



Introducing Blue Saffron Entrust Backup and Disaster Recovery

Blue Saffron

more than just IT

Flexible IT Support Solutions

We are comfortable working alongside an in-house IT team OR acting as the virtual IT department, where the client does not have IT expertise in-house.

Selectable Service Packages

Remote IT Support Solutions tailored to the precise needs of the customer. We call this...
COMPLEMENTARY OUT-TASKING

Access to Instant Scale

Access to breadth and depth of resources, advanced management tools providing remote diagnostics and automation delivering significant productivity benefits.

Maintenance

Management of third-party software and hardware maintenance contracts



MAINTENANCE

Smart Hands

Onsite IT resources delivered anywhere worldwide with local language support



SMART HANDS

Out of Hours

Evening and weekends for critical infrastructure items



OUT OF HOURS SUPPORT

Entrust

System Backup and Recovery | Security Management and Anti-Virus



ENTRUST

Complete

Virtual IT Department Incorporating | Notify | Resolve | Professional



COMPLETE

Professional

Proactive System Maintenance | Patch Management | 2nd Line Support | Notify



PROFESSIONAL

Resolve

First Line Support | Support Triage Remote Control | Access to Customer Portal | Notify



RESOLVE

Notify

Remote Monitoring | Alerting | Asset Discovery, Tracking & Reporting



NOTIFY

Blue Saffron

more than just IT

Our Core Competencies

Supporting the IT Team

Allowing the IT team to focus on those critical aspects of IT that deliver the most benefit to the business.

Collaborative
Support
Solutions

Supporting the Users

Delivering the functionality demanded by your users in today's Cloud enabled IT environment.

CORE INFRASTRUCTURE

The Blue Saffron core operations and technology which empowers the delivery of our individual services. Life Support Systems for IT.



BACKUP & RECOVERY

PROTECTED | OFFSITE STORAGE | LOCAL RECOVERY
How quickly can you recover your data?



NETWORK

RESILIENT | SECURE | BUSINESS GRADE SLAs
Is your network up to the job?



VOICE

PHONE SYSTEM INDEPENDENT | LOCAL PRESENCE | INTELLIGENT ROUTING
Missed calls - mark missed business



SERVER & DATA CENTRE

PERFORMANCE | SECURITY | AVAILABILITY
Your server - Your business

Delivering Support Across a Range of Technologies

Blue Saffron is able to deliver support from the desktop to the datacenter, providing a single point of contact. Helping to improve the support experience for your IT users.

COMPLEMENTARY OUT-TASKING

Fixed price monthly support, tailored to fit your budget and your business. Life Support Systems for IT.



NOTIFY

Remote Monitoring, Reporting & Alerting



RESOLVE

We Support Your Users, First Line Support Triage of Customer Issues



PROFESSIONAL

Proactive System Maintenance, Second & Third Line Support



COMPLETE

The Virtual IT department containing, Notify, Resolve & Professional



ENTRUST

System Security & Availability



OUT OF HOURS SUPPORT

Nominated Contact Support for Key Infrastructure Components



MAINTENANCE

Third-party Warranty & Support for Hardware & Software



SMART HANDS

Delivery of Local IT Expertise Globally (Support for Remote Offices)

CLOUD ENABLED IT

Delivery of key services, applications and data to users in a secure controlled environment.



TELEPHONY

HOTDESK | CALL RECORDING | HANDSET TWINNING
Delivering calls to where ever you are



OFFICE PRODUCTIVITY

EMAIL | OFFICE TOOLS | MULTIPLE DEVICES
Your office everywhere



MOBILE MANAGEMENT

TRACKING | REMOTE LOCK | DEVICE WIPE | AUDIBLE ALARM
Secure your business data



FILE SHARING

STORE | ACCESS | CONTROL
Who has access to your company data and files?



DESKTOP

REMOTE SUPPORT | PROACTIVE MAINTENANCE | MANAGED SECURITY
Work anywhere



COLLABORATION

CONNECT | MEET | SHARE
Improve teamwork and productivity



SINGLE SIGN-ON

SINGLE PASSWORD | MULTIPLE RESOURCES | SECURE
Centralised Controlled Access





THE PROBLEM

**EVERY COMPANY DESERVES
SIMPLE & AFFORDABLE Disaster Recovery**
but On-Demand Failover is Outside the Reach
of Most Businesses

We have partnered with



What?

- Disaster Recovery (DRaaS)
- Cloud Backup
- Archiving
- Endpoint Protection

Why?

Every company has the right to protect their valuable data and keep their operations up and running -- simply, flexibly, and affordably.

Awards



Key Partners



By The Numbers

Founded:	2006
HQ:	Los Angeles, CA
Customers:	1M devices protected & counting
Data Centers:	12 global data centers
Data Protected:	100+ PB of data. 20 billion objects.

VIRTUALLY, EVERY BUSINESS WILL EXPERIENCE SOME TYPE OF DOWNTIME...

PERVASIVENESS OF DOWNTIME



91%

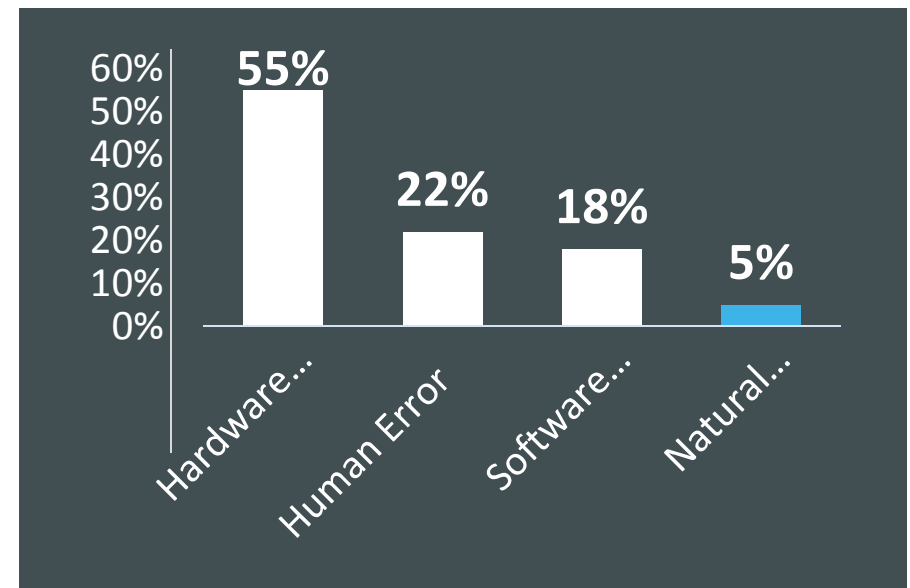
Of those surveyed have had a data center outage in the past **24** months.



47%

Of companies experienced an outage or downtime **THIS** year.

TOP CAUSES OF DOWNTIME



Sources: Ponemon Research (2013)
Quorum DR Report (2013)

Protect Everything

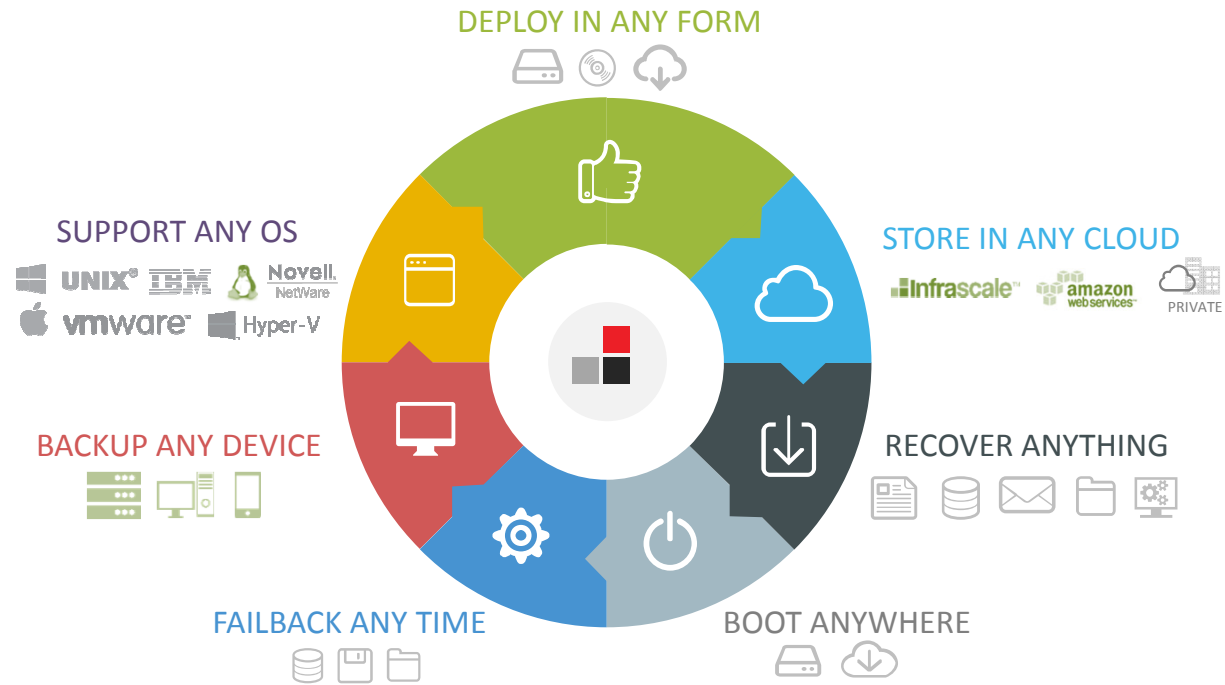
ERADICATE DOWNTIME.

WE EQUIP EVERY COMPANY WITH THE ABILITY TO RECOVER FROM ANY DISASTER, QUICKLY AND AFFORDABLY.

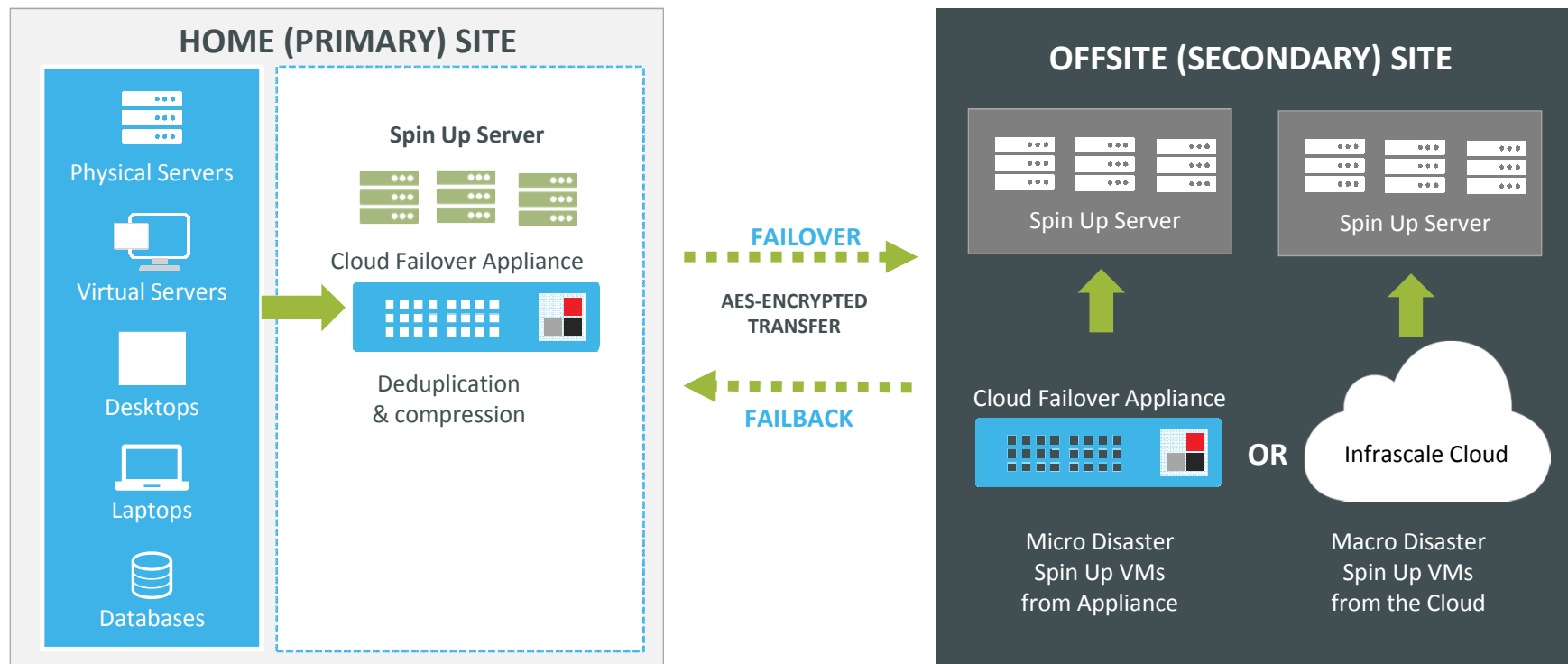
		MOBILE DEVICES		DESKTOPS & LAPTOPS		PHYSICAL & VIRTUAL SERVERS				
		Smartphone	Tablet	PC	Mac	File	Email	Application	Database	Virtual
Cloud Solutions	Cloud Backup	✓	✓	✓	✓	✓	✓	✓	✓	✓
	Disaster Recovery	✓	✓	✓	✓	✓	✓	✓	✓	✓
	Data Archiving	✓	✓	✓	✓	✓	✓	✓	✓	✓
	File Sharing	✓	✓	✓	✓	✓	✓	✓	✓	✓
Operating System										

Infrascale supports more than 100+ versions of operating systems.

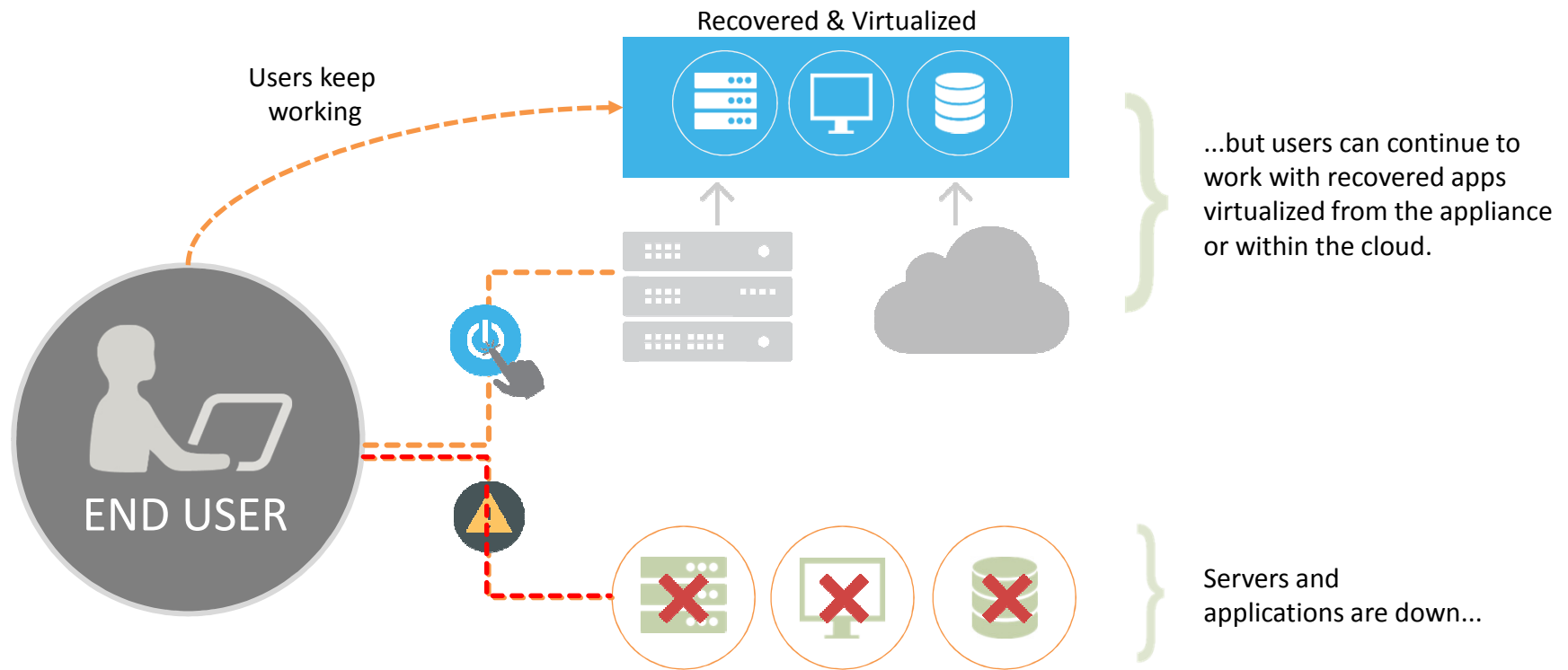
COMPLETE COVERAGE



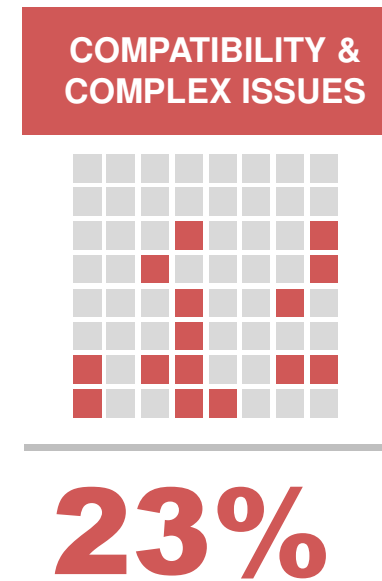
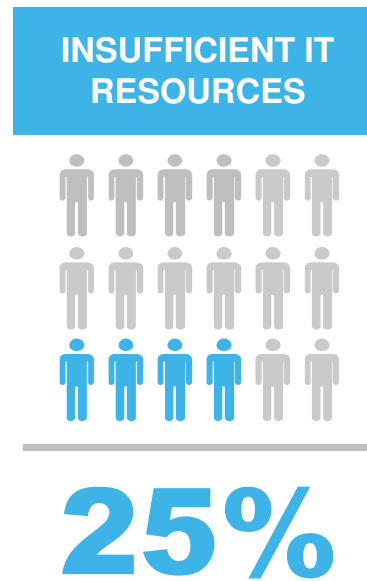
PUSH BUTTON FAILOVER



PUSH BUTTON FAILOVER



BARRIERS TO ON-DEMAND FAILOVER



Source: ActiveTech Media/Infrascale:
2015 DRaaS Attitudes & Adoption Report

FLEXIBLE FAILOVER DEPLOYMENT

► INFRASCALE CLOUD

Cloud Failover Appliance (CFA) is an enterprise-grade disaster recovery solution that recovers systems and applications. CFA fits into any environment and meets most deployment requirements.

STEP 1

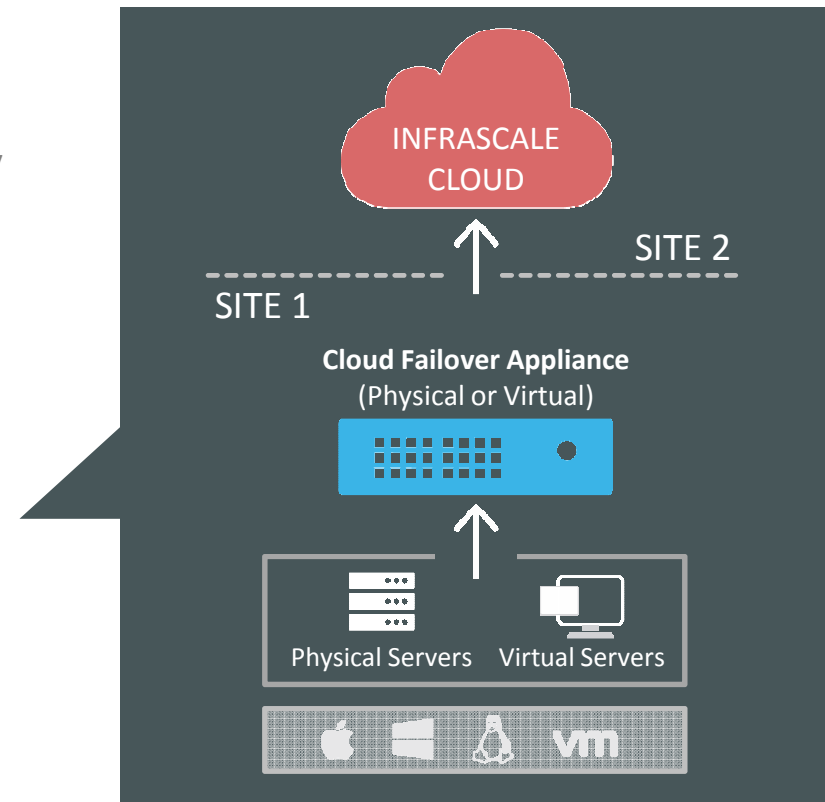
Deploy CFA
(physical or virtual)

STEP 2

Install agents or choose
hypervisor host. Perform initial
backup.

STEP 3

Should a server outage or natural
disaster occur, you can boot
from the appliance or cloud.



FLEXIBLE FAILOVER DEPLOYMENT

▶ SITE TO SITE

Data Protection Appliance (DPA) is an enterprise-grade disaster recovery solution that recovers systems and applications. DPA fits into any environment and meets most deployment requirements.

STEP 1

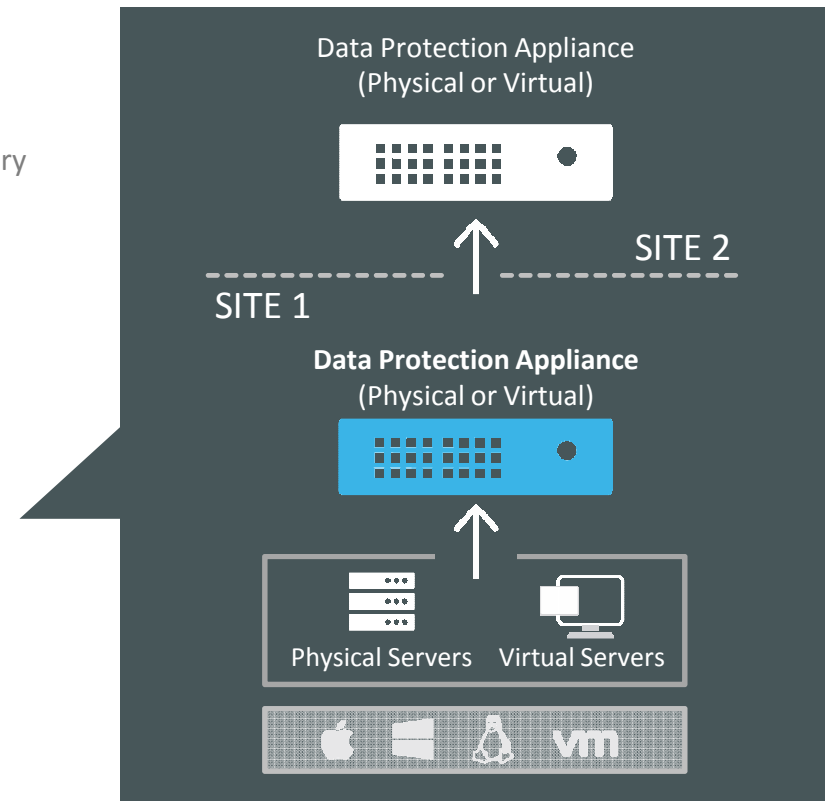
Deploy DPA (physical or virtual)

STEP 2

Install agents or choose hypervisor host. Perform initial backup.

STEP 3

Should a server outage or natural disaster occur, you can boot from the appliance or cloud.



FLEXIBLE FAILOVER DEPLOYMENT

▶ ANY CLOUD

Cloud Failover Appliance (CFA) is an enterprise-grade disaster recovery solution that recovers systems and applications. CFA fits into any environment and meets most deployment requirements.

STEP 1

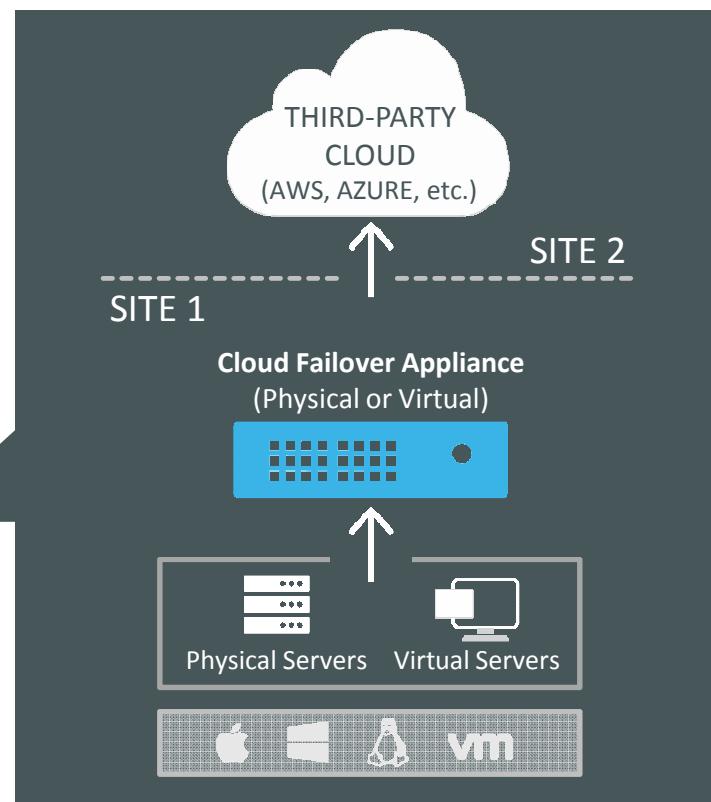
Deploy CFA
(physical or virtual)

STEP 2

Install agents or choose
hypervisor host. Perform initial
backup.

STEP 3

Should a server outage or natural
disaster occur, you can boot
from the appliance or cloud.



CLOUD SPILLOVER

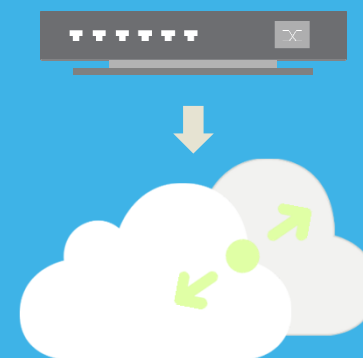
OLD WAY

MORE SPACE = MORE APPLIANCE



NEW WAY

MORE SPACE = MORE CLOUD



CLOUD FAILOVER APPLIANCE



Recover servers & applications in seconds



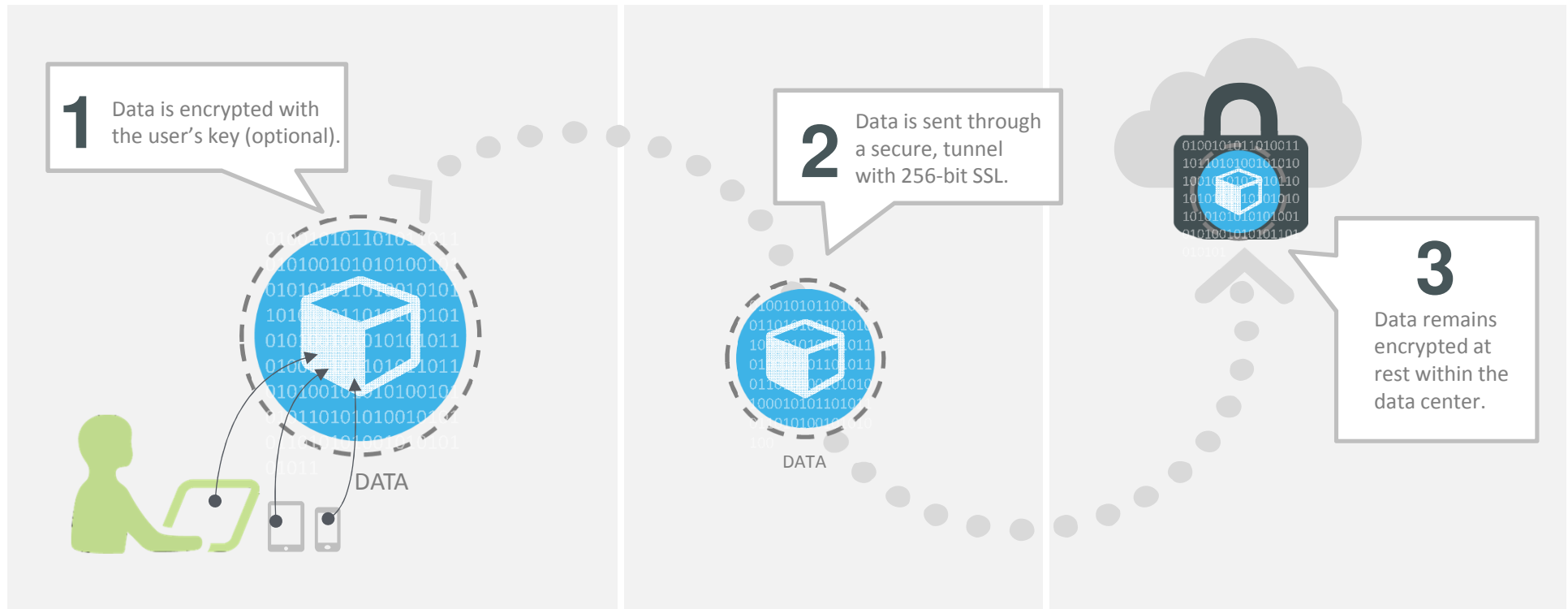
Recover 20+ VMs simultaneously



Leverage existing Infracore backup hardware

MODEL	PROTECTS (UP TO X TBS)	RACK SIZE
1200 Series	2	1U
1500 Series	4	1U
2700 Series	18	2U
4500 Series	40	4U
9500 Series	88	9U

ENCRYPT YOUR DATA



WHAT MAKES INFRASCALE DIFFERENT

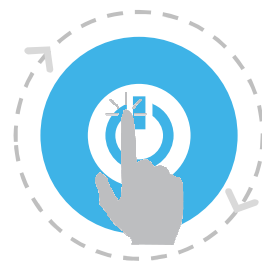
**TOO
EXPENSIVE**



**REDUCE DR
COSTS**

No additional secondary site,
hardware, software, or
bandwidth

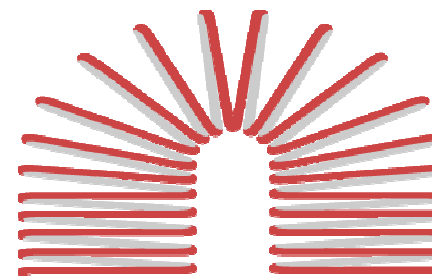
**INSUFFICIENT IT
RESOURCES**



**PUSH BUTTON
FAILOVER**

Failover to a second site from
seconds to minutes (locally
and from the cloud)


**COMPATIBILITY &
COMPLEX ISSUES**





**FLEXIBLE TO
MEET ALL NEEDS**

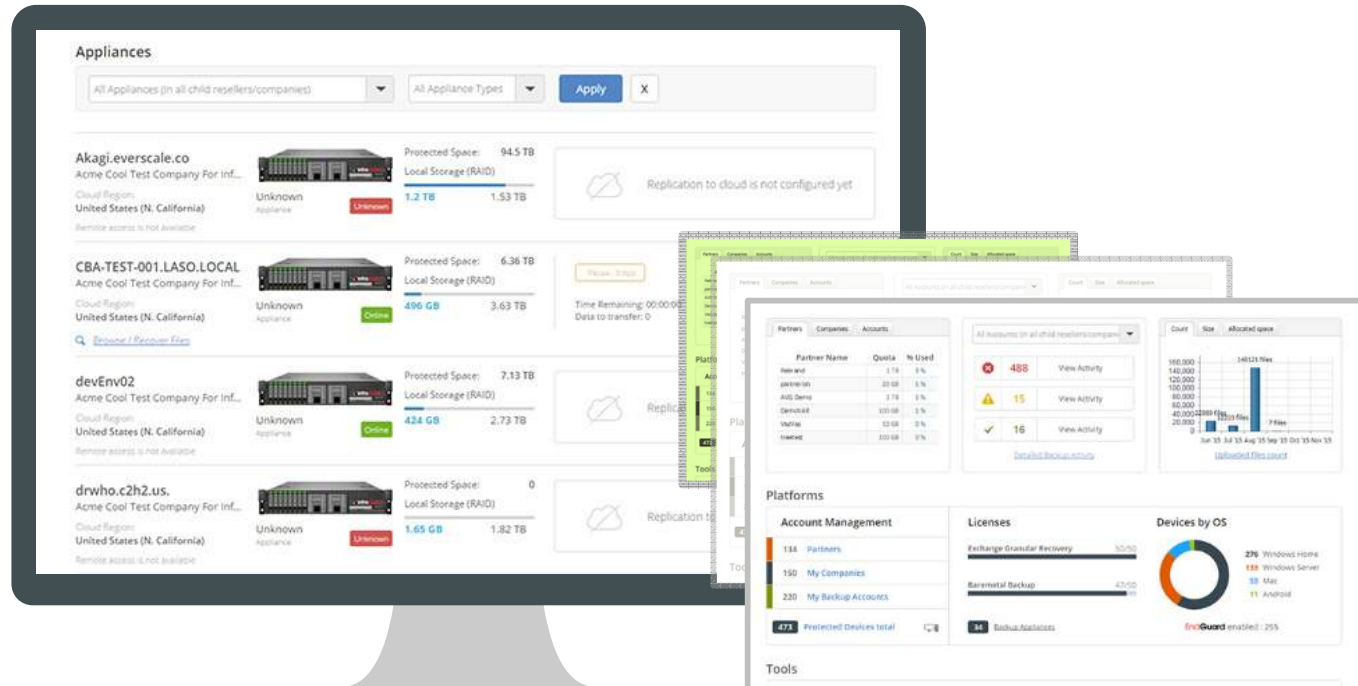
- Physical or virtual appliance
- Supports 100+ operating systems
- Our cloud, your cloud, or any cloud

INFRASCALE DASHBOARD

 **ACTIVITY ALERTS**

 **REPORTING & MONITORING**

 **ACCOUNT USAGE**



Appliances

All Appliances (in all child resellers/companies) | All Appliance Types | Apply X

Partner Name	Protected Space	Local Storage (RAID)	Status
Akagi.everscale.co Acme Cool Test Company For Inf...	94.5 TB	1.2 TB / 1.53 TB	Unknown
CBA-TEST-001.LASO.LOCAL Acme Cool Test Company For Inf...	6.36 TB	496 GB / 3.63 TB	Online
devEnv02 Acme Cool Test Company For Inf...	7.13 TB	424 GB / 2.73 TB	Online
drwho.c2h2.us Acme Cool Test Company For Inf...	0	1.65 GB / 1.82 TB	Unknown

Platforms

Account Management

Partner Name	Quota	% Used
New and Services	1 TB	1%
AVG Servs	20 GB	1%
Unlinc	1 TB	1%
Unlinc	100 GB	1%
Unlinc	10 GB	0%
Unlinc	100 GB	0%

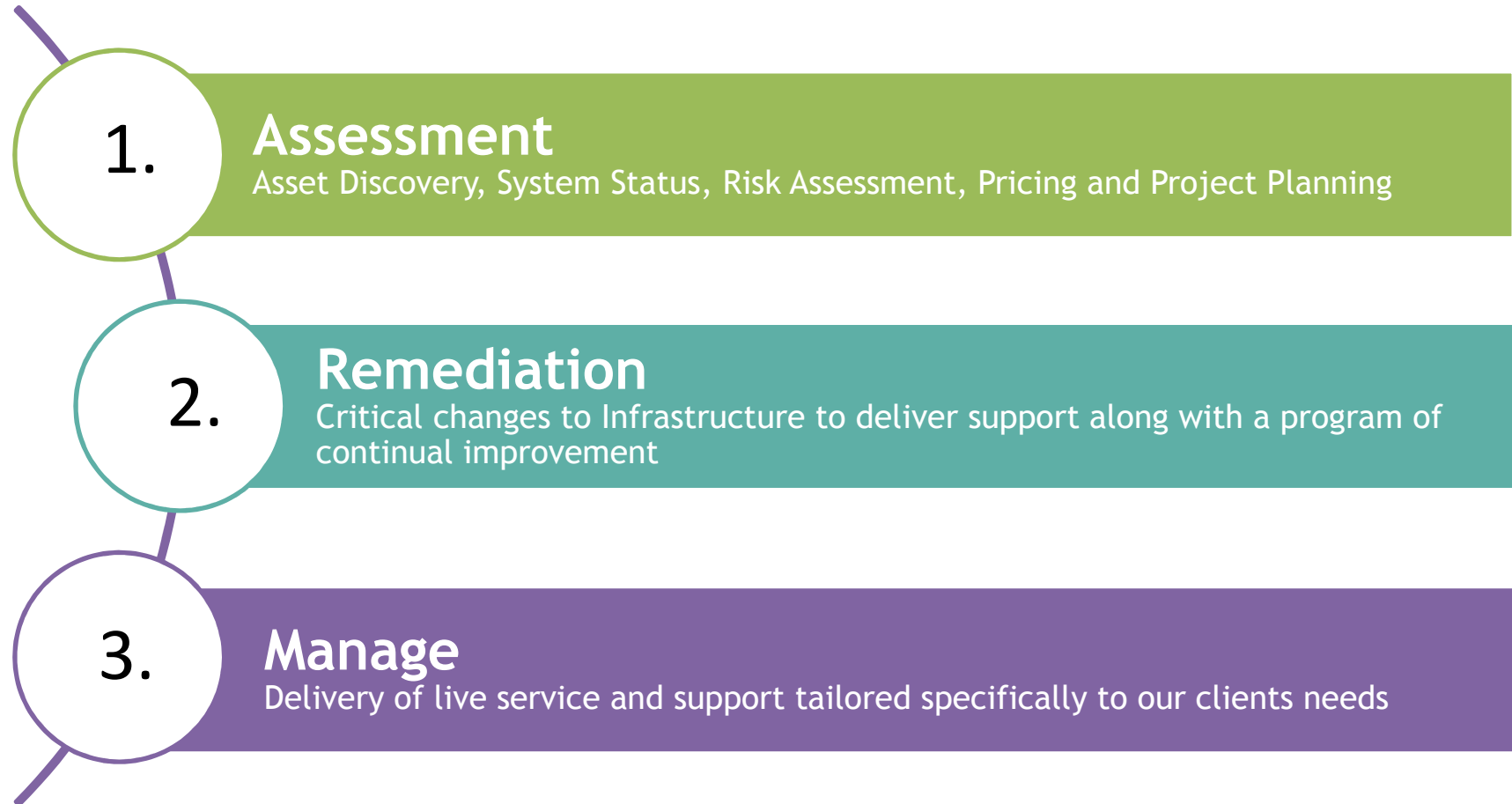
Licenses

- Exchange Granular Recovery: 40/50
- Barometal Backup: 43/50
- Backup Analytics: 34

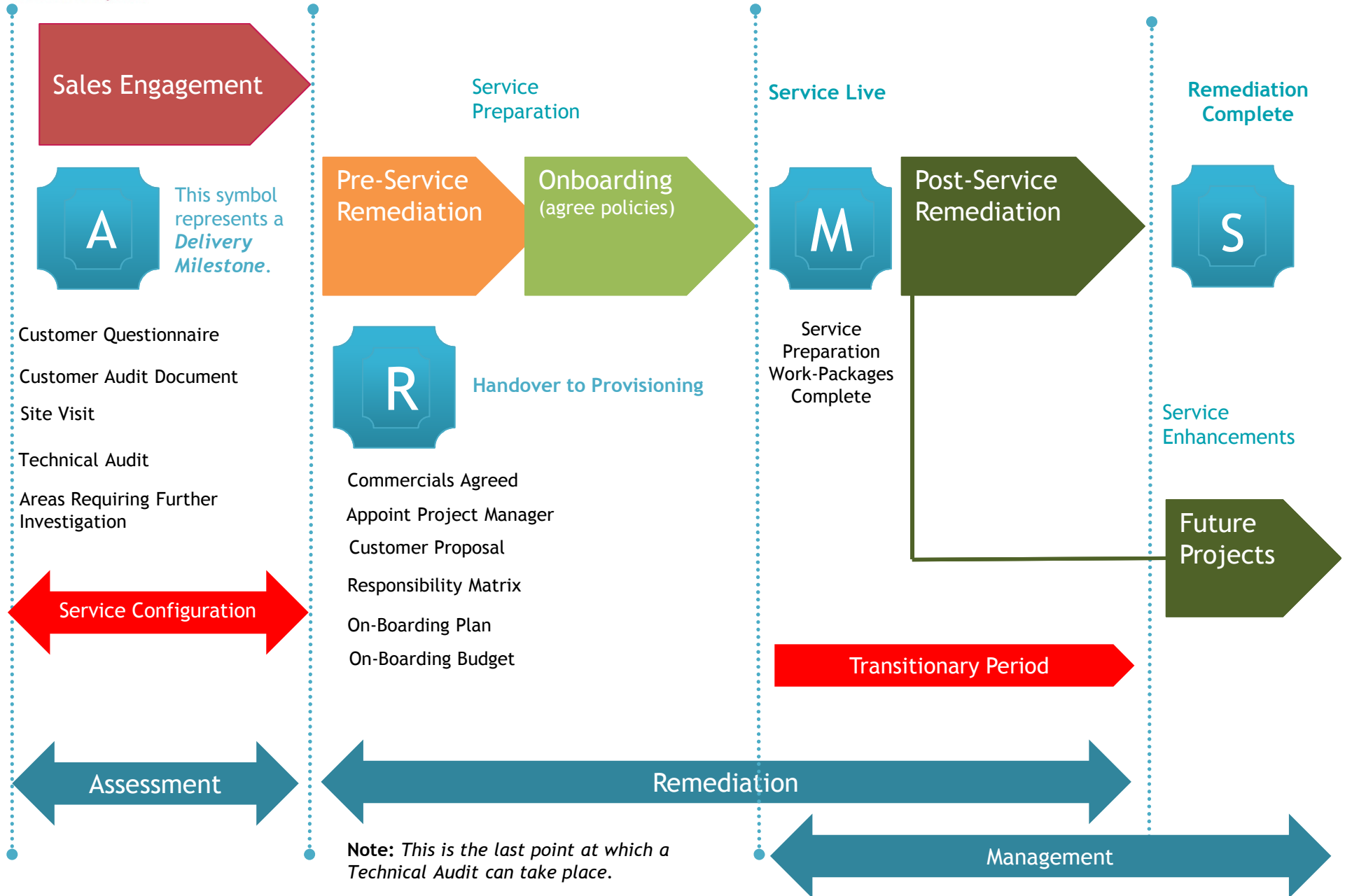
Devices by OS

- 276 Windows Home
- 138 Windows Server
- 58 Mac
- 11 Android

Tools



Provisioning of Services (ARM)



What do our customers say?

Managed Service Provider focussed on delivering IT support solutions to UK mid size enterprises :-

- Well established, stable, founded 2004
- London based with an international reach
- We support International clients with a UK presence and UK clients with international offices
- Blue Saffron operates as the Virtual IT department or we can work collaboratively alongside an existing in-house IT team
- We support clients across a number of industry sectors, some examples....



Having previously worked with Blue Saffron, we are now reaping the benefits of engaging with an IT partner who understands our industry

Blue Saffron have developed an strong and collaborative relationship with our IT team and we are looking to build on the work done so far to take further advantage of their services.



Blue Saffron have worked alongside our business for the past 5 years initially supporting our data network and voice but now providing support for all our IT, delivering end-to-end support



Hiring Blue Saffron has provided us with instant access to additional, experienced IT resource, enhancing the collective capability of the two teams. This has enabled us to deliver substantial change in controlled manner in a very short space of time.

Complementary Out-Tasking At Work



RESOLVE

Providing first line support

- ITRM Resolve, acting as first point of contact for all support calls
- Supporting 200+ users in 3 UK locations
- 70% of support tickets now resolved at first line
- Reduced the support burden on Morgan Hunt IT team by 50% freeing up valuable IT resource
- Morgan Hunt able to deliver on major change projects, keeping promises to the business.



OUT OF HOURS SUPPORT

Remote monitoring, network and hosting infrastructure

- UK head office
- 23 office locations worldwide
- Global wide area network and hosting infrastructure to support 500+ users
- IT team operates in 2 spheres EMEA & ASIAPAC
- Remote monitoring and management of key infrastructure components



NOTIFY



PROFESSIONAL



Remote monitoring and management of network, server and hosting infrastructure

- Remote Monitoring and management of Network and server infrastructure.
- Management of Anti-Virus estate
- WDP's IT team support the users
- Blue Saffron act as 2nd line support
- 19 locations across London and the south
- Delivered complex migration of server assets to UK data centre relocation equipment from WDPs Offices
- Server consolidation



ENTRUST



COMPLETE



ITRM Complete, Blue Saffron is the IT Department

- ITRM Complete, managing all aspects of client's IT infrastructure
- From the desktop to the datacentre
- 80+ Employees across 12 locations in the UK
- Blue Saffron act as Virtual IT Department
- Priced per user per month