

Marathon everRun™ One v-Available™ Assessment Service

v-Available™ Assessment

With server technologies being deployed by more and more IT organizations, the focus on assuring the optimal level of availability has never been more important.

Understanding the availability requirements for virtualized workloads is a critical component to any server virtualization project. Because server virtualization offers the capability of combining multiple workloads on fewer server platforms, identifying and planning for the availability risks is crucial. With all the claims and counterclaims in today's market, it also requires a detailed review and understanding of the true costs and benefits of the numerous options available.

Marathon's v-Available Assessment Service quantifies the business impact and technical risk of application downtime in your server virtualization plans and provides recommendations for mitigating that risk based on your needs.

HOW IT WORKS

Marathon delivers consulting, training and technical assurance services for the most demanding application availability environments. The **everRun™ One** service portfolio is built on the solid foundation of expertise and excellence that comes with being an industry leader.

Marathon's availability experts work closely with your IT and line-of-business managers to understand and define your specific assessment objectives. These may include assessing business continuity as measured in Recovery Time (RTO) and Recovery Point

(RPO) Objectives, ensuring customer-service standards, complying with regulatory requirements for data protection and retention, and eliminating interruption to business processes.

V-AVAILABLE ASSESSMENT SERVICE

The v-Available Assessment has three dimensions:

- **Impact Assessment** defining the business and technical consequences of downtime.
- **Risk Assessment** quantifying the likelihood of downtime in your server virtualization environment.
- **Availability Needs Assessment** categorizing the level of needed availability.

We perform on-site audits of existing infrastructure including servers, clients, networks, storage and physical plant. We review your plans for server virtualization and your current production virtualization environment. We also interview key stakeholders to gain a precise understanding of your business issues, needs and interdependencies. Based on this feedback, we take an initial look at processes and technical areas that relate to virtualization and application availability.

WORLDWIDE HEADQUARTERS

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IMPACT RISK AND NEED

Marathon takes a multifaceted approach to assessing impact, risk and need. Our consultants evaluate the costs to your business associated with application and data unavailability. Based on this analysis, Marathon develops a customized Availability Impact Rating (AIR). Next, we quantify the current risk of application downtime and data loss in the existing environment by assigning an Availability Risk Rating (ARR).

This information helps you understand how likely a downtime event is to occur and how much permanent data loss is likely to be realized.

Then, we integrate the AIR and ARR analyses to create an overall Availability Quotient (AQ) for each of your applications. We use the AQ both strategically and operationally, determining the appropriate level of availability protection for each Windows application according to the categories below.

CLASS	BUSINESS PROCESS SERVICES	AVAILABILITY & DR SERVICE LEVELS
Class 1	Functions significantly affecting revenue or image	Continuous Availability Recovery Time Objectives (RTO) = 0-4 hrs. Recovery Point Objectives (RPO) = 0-4 hrs.
Class 2	Less-critical revenue-producing functions Supply chain issues	High Availability RTO = 8-24 hrs. RPO = four hrs.
Class 3	Enterprise back-office functions	May/may not require high availability RTO = three days RPO = one day
Class 4	Departmental functions	May/may not require high availability RTO = five+ days RPO = one day

When the Assessment is complete, we provide you with a comprehensive report detailing the underlying methodology, complete findings and specific recommendations for achieving optimal availability while meeting customer objectives. Our availability consultants also deliver a customized assessment guide, which you can use for your own "what if" scenario planning to evaluate risk sources quantitatively.

The Marathon team possesses the industry's most in-depth expertise in availability for Windows environments. These highly trained, experienced technology-services professionals have designed, integrated and implemented fault-, failure- and disaster-tolerant Windows environments for leading enterprises in a wide range of industries such as manufacturing, broadcasting, public safety, financial services and gaming where there is no tolerance for downtime.

RUN WITH MARATHON

Marathon is driving the convergence of availability and virtualization technologies through its v-Available initiative. We are the only company to deliver a complete range of automated, fault tolerant-class availability and disaster recovery solutions for all essential Windows applications.

Founded in 1993, Marathon Technologies has 12 patents, and over 1200 customers and 125 partners worldwide.