

Client Examples

- Issue: The client had no idea on what business services were most critical to the business and what was the right amount to invest for a recovery solution
- Result: Defines what is and is not actually needed for the client's DR solution so the client spends only what is required
- Issue: The client could not meet their compliance and regulatory requirements due to the inability to recover
- Result: The client was able to recover from a single failure to a complete outage and avoided tens of millions of dollars in fines or loss of funding.
- Issue: The client was at high risk of financial loss from their customers in the event of an outage.
- Result: The client was now able to identify and understand the risk of a failure and its impact on their customers.

Background

Disaster recovery (DR) focuses on the ability of an organization to recover from a technology outage. This can be loss of a single technology or a catastrophic event. Many clients have a need to quickly gain a better understanding of their DR capabilities, future options, and strategies.

Approach

Like all Excipio's solutions, our approach to disaster recovery consists of our proven, Economic Analysis Modeling and Methodology (EAMM®) process.

This methodology provides clients with a comprehensive analysis by which the client can make highly informed technical strategy decisions. EAMM® provides the basis for accurate performance and financial analysis, risk assessment, and solid technical recommendations.

For more on the success of our clients

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Assessment

Strategy

Transformation

Quality Assurance

Current State Inventories
Applications inventory / Compute infrastructure / Resources
Review Existing DR Solutions
Current DR plan(s) / Recovery capabilities Business expectations / Assets / Equipment capability Software licensing / Termination / Activation clauses Network connectivity
Mapping of Dependencies
Document dependencies between applications, HW workloads, and supporting infrastructure.
Risk and Prioritization
Impact to key business functions Loss of revenue / financial benefit / productivity Legal issues and credibility
Business Operational Compliance
Regulatory requirements / Compliance obligations Identify risks, liabilities, potential fines
Disaster Recovery Management Software
A planning and reporting format for the company, application, and infrastructure recovery plans.
External Vendor Solution: Data Center
Determine benefits, potential savings, and risks of using an external vendor facility as a DR site
External Vendor Solutions: Cloud
Market analysis defines benefits, potential savings, and risks of using external IaaS, PaaS, or Managed Service
DR Request for Proposal (RFP)
Creation/management of formal RFP identifying DR vendors/solutions and evaluate responses
DR Technical Implementation Plan
Oversight of the DR infrastructure requirements and technical site preparation between the client data center(s) and third-party solution
DR Application Plan
Detailed procedures to recover specified business application(s)
DR Infrastructure Plan
Client team requirement to recover specific infrastructure equipment
Overall Company DR Plan
Overarching plan for client to manage and coordinate efforts for DR plans and teams across organization
Ongoing Testing
Plan Validation / Tabletop Exercises / Functional Tests Training & Awareness