



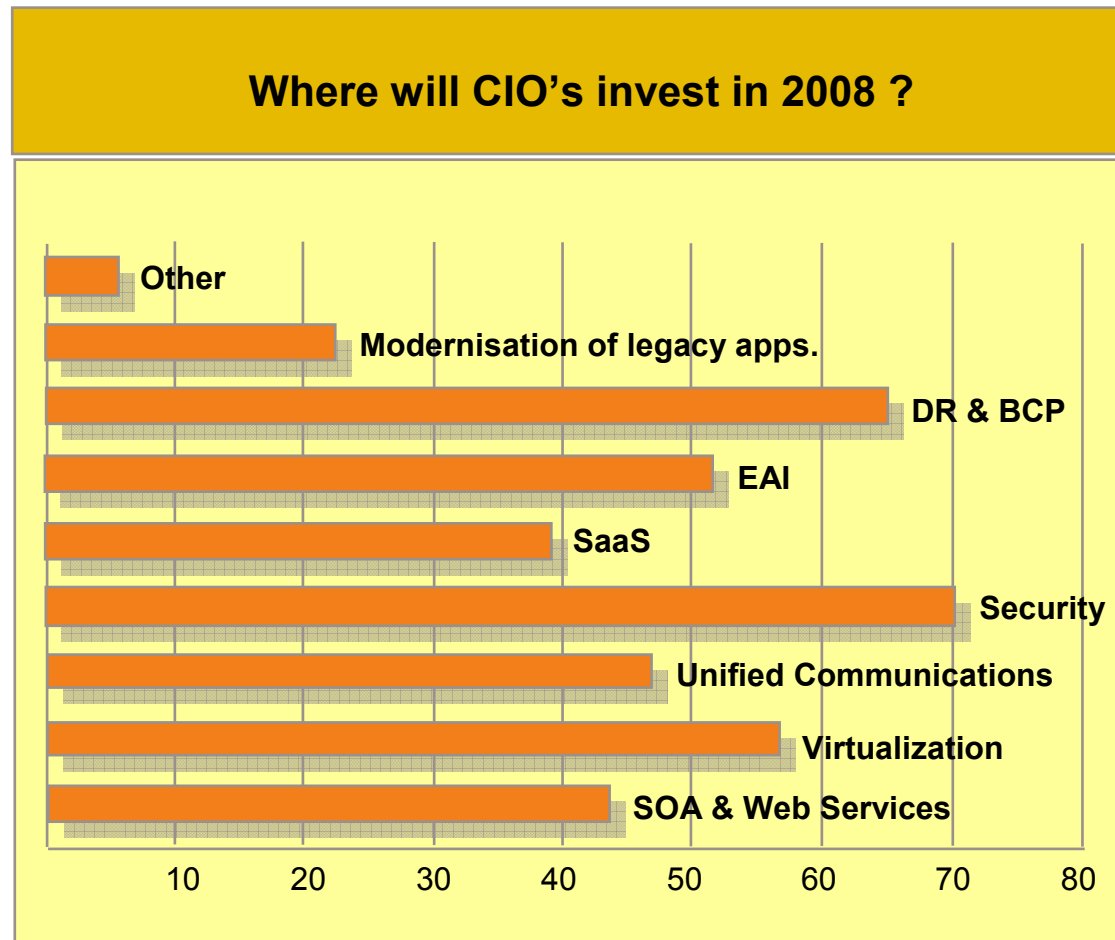
Welcome !

Neal Watkins

Senior Director of Technology, UK & Ireland



CIO Spending Patterns in 2008



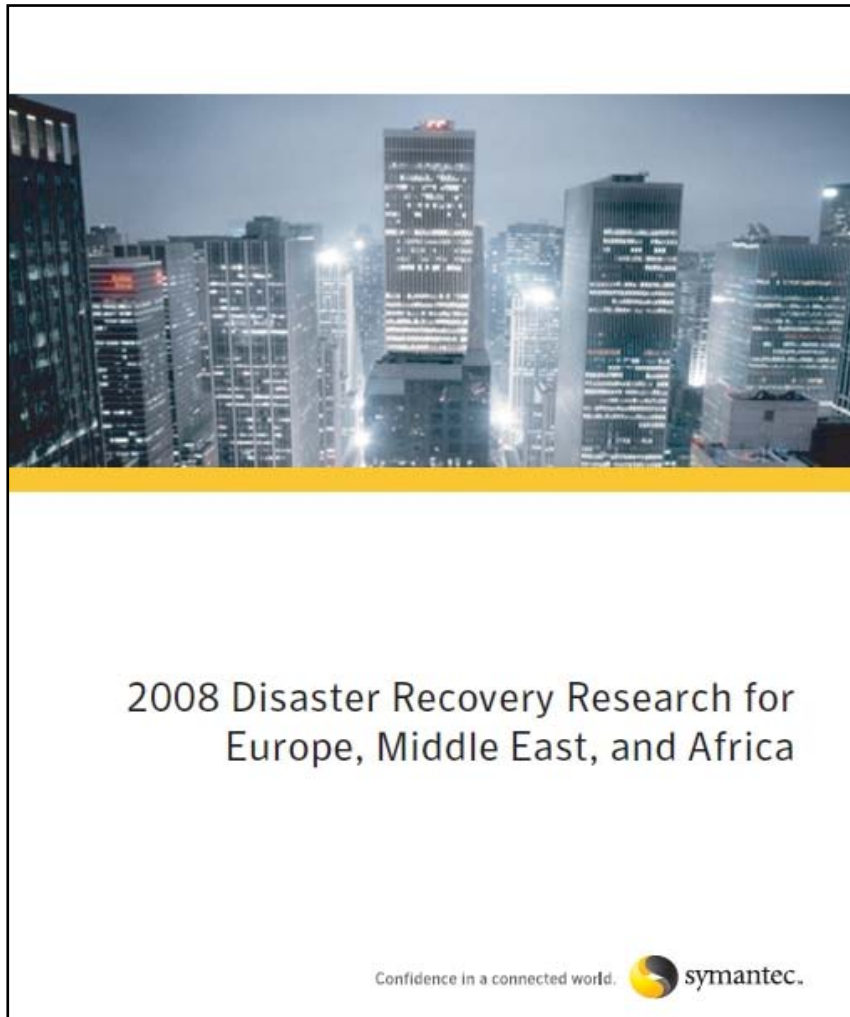
The World Has Changed

IT is the cornerstone of wealth creation in modern economies

“Enterprises and government agencies must accelerate IT investment to remain competitive and return to prosperity. During the intermediate to long term, IT will become less discretionary, and IT budgets will take a greater share of overall enterprise spending”

Gartner, October 1, 2008

2008 DR Survey



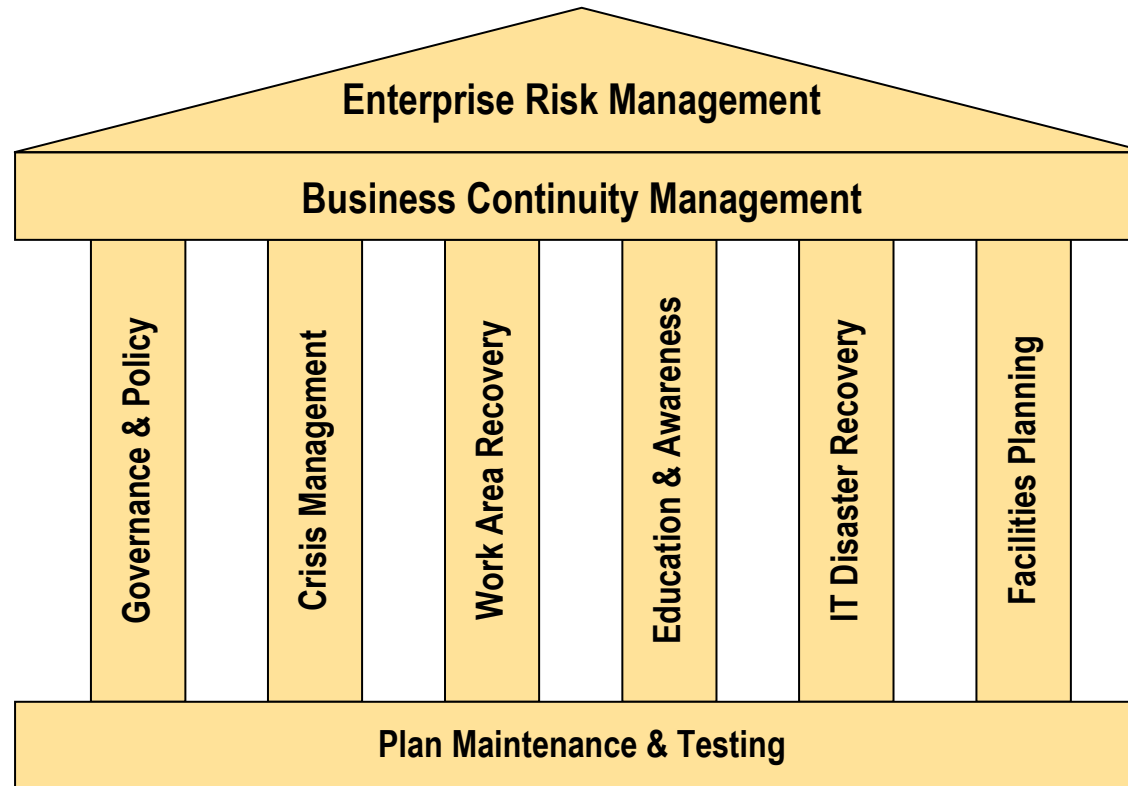
Some Survey Highlights...

- **Sharp increase in applications considered “mission critical”**
 - 56% (compared to 36% last year)
 - Businesses report flat budgets
- **>33% of organisations executed DR in the past year**
 - Hardware/software failure biggest contributor (36%)
 - External Security threats in second place (28%)
- **Executive involvement in DR planning is declining**
 - 33% (compared to 55% last year)
 - Very worrying (given other findings !)
- **Virtualization is driving re-evaluation of DR plans**
 - 55% of respondents now reevaluating DR plans
 - IT process used in “physical” environments do not always “fit” virtual ones
 - Immature tools for virtualized environments
 - Only 35% of virtual servers covered by DR plans
- **DR testing is not a pretty picture**
 - 47% of companies test DR once per year or less
 - Staff availability & budgetary issues stopping tests
 - 30% of DR test fail

Source: Symantec DR Survey, 2008

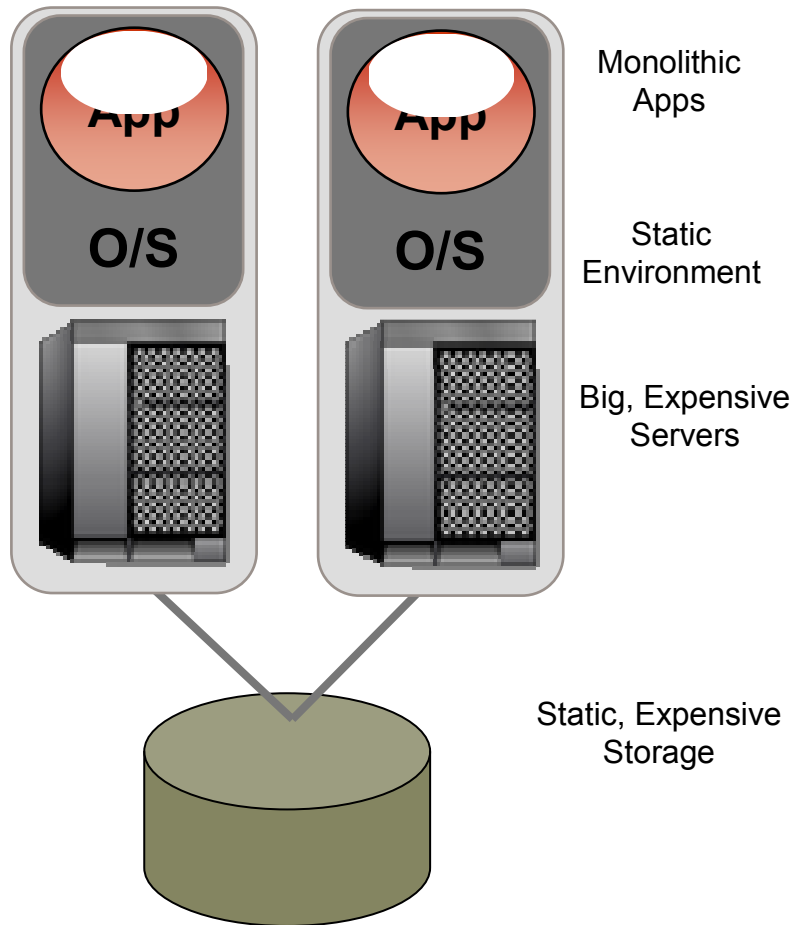
Symantec & IT Disaster Recovery

- IT Disaster Recovery should be seen as being part of a larger Business Continuity Programme

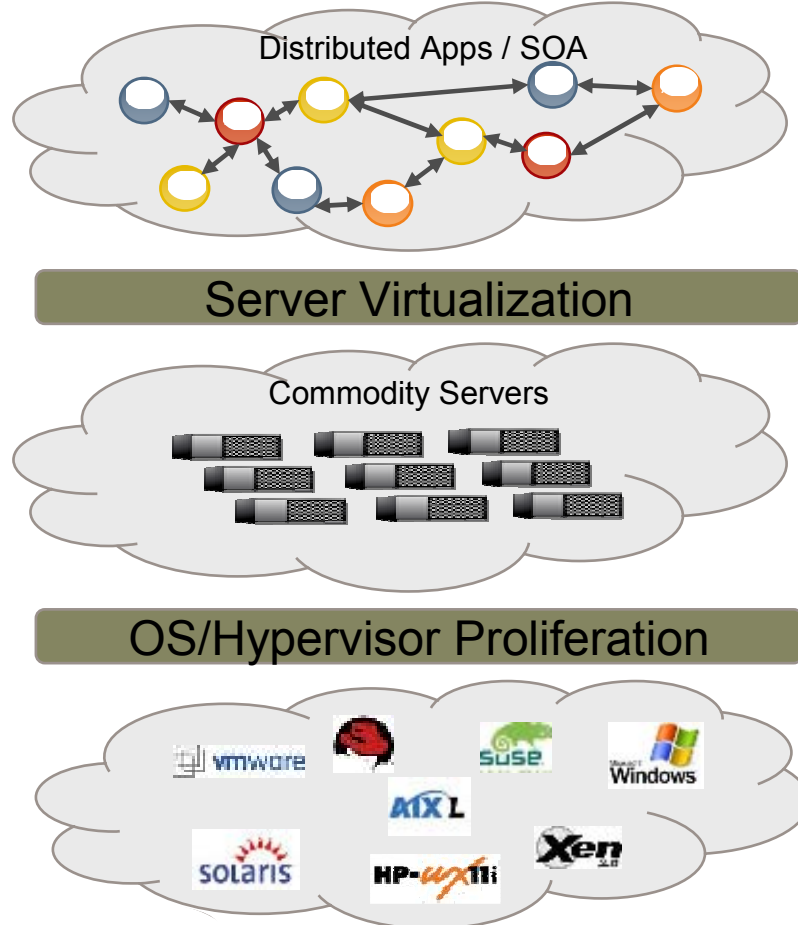


Data Center Architectures are Evolving

Legacy Architecture



Future Architecture



Classes of Service for DR

| | | | | |
|---|---|---|---|--|
| <p>TV Transmission</p> <p>24*7 scheduled 99.99% availability RTO= 2 hrs RPO= 0 hrs</p> | <p>Supply Chain, Email</p> <p>24*6³/₄ scheduled 99.5% availability RTO= 8 hrs RPO= 4 hrs</p> | <p>Ent. Back Office</p> <p>18*7 scheduled 99.0% availability RTO= 3d RPO= 1d</p> | <p>Departmental</p> <p>18*7 scheduled 98.0% availability RTO= 5d RPO= 1d</p> | <p>Standalone</p> <p>12x5 scheduled 98.0% availability RTO= 10d RPO= 1d</p> |
| <p>Platinum £500K</p> | <p>Gold £250K</p> | <p>Silver £125K</p> | <p>Bronze £75K</p> | <p>Copper £50K</p> |

Some Themes For The Day..

- **DR is still a hot issue in most companies**
 - Even if it is in place, it is probably untested and out of date
- **Virtualization can (potentially) bring huge benefit**
 - Improved agility
 - Increased asset utilisation
 - Flexible use of expensive resources
- **A “Class of Service” Approach to DR can:**
 - Re-align with true business requirement
 - Allow adoption and integration of new technologies (like virtualization)
 - Introduce new efficiencies into infrastructure
 - Drive architectural consolidation & standards