



## TRADITIONAL BACKUP VS INTELLIGENT BUSINESS CONTINUITY

### What do we mean by “Business Continuity?” No downtime!

How much will your customers be affected if your server suddenly failed and a complete restoration took a full day?

Would accessing your server even if your building lost power for the day or experienced a fire be valuable to the health of your business?



**Our solution covers the most frequent cause of downtime – people! For example, staff deleting critical files, intruders stealing servers, or users clicking on viral links causing critical files to become useless.**

If your business relies on computers, simply backing up data locally and even to the cloud results in a very costly recovery process. The time it takes to recover your server and data is costly. Please take a few minutes to discover the cost of just backing up data - [www.acs1.co/rtc.html](http://www.acs1.co/rtc.html)

After research and testing many solutions, we are excited to offer a backup and disaster recovery solution designed specifically for small business. The ACS BUSINESS CONTINUITY service has the power of an enterprise solution, yet it is affordable and easy-to-use.

- For \$100 we will install and configure one of our devices into your network
- After a 15 day FREE trial, the monthly fee will begin
  - \$180 includes unlimited offsite storage per server/desktop
- We ask for a 12 month commitment and then monthly thereafter. However, we understand cash flow and will invoice in whatever periods you prefer.

**Call today to ensure business continuity for your small business. We are prepared to manage the whole process for you. It will be the same system that is protecting our business.**



## TRADITIONAL BACKUP VS INTELLIGENT BUSINESS CONTINUITY

### Please Choose a Response to this Presentation

#### Request a Formal Proposal

I believe my business needs this type of protection and would like to see a formal proposal based my actual needs. I am willing to spend 15 minutes with one of ACS's technicians to discuss what computer(s) should be part of this system.

Call – 610-461-4627

Email – [dcalex@acsnwpa.com](mailto:dcalex@acsnwpa.com)

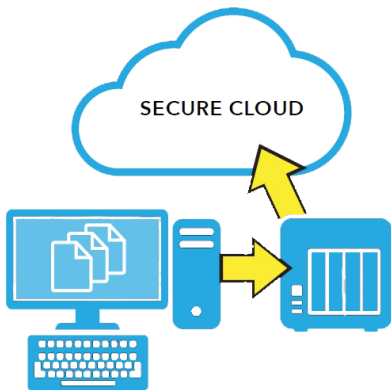
#### Deny a Formal Proposal

I understand the presentation and am not prepared to pursue this type of protection for my business at this time. By not taking part in this solution, I agree that ACS holds no responsibility for any effects to the continuity of my business systems.

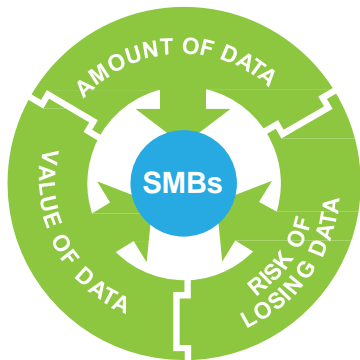
ACS NOTE: We will periodically ask you to evaluate the need for this type of solution. Please forgive this brief interruption but we feel responsible to help you as much as possible.

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## A Complete Continuity Solution Designed for Small Business



**Datto ALTO 2** is the very unique hybrid cloud solution that keeps small businesses up and running through outages, data loss and disasters. This business continuity solution is built specifically for small businesses; you get a compact and powerful appliance that takes snapshots of your servers and workstations, then replicates them to the ultra-secure Datto Cloud.



ALTO 2 uses image-based backup technology, so it takes full images of machines instead of merely backing up files and folders. With this technology you are able to restore systems and entire networks at a moment's notice.

Most small businesses are using at least some type of solution to avoid data loss, but very few are protecting their business from downtime, which can be even more devastating. ALTO 2 will protect your business from data loss and ensure that in the event of a disaster, they are fully operational with very little downtime.

Introduced in 2013, ALTO revolutionized small business data protection. Datto ALTO 2 represents the next generation and is built on hardware that makes it faster and more reliable.

ALTO 2 packs 1TB of local storage in a slim mini-PC unit that measures only 5 inches square and 1.7 inches tall. Off-site storage is flexible, with 150GB, 250GB, 500GB and 1TB plans, with the option for unlimited cloud storage.

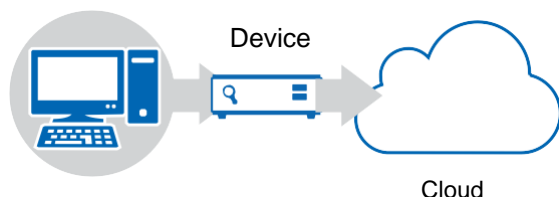


Figure 1

## Hybrid Cloud

Datto ALTO 2 utilizes Hybrid Cloud technology to improve redundancy and give users greater protection of their systems and data. Hybrid Cloud continuity is simple in concept yet robust in feature set; it leverages the advantages of local backup and the security of the cloud.

It starts with workstations and servers protecting data locally across the Local Area Network (LAN) to the Datto appliance. From there it is automatically transmitted to the secure Datto cloud. This technology improves fault tolerance while reducing the reliance on bandwidth speed. The local Datto device can act as a restore hub for everything from files to application and system fail over, it can also act as a staging environment for off-site transfer. Scheduling off-site data transfers can be critical for bandwidth management and carries no risk of having unsaved backups. In addition, should the local device be compromised, data that was transferred to the Cloud can act as a replica site for the business. A local only backup option cannot ensure data integrity should a site wide disaster occur. (See Figure 1)

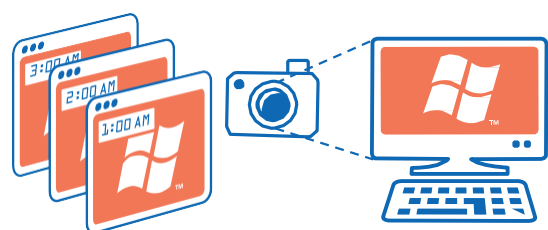


Figure 2

## Image-Based Backup

Datto ALTO 2 uses image-based backup technology to take a complete picture of the workstation or server. Advantages include quick full system restores, easy recovery of individual files, bare metal restores (BMR) capability, and the ability to boot individual backups as virtual machines. Image-based backup is a superior technology vs. outdated tape and disc. (See Figure 2)

## Hybrid Virtualization

Datto ALTO 2 brings the power and flexibility of local virtualization to small business. Hybrid Virtualization technology initializes a virtual machine (VM) in the secure Datto cloud, then automatically connects to the local network through the ALTO 2 appliance on-site using a secure VPN tunnel.



Figure 3

## Screenshot Backup Verification

No more guessing if your backup is working properly. ALTO 2 boots backups as virtual machines, capturing an image of the login page to give you visual proof that your data has been successfully backed up.

An industry first. (See Figure 3)

## Instant Off-Site Virtualization

ALTO 2 protects businesses from site-wide outages using instant off-site virtualization. In the event of a local disaster like a fire or flood, the entire network can be recreated in the secure Datto cloud in a matter of minutes. Secure connections are provided to employees and a business can resume normal operations.

## Inverse Chain Technology™

Datto's proprietary Inverse Chain Technology eliminates the problem of broken backup chains – the place where most issues arise in the backup process.

Each time a backup occurs data is saved in a universal virtual file format (VMDK). These backups are not dependent on previous snapshots, giving you the freedom to change retention and delete snapshots without resetting the chain or having to take a new base image. Since each backup is a fully bootable virtual machine, there is no need for complex, time-consuming conversion processes before performing a restore. Data is always available immediately, both on and off-site, for near-instantaneous recovery and virtualization. (See Figure 4)

## Off-Site File Restore

Brand new for ALTO 2 comes Off-Site File Restore. Now, no matter where you are, you can recover files and folders from any protected server or workstation, from any point in time. The intuitive, familiar Datto Partner Portal now features a simple, powerful utility for browsing the complete file structure for any recovery point. Even better, you can perform searches to find exactly what you need.

Inverse Chain Technology

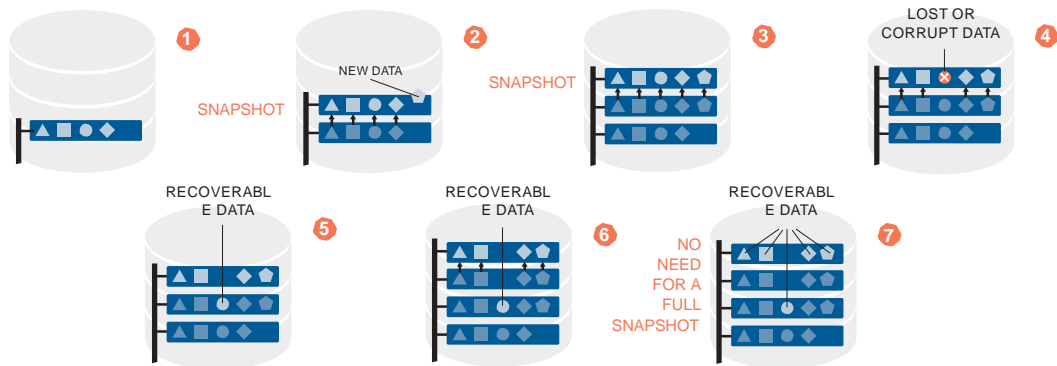


Figure 4

	Datto ALTO 2
<b>Local Storage Capacity</b>	1TB
Instant Off-Site Virtualization	X
Hybrid Virtualization™	X
Granular Agent Syncing	X
ShadowSnap Agent	X
Local and Off-Site File Level Restore	X
VMDK/VHD Export	X
Inverse Chain Technology™	X
Screenshot Backup Verification	X
Unlimited Cloud Storage Capabilities	X
24/7/365 Technical Support	X

