

## Comprehensive Solutions®

Proven expertise to design, develop, and implement a Disaster Recovery (DR) Plan that works when needed. And, proven methods to demonstrate that ability on an ongoing basis.

Our team offers a full range of capabilities customizable into the exact services that you need. Our goal is to help you achieve your goals.

We will develop a DR Plan that meets your IT needs and business requirements. We will make the effort to understand what is important to your business, rather than presume to tell you what is important.

We will identify risk, identify the potential impact, and then make specific recommendations to remove or mitigate the risk.

Success does not just happen — it is carefully planned.

## I N C L O S I N G

### When a team with this much experience gathers, only one thing can happen: Results.

Working with Comprehensive Solutions is not about how big of a firm you've selected. It's all about how good.

We're large enough, with the resources at hand to advance your project quickly. Yet we're small enough to provide the attention and follow-through that is often lost with larger firms.



**A world where business and technology coexist peacefully? Managing expectations from both a business and IT perspective fosters common goals and a unified vision.**

Our unique blend of diverse skill-sets and backgrounds gives us the ability to address issues from all sides.

We take a business approach to IT, looking both at what is fiscally prudent and what makes sense from a technical perspective. It's blue-sky thinking tempered by real-world sense. Adding value is how we sleep at night.

Give us a call. You'll sleep well, too. It's that confidence thing. It really works.

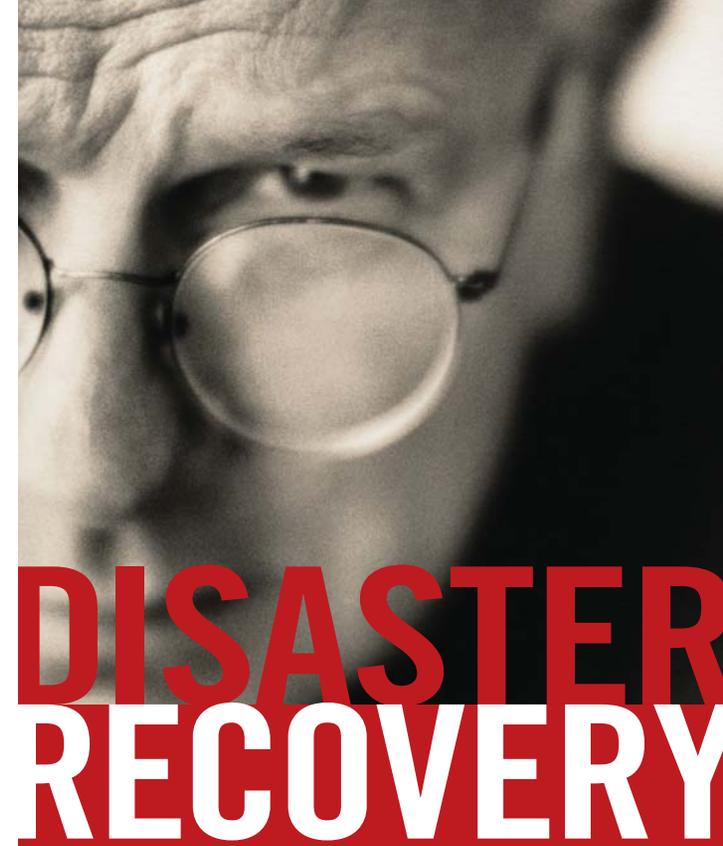


**Comprehensive Solutions®**  
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**Gartner estimates that two out of five enterprises that experience a disaster will go out of business in five years.**

**"Enterprises can improve those odds — but only if they take the necessary measures before and after the disaster."**

*Source: Gartner, Inc.*

## Disasters

Fire. Earthquakes. Floods. Tornadoes and Hurricanes. Loss of power or essential services. Terrorism. Hackers.

Disaster means many things to many people. What is common is the impact that a disaster can have.

Loss of revenue. Loss of customers. Loss of data. Loss of compliance. Loss of your business.

What expectations do your customers and management have regarding availability and the ability to recover from problems?

What needs to be protected? How do you develop a comprehensive plan? How can you prove that it works?



## Dis-as-ter Re-cov'er-y (n.)

**1.** The process of restoring systems, data and infrastructure required to support key ongoing business operations. **2.** What you need in order to protect your vested interests from unforeseen damage, loss, vandalism, or theft. **3.** An essential service provided by the experts at Comprehensive Solutions that ensures peace of mind now, while minimizing downtime, profit loss, and stress in the future.

## Disaster Recovery Planning

How long will it take to develop a working Disaster Recovery Plan (DRP)? How will you know that it really works? What is the cost of unnecessary delays and mistakes? How can we help you save money while developing a working DRP? And what about Business Continuity Planning (BCP)?

The cost of preparing for and mitigating risk is far less than the cost of attempting to recover from a disaster. An unplanned loss of service can mean lost business, lost customers, lost opportunities, and possibly worst of all, the loss of a valuable asset — *data*. All of which can be very detrimental to the future of your business. Preparation is the key to success.

Disaster Recovery (DR) planning decisions are made based on several criteria, including perceived cost, perceived risk and the implementation schedule. Our focus is on value. A plan only has value when it works!

To minimize cost, companies will often try to achieve this in-house. However, they often find that after several iterations the DR plan is still incomplete. The true cost of this effort typically far exceeds the perceived cost.

Disaster Recovery Planning is specific to your business, and its special needs. It requires in-depth business and technical expertise, an understanding of what it takes to restore key systems under stress, and the willingness to adapt the plan to suit budget and requirements — instead of trying to make a generic plan work for you.

**Think you'll be able to pull a rabbit out of your hat when disaster strikes? Think again.**



## What is the Solution?

We will look at your company from a business perspective to identify critical systems and dependencies. We leverage our expertise to improve the process, allowing the DR planning effort to move forward at a faster pace while generating positive results.

Our staff will help define recovery time and recovery point objectives. We will “sweat the small stuff,” taking into consideration even the most minor details and requirements. In short, in the end you will have a plan that works and is indeed comprehensive.

And just as important, we will customize our service offerings to meet your needs and budget. Realizing that the “perfect plan” is often not financially realistic, we will define phases that allow for the plan to grow and extend as time and budget permits.

### Typical steps include:

1. Risk assessment, business impact analysis, and gap analysis
2. Definition of business and technical requirements and goals
3. Definition of Service Level Agreements (SLAs)
4. Risk mitigation planning
5. Disaster Recovery/Business Continuity plan development
6. Project planning and management
7. DRP/BCP execution, refinement, and ongoing maintenance
8. Management reporting with measurable progress reports

