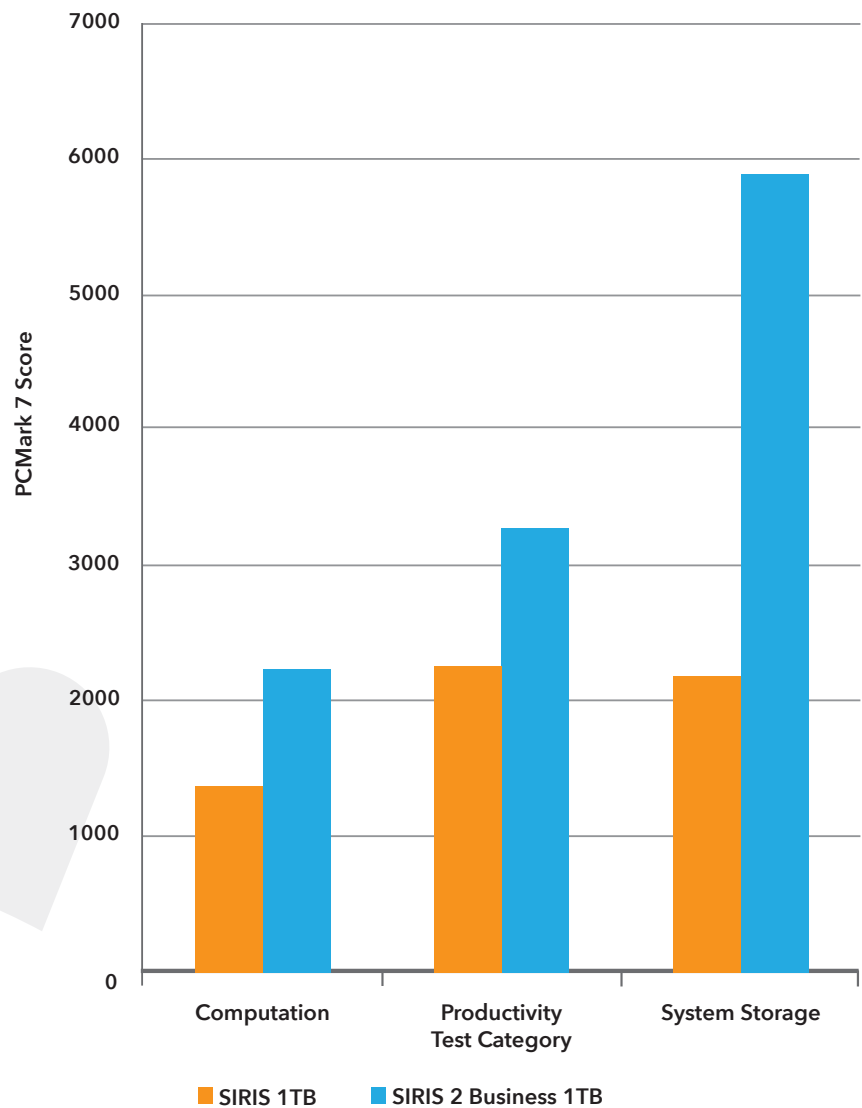
SIRIS 2 Professional

Aimed at medium sized businesses looking for the best in Business Continuity. Instant failover locally and in the cloud is accompanied by the fastest file and full disk restore as well as the most efficient non-dependent backup chain on the planet. Just because a client has more data doesn't mean management is any more difficult. Datto includes hot-swappable drive bays and IPMI standard on all SIRIS 2 Pro models as well as the ability to expand from 1TB to 5TB without a device replacement.

SIRIS 2 Enterprise

SIRIS 2 Enterprise is the most robust SIRIS 2 offering with dual Xeon E5 six cores standard and at least 32GB of RAM. Built for advanced virtualization and replication this machine operates all of Datto's proprietary software at its best abilities. This device can run multiple virtualizations and be syncing to the cloud without any performance decrease. Start with the 5TB in a super fast RAID 10 configuration and seamlessly upgrade to 36TB of storage without replacing the physical unit.

Performance Benchmarking Local Virtualization

PCMark 7 Score

7000	
6000	
5000	
4000	
3000	
2000	
1000	
0	

Computation · Productivity Test Category · System Storage

■ SIRIS 1TB   ■ SIRIS 2 Business 1TB

Datto has given SIRIS 2 features like new motherboards, CPUs with built-in multithreading support and upgraded system software. These improvements result in dramatic increases in local virtualization performance.

Datto put SIRIS 2 to the test using the industry standard PCMark 7 suite of performance benchmarking tools. Compared with the existing S1000, the new SB1000 running a benchmark VM showed amazing advancements:

- 60% increase in raw computational power
- 45% increase in performance when using productivity apps
- 170% increase in performance during I/O-intensive operations e.g. database read/writes

When Datto ALTO entered the market in April 2013 it forever changed the face of business continuity. For the first time, an enterprise-level business continuity solution was created specifically for small business, and it opened up new market opportunities for MSPs.

ALTO 2

ALTO 2 takes the best functionality of the original ALTO, combined with significant software and hardware upgrades, making it the most advanced business continuity appliance in the small business market. The product sports a brand new CPU, which is two times as fast, and a new motherboard that is more reliable and offers better support for Datto's Inverse Chain Technology. The chassis is also redesigned to support dual gigabit NIC technology to enhance networking and restore processes. USB 3.0 ports are located on the front panel to speed up RoundTrip processes. It is definitively the most exciting business continuity solution for small business.

ALTO XL

The ALTO XL is the answer to any provider looking to leverage ALTO 2 technology for an opportunity larger than 1TB. We went above and beyond the request to make a larger ALTO 2 and added device features likes solid state OS drives and hot swap drive bays as well as software features likes Backup Insights and Hybrid Virtualization.

New Features include:

- RAID included on all models
- Quad-Core CPU for fast backups and restores
- Solid State OS Drive
- Hot swappable drive bays for seamless field upgrades
- USB 3.0 for RoundTrips
- Backup Insights
- Hybrid Virtualization

The newest member of the Datto solution family is Datto NAS. Datto NAS is the ultimate network storage solution and file sharing utility available on the market today. The Datto NAS is a Network Attached Storage (NAS) device that utilizes snapshotting to give the user the ability to track back versions and changes that have occurred across multiple shares. Datto NAS is simple in design and seamlessly interacts with Windows-based operating systems. Windows permissions translate to the share to allow protection across both platforms. You can even use the Datto NAS as a storage area network (SAN) in your IT infrastructure. The real advantage of Datto NAS is its unique hybrid based approach, which opens the door for cloud restoration and management.

Datto NAS

This product can dramatically simplify a clients IT infrastructure by taking the place of multiple systems in one. Until now NAS storage had never been sold as recurring revenue. Datto NAS integrates cloud storage, which opens solution providers to brand new revenue streams.

Key Features of DattoNAS include:

- Hybrid cloud based storage device that integrates with Windows systems
- Incremental versioning
- iSCSI VMware integration allows for simple SAN capabilities
- Expandable storage
- Instant local and cloud restores
- RAID included on all models
- Quad-Core CPU for fast backups and restores
- Solid State OS Drive
- Hot swappable drive bays for seamless field upgrades
- USB 3.0 for RoundTrips
- Snapshotting

What's most important about Datto's next-generation of BDR/BC solutions is what it offers for the Channel. MSPs and VARs have the opportunity to set themselves apart from all other BDR/BC offerings with the most thoughtful, robust, and easy-to-use solutions on the market. Because the solutions come in the broadest range of storage on the market, new doors will be opened, whether targeting small, medium or enterprise businesses. And the scalability enables MSPs to easily upgrade in the field, allowing for greater margin potential.

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