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How We Work with You to Get the Most Out of Cloud Backup Services



SKY DATA VAULT



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It's undeniable that cloud services have become a common IT solution offered by MSPs everywhere. In 2016, the [adoption of private cloud services](#) increased from 63% to 77%, and hybrid cloud grew from 58% to 71%. So, as an MSP, you know that cloud services are in demand, but how do you choose the right Disaster Recovery as a Service (DRaaS) partner to provide the best cloud backup and protection services in the market?

At Sky Data Vault (SDV), our work methodology not only makes your life easier as an MSP, but greatly

77%

63%

71%

58%

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benefit your clients as well. First, for our MSP partners, we'll consult with you through implementation and stay with you every step of the way. We know that there are a lot of vendors out there that you could choose from, but we want you to know that you're not just a number to us - you're a real partner.

Second, we have multiple DR solutions to satisfy a wide variety of clients and help them succeed and survive through any disaster, which can be damaging to a business. In fact:

 **Outages cost enterprises an astounding \$700 billion per year.**

 **The cost of an unplanned data center outage is nearly \$9,000 per minute.**

 **The total cost of a data center outage has increased 38% since 2010 to \$740,357.**

Because of these statistics, having a disaster recovery plan is absolutely necessary for a business to keep its data safe and secure. We'll make sure you're able to provide your clients with cloud backup and disaster recovery solutions that will allow their business to remain operational during and after any disaster while minimizing the impact of unplanned events and helping them recover as quickly as possible.

Our Various Portfolios

Clients have different needs. We understand that. With SDV, you have one partner that will cater to all of them. We have a broad portfolio that will satisfy your client's needs and allow you as an MSP to focus on day-to-day management services while we address backup and recovery related issues. Think of us as an extension of your workforce.

Here is the portfolio of solutions we offer to accommodate your clients:

Direct to Cloud BackUp - This is just how it sounds. With this solution, data will be backed up, encrypted and then sent over the customer WAN to the secure SDV Cloud. This gives your clients secure off-premise storage and the ability to access their data immediately through the internet.

Hybrid DRaaS - This solution consists of a combination of cloud and on-premise services. You will receive an on-site device (BDR) that will be the local file and folder storage, as well as a recovery point capable of virtualizing any of your clients protected network. This virtualization includes all data, software, OS, databases, and anything else that would be backed up to give your clients a near real time recovery from malware, CryptoLocker, hardware failure or the like. In addition to this local device, the SDV service backs up the same information to the secure SDV cloud. So, if the on-premise environment was inaccessible because of a long-term power outage, fire or flood for example, there will also be a protected image hosted in the SDV cloud.

Direct to Cloud DRaaS - This service is similar to Hybrid DR, but it's typically used with larger clients that want to have a secondary data center with protection and recovery options but don't want to spend the money for it. SDV can offer that environment and help businesses expand their cloud footprint. SDV will backup your mission critical data, software, and operating systems in more places than one. We will host data in our secure cloud environment for you so you can focus on your client's existing infrastructure.

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24/7/365
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And, as with any of the SDV services, you receive 24x7x365 support for file recovery and image turn up. This allows you time to focus on the customer during a business-critical event, while SDV resources turn all the nuts and bolts in the background to get the system reestablished in the cloud.

Imagine the ability to “pause a fire alarm” or “hit the snooze button” on a client emergency. Getting your client back up and running quickly is one of the easiest ways to demonstrate the value of your relationship and leads to longer contracts and less churn in your customer base. Having this level of command and control over a customer emergency also benefits your organization in terms of not having a technical resource pulled off other billable projects or having to do a “truck roll” for unscheduled on-site work. This protects your margins and profitability as a business.

Partnering with SDV is a much more efficient way to deliver business critical backup and recovery solutions because we allow you to be client focused and time conscious, especially in the event of a scary moment like a data breach.

You also gain strategic value in having Sky Data Vault as a partner - we have the knowledge and expertise around your specific business model that will help you sell and leverage solutions effectively. We have the tools and methodologies to move your business forward towards tremendous success!

[Contact us](#) today to take the first step.



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