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**ASSURED  
RECOVERY**

## Assured Recovery™ - by XOsoft

### **Making Your Disaster Recovery Solution Complete**

You've secured your organization's most critical assets by implementing a disaster recovery solution. While you will most likely have thoroughly tested and verified this solution during implementation, your environment will have changed over time. It was worth your organization's time and resources to implement a disaster recovery solution. To ensure its integrity and effectiveness in the face of constant changes, it's not just sensible, but critical to conduct regular testing. In fact, no disaster recovery solution is complete without continuous testing.

### **An Untested Solution is No Solution**

Numerous environmental changes that occur over time may alter the state of your systems. These include changing server configurations, altered network setups, virus infections and hardware failures. Any gap in time since the last test conducted will amount to a growing gap in assurance that your disaster recovery system will work as planned. What's the only way to close this gap? Test regularly.

### **So, Test. What's the Big Deal?**

When asked about the challenges of testing their disaster recovery systems, businesses of all kinds overwhelmingly agree that resources and cost are the two biggest issues. Resource-related challenges typically involve the fact that tests are highly time consuming, scheduling conflicts and lack of sufficient capacity, hardware and personnel. Another significant challenge is the risk of downtime and associated costs caused by the tests themselves – which completely contradicts the purpose of deploying a disaster recovery system in the first place!

It's fairly obvious that an effective test of data that has been replicated to a backup server is no simple matter. Ensuring that an application can start, read and successfully work with backup data requires database modification and time-consuming resynchronization. It also ties up bandwidth and system resources and leaves production systems vulnerable.

### **The Solution**

XOsoft introduces Assured Recovery – a breakthrough technology that makes your disaster recovery investment truly complete. Assured Recovery allows you to easily conduct a comprehensive yet transparent test of the recoverability of your precious data. It does this by actually starting up application services on a replica system and performing any operation required, including database updates, to verify the integrity of your data.

Assured Recovery offers all of this functionality while entirely avoiding expensive resynchronization and never leaving your production systems vulnerable for any period of time during testing.

**XOsoft™**  
JUST KEEP WORKING

### Assured Recovery at Work

Assured Recovery testing is tailored to the mission-critical applications being protected. Customized Assured Recovery solutions are available for Microsoft Exchange, Microsoft SQL and Oracle database, among others. Tests may be fully automated or scheduled to run at any desired frequency – once a week, once a day, even once every few hours. Relevant staff can be alerted to test status, and additional actions, such as running a snapshot or backup of verified data, may be triggered upon successful test completion. Validation of applications before backups are performed fills a critical gap in the backup process – it provides management with increased confidence that the organization is truly disaster-ready.

Assured Recovery is directly integrated with the Microsoft Volume Shadow Copy Service (VSS), which provides the ability to perform a snapshot of data immediately after its consistency and integrity has been verified.

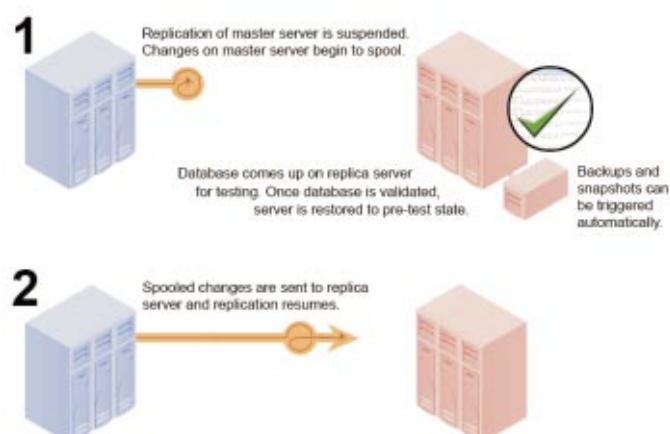
### Key Benefits

Assured Recovery's patent-pending capabilities are powered by XOSoft's peerless Rewind technology. Assured Recovery also incorporates many features from the leading WANSync data replication and high application availability software platform, as well as additional, distinctive features found in no other software product available today.

Assured Recovery offers the following key benefits:

#### Failsafe Performance

- **Application Awareness** – Assured Recovery does not just test data – it tests active use of industry-standard (Microsoft Exchange, Microsoft SQL, Oracle database) and other applications
- **Reliable Verification** – automatically trigger backups, snapshots and other actions upon successful test completion
- **Flexible Testing** – run standard or customized, fully automated tests, or carry out manual tests of your disaster recovery system
- **Non-Disruptive Setup and Operation** – no system reboots or application shutdowns required; tests involve no downtime at all



#### Cost Effectiveness

- **Immediate ROI** – expensive disaster exercises no longer required; automated management avoids the need for manual IT intervention
- **Makes the Most of Existing Investments** - no additional hardware or software required
- **Replication Engine Agnostic** – while initial releases of Assured Recovery will support XOSoft's own WANSync and WANSyncHA, the solution is designed to be replication engine agnostic; support for additional third-party replication tools will be made available soon

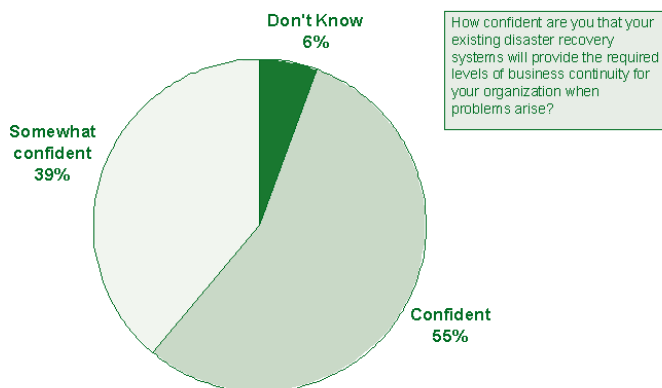
## What the IT Professionals Have to Say...

In a study conducted by TheInfoPro in November of 2004, an alarming 44% of respondents stated that they only tested their disaster recovery systems and procedures once a year! When asked how confident they were that their disaster recovery systems would provide the required levels of business continuity for their organization when problems arose, 39% said they were only somewhat confident.

Respondents overwhelmingly agreed that resources and cost were the two biggest issues in the way of disaster recovery system testing. Resource issues included such specifics as tests being time consuming, scheduling difficulties, and lack of sufficient capacity, hardware, and personnel. The risk of downtime, which completely contradicts the purpose of deploying a disaster recovery system in the first place, was also pointed out as a critical issue.

In terms of costs, numerous Fortune 1,000 companies pointed out that each recovery system test cost them anywhere between \$500,000 and \$1 million. Smaller companies indicated costs ranging from \$30,000 to \$500,000 per test.

Assured Recovery significantly reduces testing costs and provides ROI immediately, after a single disaster recovery system test. The solution increases your confidence in your disaster recovery solution by allowing you to perform more frequent testing and to automatically link backups and snapshots to successful data validation.



Source: TheInfoPro Custom Study, October 21, 2004

## Your CEO Is Not the Only One You Answer To

Good governance and compliance demand that your critical business systems be fully disaster-ready. Your contingency plan must include backups, preparation of emergency facilities that can be used to ensure operational continuity in the event of a disaster, and on-going testing of these facilities.

However, your CEO's demands are not all you should be thinking of. If you work in healthcare, you must meet HIPAA requirements. If you belong to the accounting industry, you'll have to follow Sarbanes-Oxley standards, and if you are part of any financial institution, the Graham-Leach Bliley Act applies to you.

Even if your organization isn't required by law to meet certain standards, you can avoid serious risk to your company by elevating business continuity and disaster recovery to a strategic level. This includes testing your disaster recovery and backup plans and ensuring stakeholders that "all systems are go".



## About XOssoft

XOssoft's continuous application and information availability solutions keep enterprises working. The company's patented software platforms significantly lower the risks of decreased productivity and lost revenue by minimizing application downtime and ensuring that the most up-to-date information is available throughout the enterprise. Many of the world's largest corporations and government agencies have chosen XOssoft to ensure uninterrupted access to their most valuable information assets.

## The Assured Recovery Value Proposition

Assured Recovery brings enormous value to your organization. Never before has any software product been able to test your data as effectively and as cost efficiently. Assured Recovery replaces expensive disaster exercises and, more importantly, allows you to perform tests much more often, even daily or once every few hours. Assured Recovery lets you rest assured that backups of data, applications and servers are actually intact, and will allow you to keep working in case of disaster. To sum things up, Assured Recovery allows you to be proactive about guaranteeing the availability of your systems and, in turn, ensures that your company is at the forefront of best business practices.

***“This is something that software vendors have been trying to achieve for some time and XOssoft has done it. Assured Recovery has the potential to save IT organizations millions of dollars each year and allow IT managers to confidently assure senior management that their DR plans are flawless.”***

Steve Duplessie, Founder and Senior Analyst, ESG

***“Testing isn't just something that we want to do. We're a public company (insurance) and we're mandated by Sarbanes-Oxley to perform tests regularly. Assured Recovery takes the pain away and ensures that our Disaster Recovery plan is foolproof.”***

Kevin Lohan, VP Technology & Systems, Infrastructure, Max Re

For more information on Assured Recovery, please visit: [www.xossoft.com/products/Assured\\_Recovery.shtml](http://www.xossoft.com/products/Assured_Recovery.shtml).



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