Sungard AS and VMware: Virtual Application Recovery Made Simple

For years, Sungard Availability Services (Sungard AS) devised innovative, successful recovery solutions. Now specifically for VMware users, customers can experience the full capabilities of Sungard AS – including automated recovery, storage replication, integration with vCenter Server and automated recovery of your protected workloads for faster RTOs – with Recover2Cloud® Site Recovery Manager.

VMware is nearly synonymous with virtual computing. Not only did it define virtualization, drive virtualization innovation, and become the market leader – but its efforts also transformed the way organizations do IT. Virtualization has enabled a completely new scope for agility, flexibility, and dynamic, adaptive IT that couldn't be imagined twenty years ago. As a result, organizations are innovating at a faster rate, adding more and more applications to virtual environments, and creating more data sets. Explosive data growth has become the norm and traditional data protection strategies have struggled to keep up.

Recovering applications in a virtual environment is far from easy because the unique characteristics of virtual environments cause added complexity. VMware worked to address the problem with its Site Recovery Manager (SRM), but many organizations still face challenges, including:

- CapEx intensive investments in secondary data centers, technology, and people.
- Error-prone recovery outcomes due to manual recovery procedures
- Time consuming recovery for large-scale environments that doesn't match RTOs
- Incomplete environment recovery with gaps in the data recovered.

The market requires a scalable, tightly integrated solution that is inexpensive and effective and now Sungard AS is addressing the need. Leveraging our decades-old partnership with VMware, Sungard AS has created an easily configurable solution to quickly recover to or from VMware environments. Recover2Cloud SRM leverages VMware Site Recovery Manager to offer customers a fully managed recovery-as-a-service for VMware environments. Instead of having to design all of your own recovery plans, support all of your local backups, and support your own replication and deduplication, Sungard AS offers Recovery-as-a-Service to take the complexity out of recovering your virtual applications environment.

- We can help you develop your recovery plan.
- We can handle all of your replication.
- We can provide you with a single point of contact for all of your recovery needs.
- Our offering is cost-effective, fast and highly scalable because of our expertise with VMware.

> **Leveraging our decades-old partnership with VMware, Sungard AS has created an easily configurable solution to quickly recover to or from VMware environments.**

SUNGARD
**AVAILABILITY
SERVICES**®

Accelerate your Recovery Execution with Platform Recovery Plus.

Why Sungard AS and VMware?

For starters, we're experts on VMware. Sungard AS uses VMware extensively both for internal requirements and customer engagements. Our production cloud runs on VMware, we've devised and managed VMware Integrated OpenStack (VIO) implementations, and we offer physical to virtual (P2V) or virtual to physical (V2P) conversions to facilitate disaster recovery and business continuity.

Of course, we're also experts on recovery, with decades of tested and proven solutions and services. In fact, Sungard AS was recognized as a leader in the Gartner Magic Quadrant for DRaaS published in April 2015 and achieved the highest overall scores in the "completeness of vision" and "ability to execute categories."[1] It's not surprising, therefore, that thousands of organizations rely on Sungard AS for production and non-production recovery alike. We offer new approaches that are better than the status quo. Now, instead of using your own DR site, you can leverage Sungard AS' expertise – and infrastructure – to expedite recovery of your virtual applications. There's no need for a new set of tools, new workflows, or a learning curve. Instead, our Recover2Cloud SRM leverages VMware Site Recovery Manager recovery automation software for a rapid path to value.

We have a singular goal: to take the complexity out of recovering your virtual applications environment. Let us show you how.

Sungard AS and VMware: An Enduring Partnership.

The strategic relationship between Sungard AS and VMware transcends mere products and extends to providing holistic guidance and support to our customers. Sungard AS is consistently working with VMware Technical Account Managers (TAMs) to align technology roadmaps, provide in-depth training on new VMware solutions, and work jointly to provide innovative solutions that solve business challenges.

Over the past decade, Sungard AS has received a number of awards and certifications, including:

Premier Partner:
VMware Solution
Provider Program

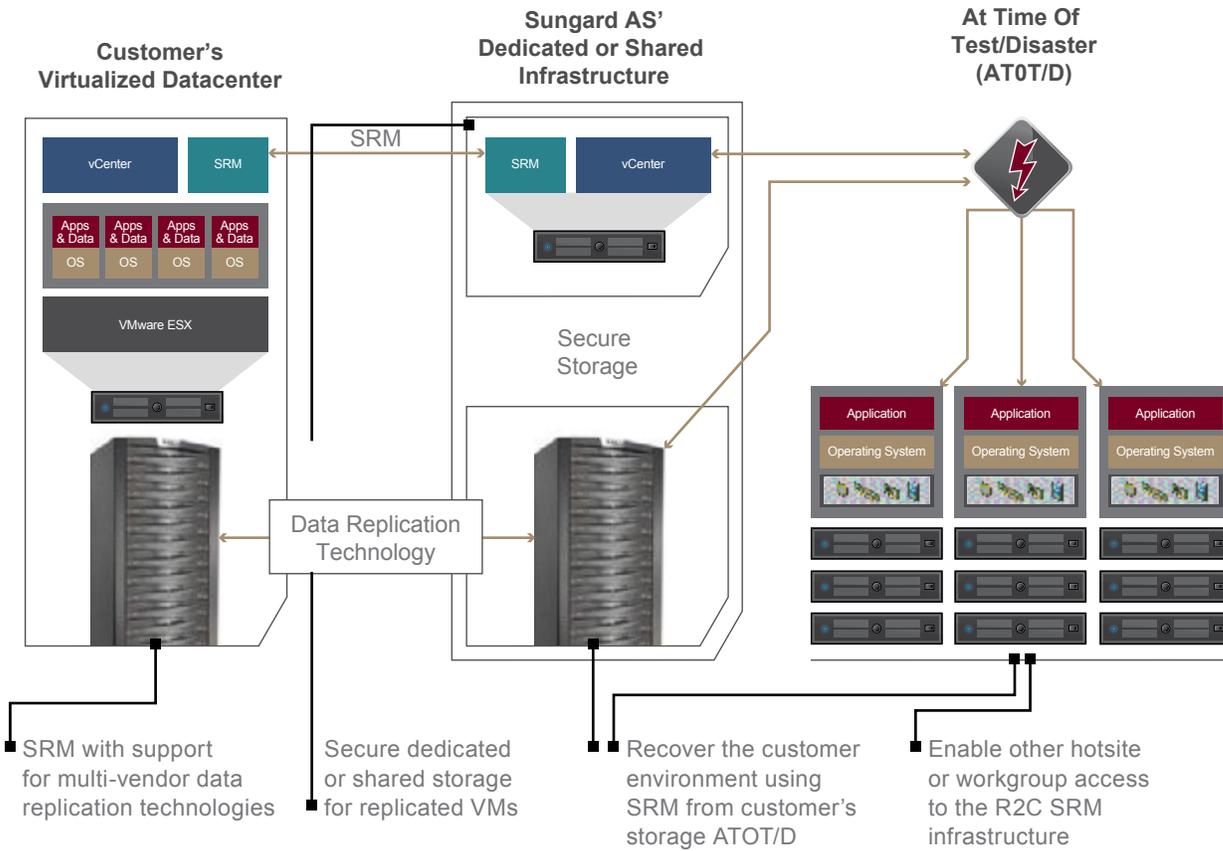**Charter Member:**
VMware vCloud Air Network

VMware DraaS-powered Badge designation:
VMware vCloud Air Network

VMware IaaS-powered Badge designation:
VMware vCloud Air Network

1   Gartner Magic Quadrant for Disaster Recovery as a Service by John P Morency, Christine Tenneson, 4/21/2015. Gartner does not endorse any vendor, product or service depicted in its research publications, and does not advise technology users to select only those vendors with.

Sungard AS' SRM-BASED RECOVERY-AS-A-SERVICE
(Recover2Cloud for vCenter SRM™)

SRM with support for multi-vendor data replication technologies

Secure dedicated or shared storage for replicated VMs

Recover the customer environment using SRM from customer's storage ATOT/D

Enable other hotsite or workgroup access to the R2C SRM infrastructure

Technical Overview: Deep Integration with SRM

Without a comprehensive recovery program, responding to system failures, regulatory requirements and outages can be virtually impossible. With Recover2Cloud SRM, Sungard AS delivers the complete set of essential services your organization needs to ensure comprehensive, compliant and effective testing and recovery.

Instead of the old manual approach, you'll come to count on us to monitor and manage your replication and recovery. We'll provide contractually guaranteed Recovery Time Objectives (RTOs) and you can contract for additional VMs for quality assurance and user acceptance testing. You'll be able to leverage your staff's existing familiarity with VMware tools to capture

the many benefits of SRM, including:

- Non-disruptive testing of recovery plans
- Automated recovery process to ensure faster RTOs
- Simplified and built-in VMware recovery blueprints
- Integration with your storage vendor's replication
- Integration with vCenter Server
- Support for other testing use cases, e.g., pre-production testing.

With Recover2Cloud SRM, you'll eliminate the need to invest in hardware and software infrastructure for a second site. Sungard AS provides all of the necessary hardware and software components required for protecting and monitoring your virtual

servers, which you can access on an "always-on" basis or on an "on-demand" basis. As a result, we'll enable you to transfer capital outlays for additional recovery infrastructure (both hardware and software) into monthly operating expenses, shifting your IT recovery to a manageable OpEx model. You'll also experience some "soft cost" advantages, including:

- Fewer resources required to implement IT protection services
- Less in-house expertise required to run and maintain IT infrastructure
- Reduced worry about how your recovery solution is built because you can rely on the experts
- Regular DR testing without an impact on your in-house experts

sungardas.com

Proven Results for Business Success

With Recover2Cloud SRM, we offer a new approach that's better than the status quo and has a wide range of advantages for organizations of all sizes. These include:

- Optimized Costs – cost improvements of 40% to 70% versus a do-it-yourself solution[2]
- Optimized Disaster Recovery testing – test as often as you like without disrupting replication[3]
- Improved productivity via always-available virtual machines at Sungard AS recovery site.
- Freed-up IT resources to focus on areas supporting revenue streams.

The last advantage is possibly the most important. IT professionals everywhere are struggling with how to manage different applications, different vendors, in different locations. You're probably using multiple clouds and still have legacy applications to manage. We understand the complexity you live with every day. Sungard AS professionals will work alongside you to deliver the right approach that meets your needs quickly, flexibly, and cost-effectively.

With more than 35 years developing solutions for production and non-production alike, let us design, build, and manage your recovery solution so you don't need to worry about that aspect of your infrastructure. Working hand in hand with VMware, we take the complexity out of recovering your virtual applications environment.

2   Savings are based upon Sungard AS' estimates of scale advantages in operations, space, and power, as well as efficiencies in infrastructure use.
3   Dependent upon availability of required resources for testing.

Customer Success:

A leading provider of health information services, looking to consolidate diverse cloud services with multiple vendors into a single, dedicated, high-performance, highly secure cloud service, also faced a changing healthcare environment that would dramatically increase the amount of data it needed to analyze. Sungard AS and VMware, along with other partners, fielded a proof of concept that helped refine the company's long-term strategic business vision along with a technology plan to meet that vision.

The result? The company was able to consolidate nearly 90 separate data centers into a dedicated enterprise private cloud that provides a predictable, scalable, and measurable solution to allow them to make solid business decisions in support of a rapidly growing customer base.

Sungard Availability Services around the world

Global Corporate Headquarters
680 E. Swedesford Road
Wayne, PA 19087
USA

866-714-7209 or outside
the U.S. +1-484-582-2000

Belgium
Pegasus Park
De Kleetlaan 12b
1831 Diegem
Belgium
+ 32 (0)2 513 36 18

France
93, Cours des Petites Ecuries
77185 Logne
France
+ 33 (0)1 64 80 61 61

Ireland
Unit 5 Beckett Way
Park West Business Park
Nangor Road
Dublin 12
Ireland
1 800 36 59 65
+ 353 (0)1 46 73 650

Luxembourg
6, Parc Syrdall
L-5365 Münsbach
Luxembourg
+ 352 35 73 05 30

Sweden
Sandhamnsgatan 63
Box 27 157
102 52 Stockholm
Sweden
+ 46 (0)8 666 32 00
info@sungardas.se

**Sungard IT Availability
(India) Private Limited**
2nd Floor, Wing 4, Cluster D
MIDC Kharadi Knowledge Park
Pune – 411014
India
+ 91 20 673 10 400
info.asindia@sungardas.com

**EMEA Corporate
Headquarters (UK)**
Unit B Heathrow
Corporate Park
Green Lane
Hounslow
Middlesex
TW4 6ER
+ 44 20 8080 8002
0800 143 413
infoavail@sungardas.com

About Sungard Availability Services
Sungard Availability Services is the leading provider of critical production and recovery services to global enterprise companies. Sungard AS partners with customers across the globe to understand their business needs and provide production and recovery services tailored to help them achieve their desired business outcomes. To learn more, visit **www.sungardas.com** or call 1-888-270-3657.

Trademark information
Sungard Availability Services is a trademark or registered trademark of SunGard Data Systems or its affiliate, used under license. The Sungard Availability Services logo by itself and Recover2Cloud are trademarks or registered trademarks of Sungard Availability Services Capital, Inc. or its affiliate. All other trademarks used herein are the property of their respective owners.

Connect with Us