



Cloud Storage Technology

SERVER CONCEPTS

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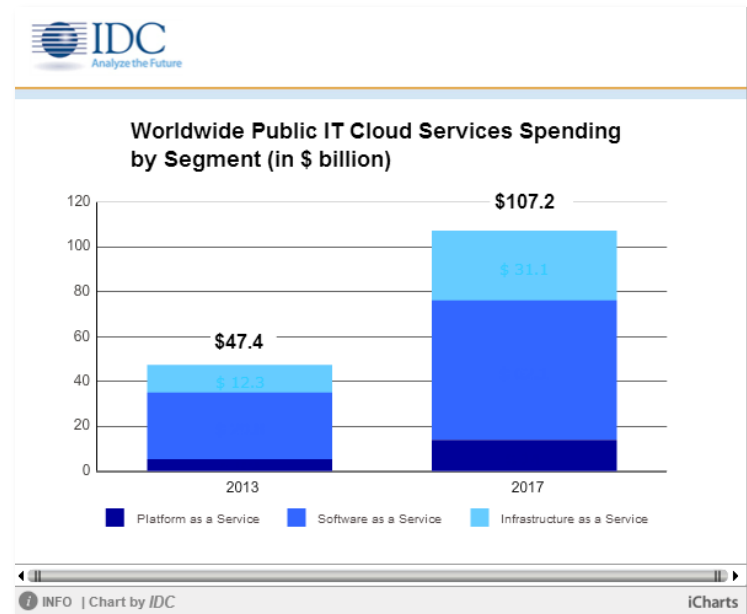
Cloud Backup: Rapid Growth Lies Ahead

IDC confirms massive trend in cloud spending in the next few years

- By 2017 cloud spending will reach \$107.2 billion more than doubling what it was in 2013

Technology trends are propelling cloud backup adoption

- Endpoint protection
- BYOD (Bring Your Own Device)
- Technical sophistication of the population
- Storage costs have decreased
- Significant increase in the size and value of digital data



Traditional Backup Solutions are Inferior & Cost More



Item	Tape Backup	Cloud Backup
Integration/ Installation	IT Staff required	IT Staff not required
Media	Must be carried offsite	Always automatically offsite
Recovery	Slow, Difficult, Central IT	Quick, Easy, Local PC
Security	Subject to failure, theft & loss	Offsite redundant backup
Access to data	Central IT	Simple, worldwide access through browser

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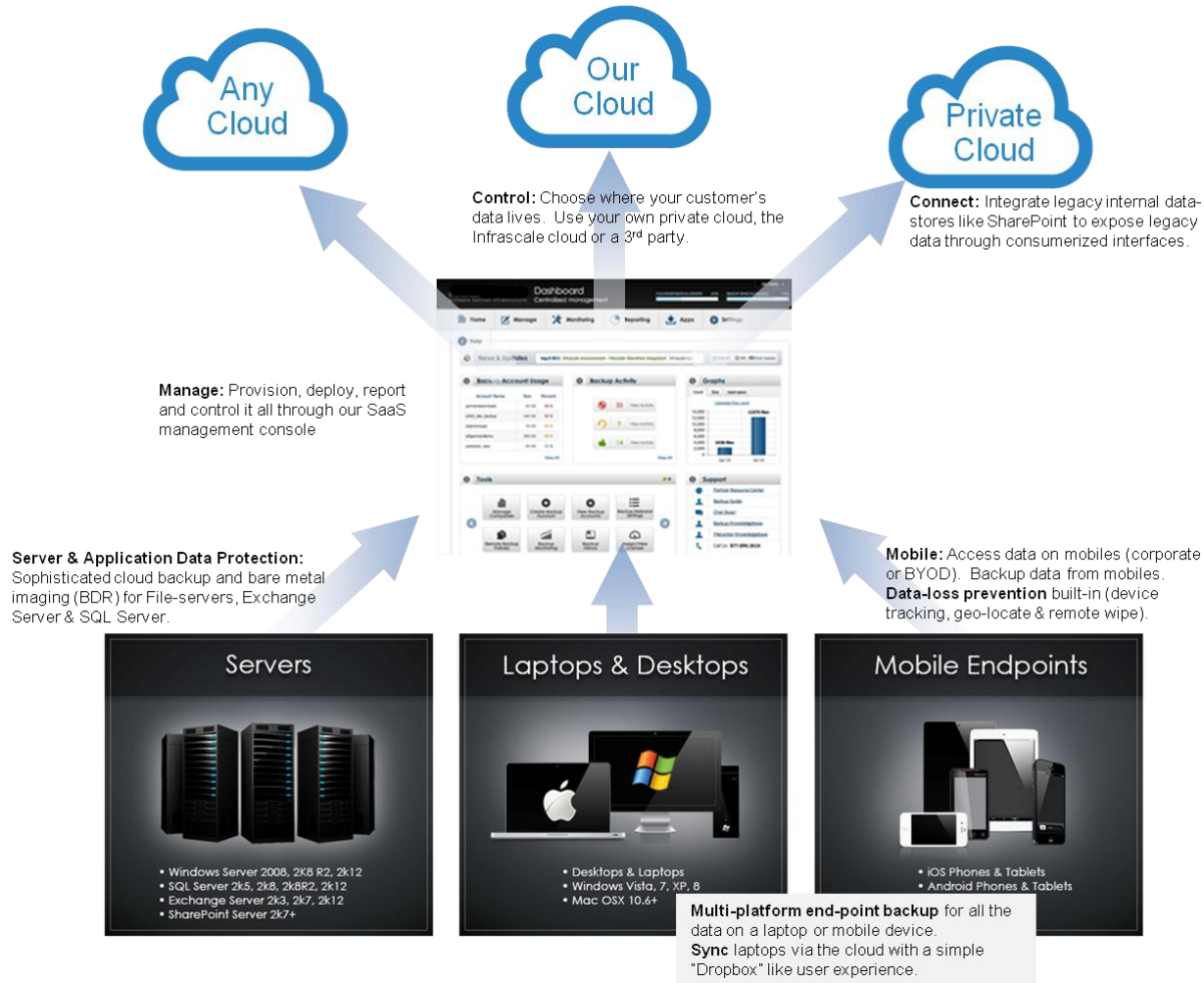
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Total Cost of Ownership: Cloud Backup Wins



Item	Tape Backup	Cloud Backup
Hardware/ Storage	\$15,000.00	\$5,000.00
Integration Fee	\$10,000.00	
Upfront Cost	\$25,000.00	
Software License	\$2,000.00	
Media	\$1,500.00	
Annual Cost	\$3,500.00	\$5,000.00
TCO 5 years	\$42,500.00	\$25,000
Cost Savings		\$17,500

The Cornerstone Technology for Using Data in the Cloud





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DEDICATED SERVERS • CLOUD SOLUTIONS

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