



Lynnwood House
 Oldenway Business Park
 Ballybrit
 Galway
 P (091) 762577
 F (091) 773580
 E info@backupanytime.com
 W www.backupanytime.com

Supplier Type – Comparison

Introduction

The value of computer data is higher today than ever before, yet many online remote backup companies seem convinced that businesses are interested in a 'lowest common denominator' backup solution. Marketing focus is blinding clients to the critical data management component they began looking for in the first place – service.

A brief History of Remote Data Backup

In the olden days - that is the mid 1980's - there simply wasn't any commercially viable remote backup. Modem speeds were stalled at 2400 baud, making data transfer slow and expensive. Tape backup systems (despite the dangers they presented) were a common option for small business users. The first commercial remote backup system was deployed in 1987 for an American medical group in Tennessee. Today, "online backup", "disaster recovery" and "business continuity" are common topics in companies of all sizes.

Reseller, Online Service, or Service Provider– Who Has My Data, and Where?

When a business decides to employ Remote Backup, the subsequent decision on which type of service to choose is equally as critical. To cut through some of the confusion, it can safely be said that there are three main types of remote backup companies available:

Backup Service Resellers – These companies act as middlemen, charging their clients for the use of another company's backup software, hardware, and/or support network. If possible, avoid this type of company. It is important to consider that the ability to return backed-up data to a client is dictated primarily by the hosting entity, not the sales organization.

Online Data Storage /Data Repository Vendors – Like the names imply, data storage and repository companies rent space on their servers permitting clients to park data there – with variations on accessibility and sharing. Web farm companies fit in to this category. Your data is stored on their servers but is treated like web site content. It is available to you but you are responsible for retrieval. In a total "data out" or "broadband down" situation you may find yourself on your own.

Remote Backup Service Providers – These firms typically use locally hosted client and server software, manage their own storage servers and offer a completely automated and secure data backup service while maintaining an active role in the deployment, configuration, service, and support of the product. Backupanytime.com is a remote backup service provider.

The most important difference between the types of companies discussed above is the availability and level of service offered.

Supplier type – Comparison Chart.

Type	Data Location	Service	Cost / Benefit
Backup Service Reseller	The reseller in this case is a middleman for a provider which may be in a different continent.	Resellers can only offer limited service given that neither the software nor hardware is their own.	In this scenario you are paying a remote provider you may not contact and a reseller who has limited control. This option scores low on service and value.
Data Repository Vendor	Most commonly North America.	Limited scope for local service given distance and time zone difference.	Often the cheapest option but this reflects the minimal support that can be provided.
Backup Service Provider	Local and multi location.	All remote service and full capability for crucial local service when required.	Full local service capability and no time zone issues. While this may not be the cheaper option the premium should not be excessive.

If you found this information useful, you may be interested in other whitepapers from the same source.

<http://www.backupanytime.com/whitepaper.htm>