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## PIONEER Data Backup Services

Fully automated remote backup & recovery simplifies data protection, eliminates human error, and reduces costs.

### THE CHALLENGE

Your data is precious. Today, electronic information is a crucial piece of almost every organization. Losing information can be catastrophic. But data growth is relentless. And many businesses are struggling to keep up.

Unfortunately, traditional backup options are often slow, unreliable and expensive. Human error, high failure rates, and shrinking backup windows are commonplace. And the trend toward home office, remote office and mobile computing only complicates an already daunting challenge.

On top of it all, I.T. budgets are shrinking. Cost reduction and containment are no longer optional. But neither is protecting your data.

Perhaps it's time to rethink your data protection strategy.

### THE SOLUTION

Pioneer's Online Backup simplifies data protection by fully automating backup and offsite storage.

Unlike traditional methods, Pioneer's Online Backup is fast, dependable and affordable. Why struggle with tapes, backup schedules and manual processes when Pioneer can fully automate your data protection process from beginning to end for a predictable monthly fee?

Enterprise-class backup & recovery has never been easier. Our business data is systematically transported to a secure, fully hardened facility where it's available for recovery and restore 24x7x365.

Let Pioneer help transform your business. Don't worry—we've got your back. (Your backup, that is!)

### KEY BENEFITS

#### Automation

Eliminate human error inherent to manual processes. Pioneer Online Backup is fully automated for maximum reliability.

#### Data Deduplication

Minimize data before it is sent over the WAN, dramatically reducing backup time and bandwidth requirements.

#### Secure Tapeless Protection

Pioneer Online Backup transfers your encrypted data daily across the WAN, eliminating the need to ship tapes offsite.

#### Simple Management

Manage multisite backup control operations from a single location through a consistent, intuitive, web-based interface.

#### Rapid Recovery

Immediately restore backup data without needing to restore both full and subsequent incremental backups.

#### Affordability

No need for capital investment in expensive hardware and software. No complex administration required.

## ANATOMY OF A SOLUTION: PIONEER DATA BACKUP

### About Pioneer...

Pioneer provides an industry leading technology solutions delivering value to organizations of all kinds. Our advanced I.T. solutions help customers increase productivity, improve efficiency and reduce risk.

### Productivity

The goal of every organization is to increase the quantity and quality of its goods and/or services. Not always an easy task. But Pioneer provides a variety of solutions to help our customers grow, compete and collaborate more effectively.

### Efficiency

Never has it been more important to do more with less. Controlling costs and streamlining are at the top of most corporate to-do lists. Pioneer's solutions help our customers maximize operational efficiency, reduce energy consumption, and dramatically reduce costs.

### Risk

Organizations are more dependent on technology today than ever before. If systems are down business grinds to a halt. Lost data can be catastrophic. Pioneer solutions safeguard our clients' precious business assets and

Designed to solve the challenges associated with traditional backup/recovery models, Pioneer Online Backup helps organizations of all kinds to safeguard their precious data while eliminating cumbersome administration, human error and the need to purchase expensive equipment and software. A simple *pay-as-you-go* model allows for predictable monthly budgeting instead of costly capital outlays.

### How it Works

A small, unobtrusive agent is installed on each device requiring backup—commonly servers, PC's, laptops or local storage systems. Data is then transmitted via secure internet connection to Pioneer's hardened data center, where it's available to be recovered 24x7x365.

Since Pioneer's Online Backup is internet-based, it's perfect for backing up remote offices, home offices and mobile users in addition to critical corporate data systems.

Unlike traditional solutions, Pioneer's Online Backup provides **daily full backups** which can be quickly recovered in just one step. No need to chase down various "fulls" and "incrementals" to solve the recovery puzzle. Simple is good!

### Security

Since information security is absolutely essential today, all data is encrypted at the source—prior to being transported over the WAN. Encryption ensures that all data is secure **before** leaving the customer site and remains safeguarded throughout the transmittal and storage processes. The same stringent security policies apply during the recovery process.



### Deduplication

One of the key drivers impacting backup performance is the amount of data that must be protected within the available backup window. Traditional solutions are inefficient because they back up everything—including duplicate files and sub-file data segments that exist across your servers, PCs, laptops and storage systems.

When combined with traditional daily incremental and weekly full backup schedules, the impact of duplicate data is staggering. The sheer amount of data that must cross already congested networks often makes meeting short backup windows an impossibility.

*With Pioneer Online Backup, all data is deduplicated prior to transmittal, yielding dramatically reduced bandwidth requirements and lightning fast backup speeds.*

### Optimized for VMware

For virtualized server environments, Pioneer Online Backup has the flexibility to include guest or image-level backups that leverage the latest VMware vStorage APIs for data protection. In all cases, only new, unique subfile, variable-length data segments are transferred across the virtual/physical infrastructure.

Even data stored within virtual disks (VMDK files) can be deduplicated, enabling efficient replication for storage and rapid recovery.

### Software as a Service (SaaS)

As internet connectivity becomes increasingly robust and ubiquitous, more and more businesses are leveraging remote I.T. services to save money and simplify operations rather than purchasing, deploying and staffing on-premise systems.

In the spirit of SaaS, Pioneer Online Backup is a remotely delivered data protection software model which provides enterprise-class backup/recovery services for a fixed monthly fee, without the complexity and high cost of a traditionally deployed solution.

### About EMC Avamar®

EMC Avamar utilizes patented global data deduplication technology to identify redundant data, minimizing backup traffic before it is sent over the LAN/WAN. Avamar achieves unprecedented levels of data reduction and enables fast, secure backup for remote offices, network servers, desktop/laptop systems and VMware environments. The result is dramatically reduced backup time, secondary storage, growth, and bandwidth utilization.



# Pioneer