


Christian Brothers
Information & Technology Services

**Critical Internet and
Network Connectivity You
Need for Business Continuity**

**Business Only Broadband
(BOB)**

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CHRISTIAN BROTHERS SERVICES
Business Only Broadband



Christian Brothers
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Business Only Broadband

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Business Only Broadband

Disaster Recovery & Business Continuity

Does this look familiar??





Disaster Recovery & Business Continuity

Most businesses have Disaster Recovery and Business Continuity Plans BUT... are you missing a Critical Element??

You can't do today's job with yesterday's methods and be in business tomorrow."
- Henry Ford, Chairman and CEO of Ford

Critical Element for Business Continuity

Internet and Network Connectivity Diversity!

Based on the 2012 Acronis Global Disaster Recovery Index, while small and medium businesses (SMBs) are more confident in their ability to backup and recover their data after a disaster, there are still some gaps in their Disaster Recovery (DR) and Business Continuity Plans (BCPs).

Disaster Recovery & Business Continuity

BOB was pleased to have the ability to help unprepared businesses who were directly impacted by Superstorm Sandy in late-2012, get critical Internet access. Below is a quote from one of our New York customers below:

"Our business was directly impacted by the devastation of Superstorm Sandy. We had NO access, Voice or Internet and could only access our business e-mail and software via cellular connection (air cards, Smart phones, etc.)...contacted BOB and they were able to get us installed the very same day! BOB went above and beyond to get us installed as quickly as possible with their installation team coming out at 7pm at night to do the install and we're currently getting 60 Mbps up and down. I have already referred them to other tenants in our building, who could also use their service after being affected by the storm for an excellent customer service experience."

-VP of Operations, New York City, NY

Virtualization

Below is Key Global Finding 1 referenced from 2012 Acronis Global Disaster Recovery Index

Key Global Finding 1: SMB adoption of virtualization will outpace that of the enterprise in 2012

The top drivers for adopting virtualization cited by global businesses in this survey were:

1. Increased efficiency (24%);
2. Flexibility and speed of deployment (20%);
3. Cost savings (18%).

Virtualization

Below is Key Global Finding 2 referenced from 2012 Acronis Global Disaster Recovery Index

Virtual data at greater risk than physical data

Despite virtualization gaining traction in the SMB space, most companies are falling short when it comes to protecting data accumulating on their virtual machines.

- A third (33%), the same as 12 months ago, admitted that they do not back up virtual servers as often as their physical ones.
- Almost half (49%) back up their virtual machines weekly or monthly.
- Barely a third (32%) back up virtual machines each day.

The worst culprits are in Britain (60%), France (58%), Italy (56%) and Brazil (57%), where over half of the organizations questioned admitted to not backing up their virtual servers as frequently as their physical ones.

When you consider that the monetary value of data on virtual servers is admitted by respondents as equal to that hosted on their physical servers, worrying.

A third of organizations do not back up servers as often as physical ones.

Network Downtime

Below is **Key Global Finding 5** referenced from *2012 Acronis Global Disaster Recovery Index*

Key Global Finding 5: Downtime costs most businesses USD \$366,363 a year – human error biggest culprit for loss

Network Downtime

Does Network Downtime = Loss of Revenue for Your Business?

Answer: It's a resounding, YES! Unless having 100% Internet and network access up-time is NOT mission-critical to your business, the following applies when your network's down for an extended period of time:

- Virtualization and moving applications to the cloud creates the need to always stay connected to the Internet
- Employees are less productive or not productive
- Cannot communicate with clients
- Most importantly, loss of Revenue for your business!

Backup and Disaster Recovery (DR) Tools

Below is **Key Global Finding 6** referenced from *2012 Acronis Global Disaster Recovery Index*

Key Global Finding 6: The 'pure play' dilemma: Businesses still fail to consolidate their backup and DR Tools

Almost a third (32%) of all respondents use three or more different solutions as part of their backup and DR strategy, a costly and inefficient strategy making the management of backup and DR, plus the migration of data across different environments complicated and time-consuming. However, 76% of those surveyed recognize that a comprehensive solution linking physical, virtual and cloud protection would offer the most significant enhancement to their backup and disaster recovery operations, and this is why:

- "It would make us sleep better at night"
- "It reduces risk, complexity and TCO"
- "Our CIO prefers one solution"

94% of businesses want reliable and easy-to-use solutions, and it's the resellers that can help them choose the right solution and guide them to a solid backup and DR strategy.

76% want a single solution to link physical, virtual and cloud environments.

Business Continuity

"Innovation distinguishes between a leader and a follower."
- Steve Jobs, CEO, Apple

"The world is changing very fast. Big will not beat small anymore. It will be fast beating slow."
- Rupert Murdoch, Chairman and CEO of News Corporation

"We will fight our battles not on the low road to commoditization, but on the high road of Innovation."
- Howard Stringer, Chairman and CEO of Sony

USAC & E-Rate Summary for Schools

- Universal Service Administrative Company (USAC) helps to ensure access to affordable telecommunications for communities across the country. All E-Rate services funding requests meeting their requirements are managed through USAC and submitted via their website.
- BOB is an E-Rate eligible Service Provider – Service Provider Identification Number (SPIN) 143031801.

The diagram illustrates the connection between the Internet (ICN or Internet) and a school building. A cloud labeled 'ICN or Internet' is connected to a tower, which is connected to a school building.

BOB Network Solutions

Announcing a new path to Internet and network diversity.

The signpost graphic has two arrows. The left arrow points to 'Buried-Fiber Carriers' and the right arrow points to 'Business Only Broadband'.

BOB Overview

- Business Only Broadband delivers Carrier-Class Metro Ethernet, Fixed Wireless data network solutions to the Enterprise space.
- Our customers include some of the largest Education, Finance, Government, Hospitality, and Healthcare organizations in Chicago, Milwaukee, and New York/Northern New Jersey Markets.


BOB Services

- **PublicCONNECT™** – Internet access to multiple Tier 1 Internet transit providers at five diverse locations.
- **PrivateCONNECT™** – Private Ethernet and VPN connections between locations/offices or to other destinations of interest on the BOB Network.
- **EventCONNECT™** – Bandwidth when you need it, for as long as you need it for short-term events (i.e. meetings/conferences, concerts, etc.).
- **RouterCONNECT™** – Managed router services.

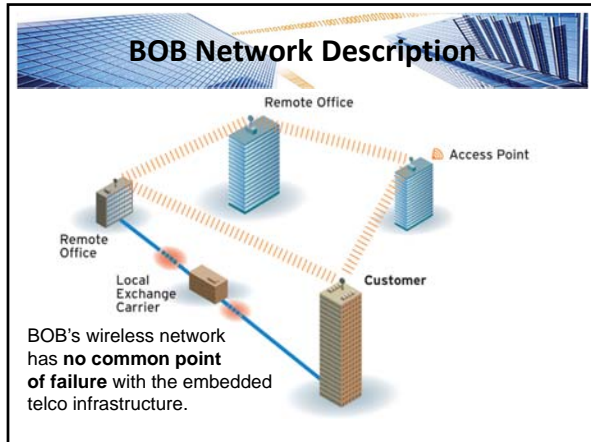
BOB Confidential

BOB Network Coverage

- 6,600 Square Miles Covered
- 42 Major Core Sites
- 13 Major Edge Sites
- 6 Diverse Rings
- 83 Multi-Tenant Lit Buildings
- 11 Major Data Centers
- 6 Diverse Internet Peering Points
- Diverse Intercity connectivity



BOB Confidential



Key Features and Benefits

- > 100% Wireless "Last-Mile" Ethernet Access Diversity. Stay Connected – NO WAITING FOR BURIED UTILITIES!
- > Latest Ethernet, wireless, and Cisco technology deployed
- > The largest broadband fixed-wireless Ethernet footprint in Chicago, Milwaukee, and New York/ Northern New Jersey markets.
- > More bandwidth for less – SAVE \$\$ and meet budgetary requirements!!!

What Customers & Partners Are Saying About BOB...

"More productive with BOB's faster Internet connection."

"BOB deployed state of the art technology replacing our old T1 lines."

"BOB was ready when the school year began where we had been told fiber was not available."

"BOB did a very good job...not your typical installation. Appreciate all the hard work!!"

BOB Confidential 21 6/21/2013



**For questions or handouts regarding
(webinar topic)**

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Thank You