



BUILDING GREAT TECHNOLOGY

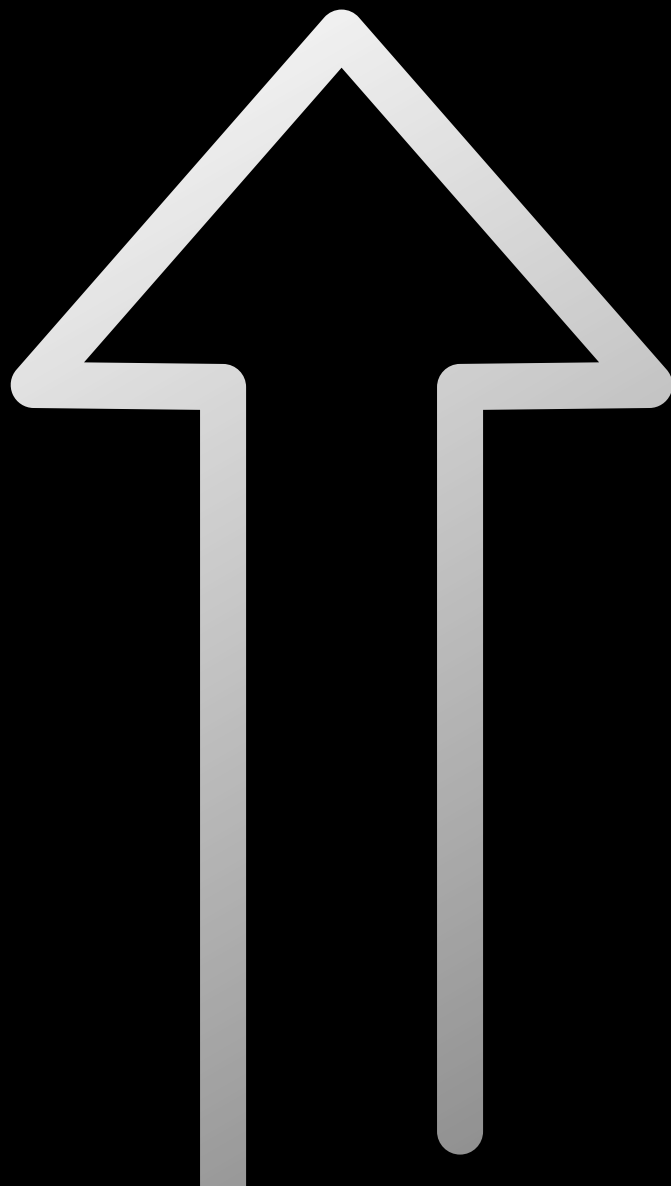
Disaster Recovery as a Service

Digital Technology Service



Agenda

- SORINT.lab @ a Glance
- Disaster Recover as a Service
- From SORINTians to you – An idea from Quarterdeck
 - Business Drivers & Characteristics
 - Technical Flow
- The Make IT Model – The Journey
- Why SORINT.lab?
- Offering – A Close Look



Is behind many prominent entities
leading their industry. Assured!

98%
customer retention rate

Clients

By industry



Banking & Finance



Energy & Utilities



Telecommunication



Government & Public Services



Transportation & Automotive



Healthcare



Technology & Services



Industrial & Manufacturing



Entertainment

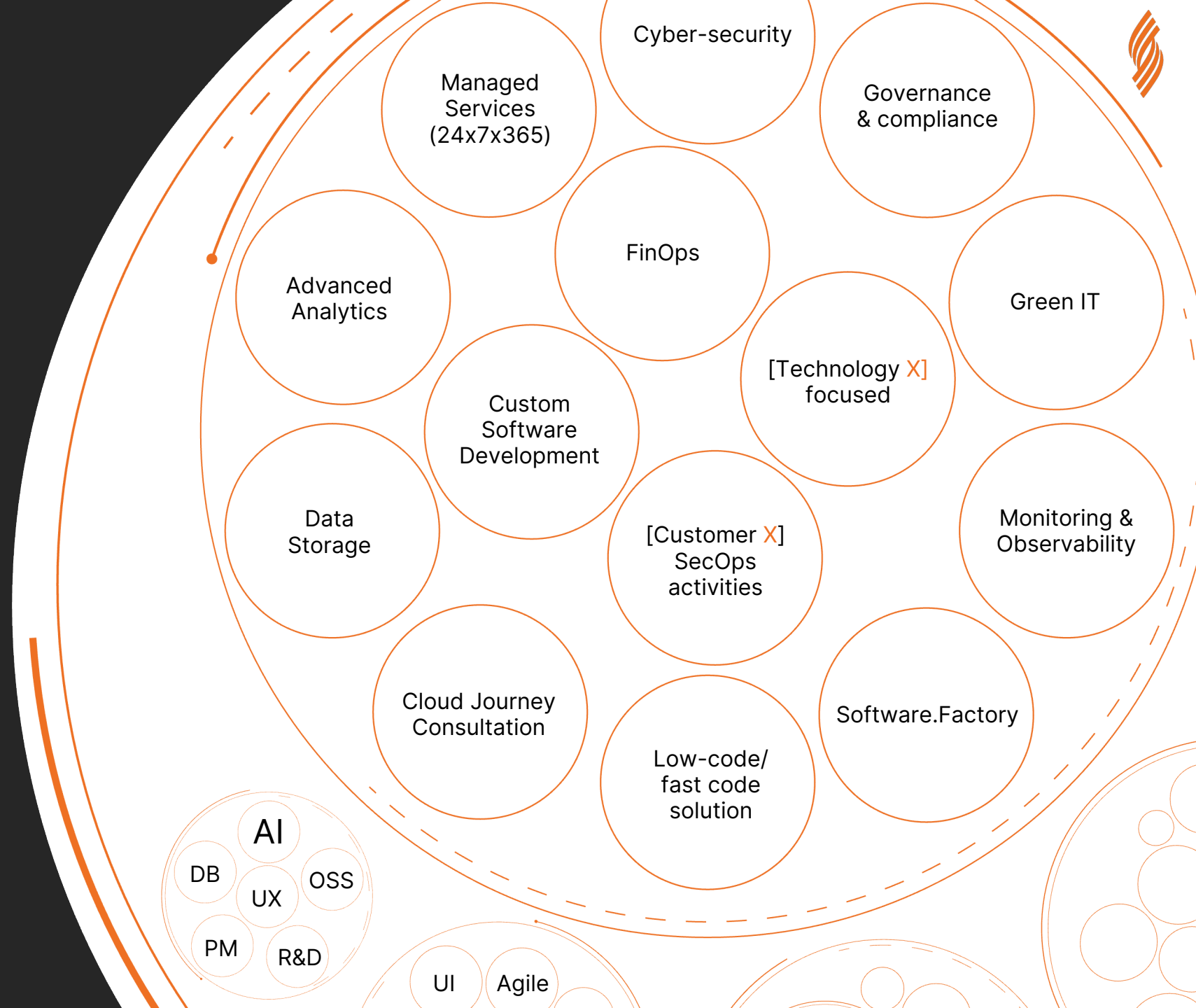


Tackling Challenges Together

A journey characterized by:

- Enabling clients to focus on core business.
- Secured solutions built upon best fitting technologies, practices, & latest findings.
- Quality, & cost optimization.

We harmonize passions!



SORINT.lab – IT Consultancy

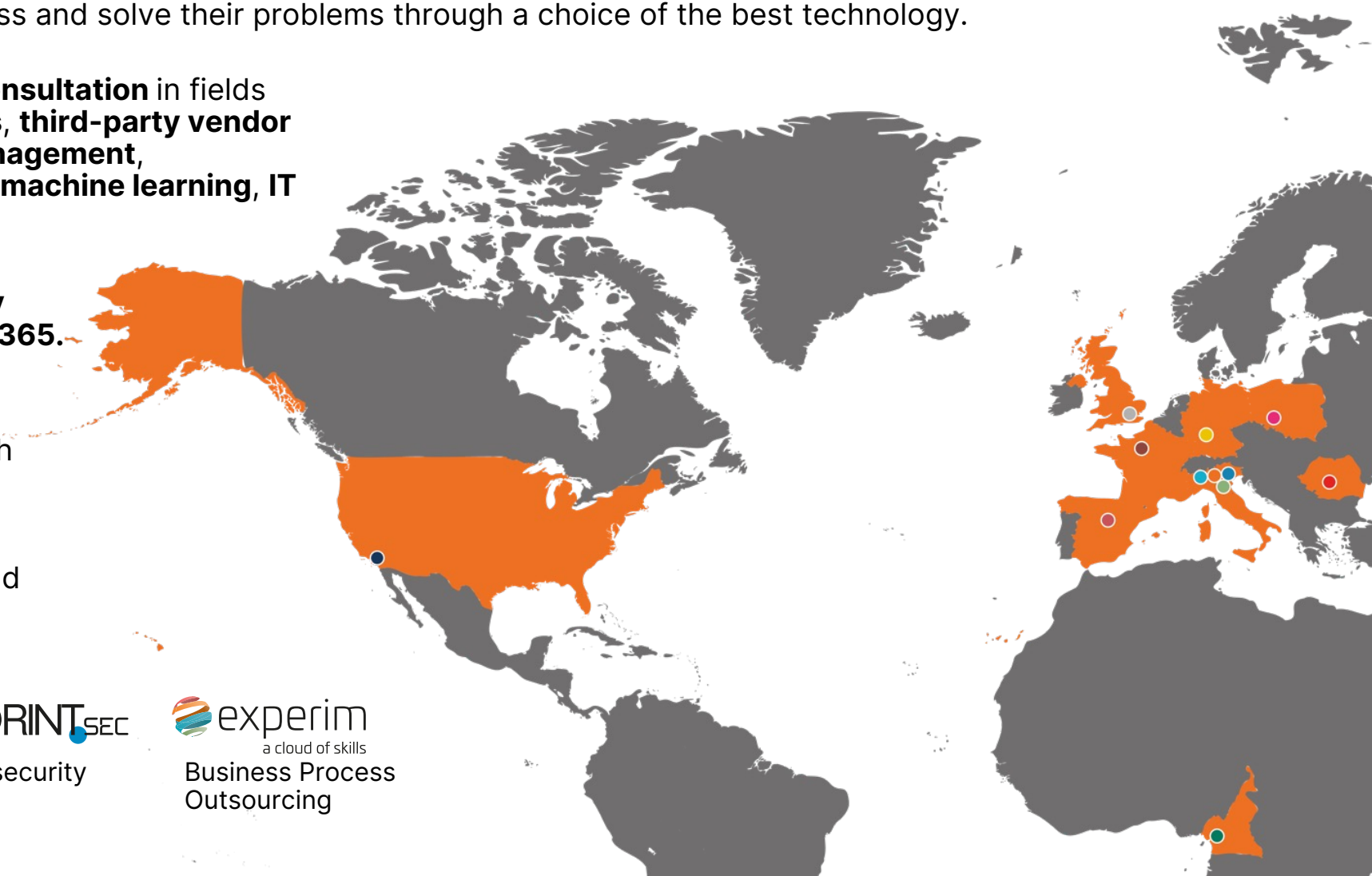


We believe in technology that fosters **innovation and human wellness**. Our commitment towards every company, institution or community is to help them run their business and solve their problems through a choice of the best technology.

Providing **digital technology services & consultation** in fields of **software development, cloud solutions, third-party vendor solutions, cybersecurity, data center management, management of daily IT operations, data, machine learning, IT recruitment** and **professional education**.

Delivering services ranging from **discovery and implementation** to **full support 24x7x365**.

SORINT provides IT services to prominent entities in Europe, USA, and Africa. Through a workforce of **1.5K professionals** and a presence spanning **17 offices** located in Italy, Spain, United Kingdom, Germany, France, Romania, Poland, United States, and Cameroon.



IT Consultancy



Advanced Analytics
Solutions



Cybersecurity

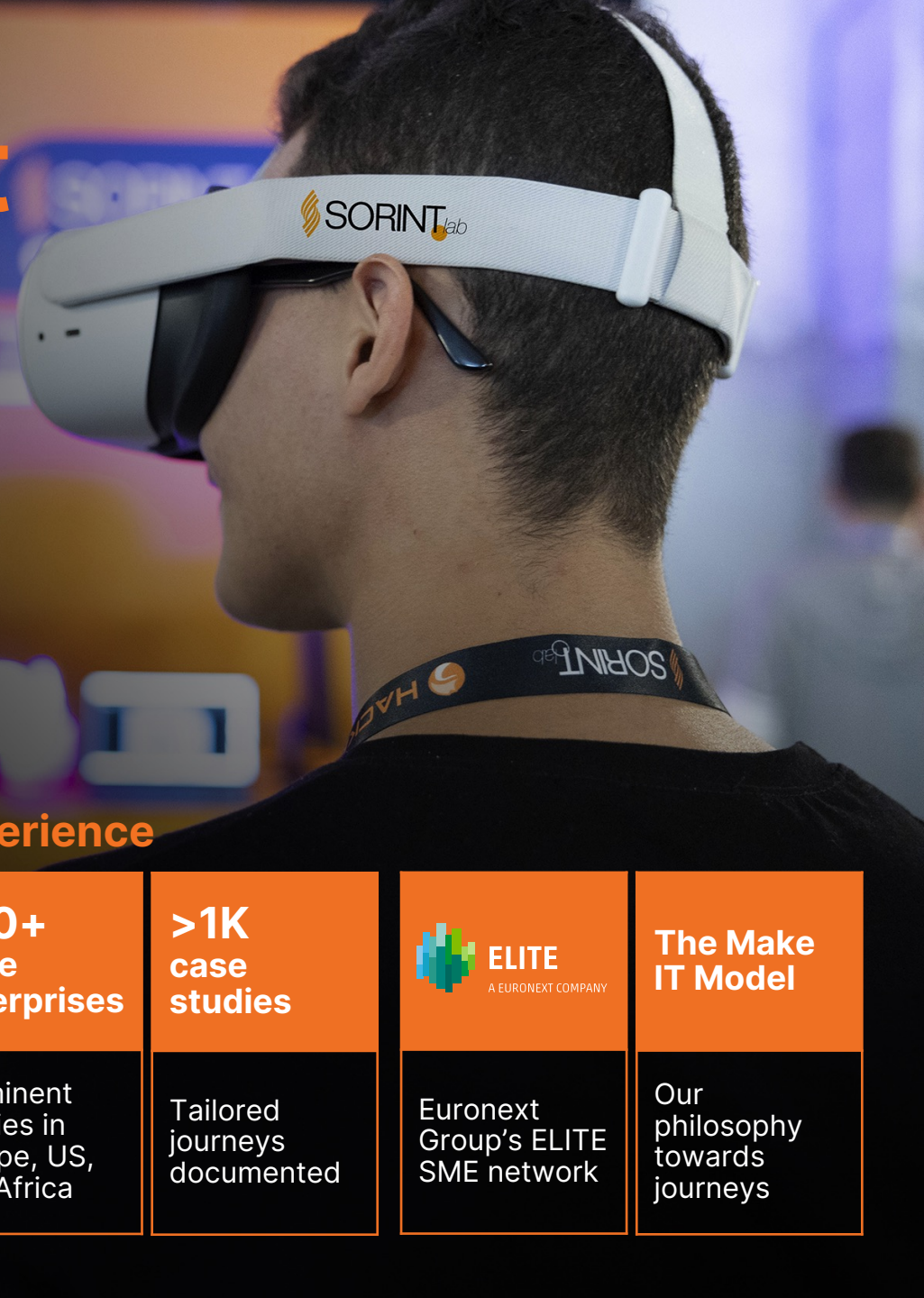


a cloud of skills
Business Process
Outsourcing

Let's Tackle Your Next Challenge Together

“SORINT.lab is a company that's easy to do business with....”

A well-known testimonial from a client



Education

>40K

Training hours per year

130+ entities

Certification. Foundation to trainer level

Methodology

Vendor independent

Unbiased transparent consultancy

Project management

Prince2, PMI, Agile, SCRUM/UX

ISO compliance

27001, 20000 9001, 14001

Experience

250+ large enterprises

Prominent entities in Europe, US, and Africa

>1K case studies

Tailored journeys documented



Euronext Group's ELITE SME network

The Make IT Model

Our philosophy towards journeys

Technology Landscape



Cloud Infrastructure & Platform Services



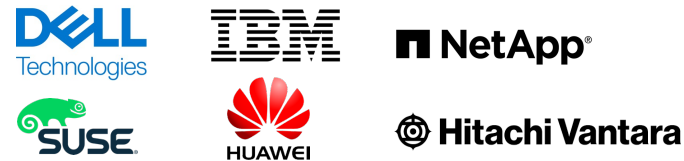
Enterprise Backup & Recovery Software Solutions



DevOps Platforms



Distributed File & Object Storage



Primary Storage



Container Management



Application Performance Monitoring



Cybersecurity



Database Management Systems



Data Streaming



Internal Development Platform



Disaster Recovery as a Service

An automated scripting-based solution that addresses organization's disaster recovery needs, **guaranteeing at least 60% in cost savings**. Just as importantly, it orients efforts toward simplicity and ease in comparison to traditional solutions.

- 01 Strategic planning, implementation and handling routine operational tasks associated with DR activities.
- 02 Auditing, accreditation and complaining with industrial regulations such as ISO, DORA, and NIS2
- 03 Verification, testing scenarios, and reporting

Converging Veeam backups, IT infrastructure architecture, and SORINT's proprietary software tools automates tasks and enables an on-demand, simple, and cost-effective approach to recovery from the public cloud!

IT DR Scope



Building Great Answers to Organization's Needs

SMEs seeking best fit for ensuring disaster recovery, business continuity, therefore data loss and recovering from cyberattacks



Seeking to comply with European NIS2, DORA or proceed with accreditation programs



With disaster recovery (DR) procedures in place, lack, or looking to expand or/and improve current initiatives



Risk concerns and overwhelmed with the variant market solutions



Lowering both, costs and environmental impact, of on-premises infrastructure and traditional replication methods



Organizations who choose to delegate to focus on core business while benefiting from provider's specialized expertise





From SORINTians to You – A QuarterDeck Idea

Reasoning. It's Good to Know!

- **Researching:** Companies are looking to free up resources from managing routine operational tasks to focus on what it deems more value-added activities.

Financially, it is not uncommon for DRaaS prices to be 50% to 70%, according a research by Gartner, less than what it would otherwise cost to build out, operate and maintain similar capabilities.

- **Technologies:** Storage (and cloud) vendors are adding additional data storage capabilities that include options such as immutability.
- **Best practices within sights:** Improve data reliability/availability by keeping critical dataset with an isolated (offsite) and immutable copy of critical data for worst-case scenarios.
- **The 2025 outage incident, Spain, Portugal, and parts of France :** Business Continuity continues to rely on IT infrastructure and applications with no signs of reverse!
- **Tightening obligations:** May 25, organizations of all scales, are looking into adhering to comprehensive measures across cybersecurity, risk management, business continuity, backup management and disaster recovery where possible. (NIS2 Article 24)

From SORINTians to You – A QuarterDeck Idea

DRaaS Embodies Key Business Characteristics

Fit IT in

Tackle clarity and avoid costly complicated solutions that are irrelevant to organization's IT working model and size.

Complete Protection Solution

Reliable backup & recovery of critical data, services/ applications.
Plus, automated recovery & failback process.

For Clients & IT Providers

Reduce implementation time, minimize human error, associated with operational workload, while increasing overall accuracy.

Bring Flexibility & Scalability

Adapt a customized solution to match the diverse and case-specific project requirements of the new growing client pool.

Utilize Cloud Technologies

Pay-per-use, reduce management cost & upfront investments(CapEX) of hardware & software. Whilst enabling adaptability for future findings.

Avoid a Lock-in Approach

A platform-agnostic solution.

Pave Future IT Value

Set foundations for offering advance IT services by building on the in-hand IT architecture, the applications dependency & mapping exercises completed earlier.
Activities like ransomware detection/response, threat modeling or even general optimization activities.

From SORINTians to You – A Quarterdeck Idea

Secure Cloud Backup

Copy backups to a reliable & scalable cloud object storage.

1

Automated Recovery

Intelligent orchestration for on-demand creation of the DR environment.

2

Custom VMWare SDDC

Recreation of the on-premises infrastructure (3-node cluster, vcenter, networks)

3

**BUILDING GREAT
TECHNOLOGY**
That Speaks Business &
Technology

Veeam Integrated

The power and reliability of Veeam for backup and recovery management.

4

Simple DR Testing

Secure access to test the functionality of the services in an isolated environment.

5

Documentation

Comply with best practices & regulations by documenting (risk assessment, DR plan & other predefined checklists)

6

Simple & Put



Approach

3,2,1,1,0

Respectively. Illustrating the number of copies, types of file formats, off-site copies, one immutable copy, & avoiding zero margin of error.



Define the Architecture

Infrastructure Provisioning on Best Fitting Public Cloud Provider

Defining subscriptions, computing resources, networking activities, and other configuration activities.

Continuous backup, based on the defined RPO, Veeam will regularly make safe copies of data to the cloud object storage. e.g. S3 bucket.



SORINT's Software On-demand Recovery

Starting a Real or Simulated Disaster Recovery Process

1. SORINT's automated tool deploys the SDDC, VMWare environment in the previously defined public cloud. Infrastructure as a Code creating a what many know as a CI/CD workflow.
2. SORINT's automated tool deploys and configures the VBR server.
3. Veeam restores backups from cloud object storage.

Simulated Scenarios

Verifying data, applications and deprovision the SDDC environment. Documenting results. e.g. Procedures, failures, RTO, and others.

Real DR Scenarios

Verify, validate, and promote environment as production.



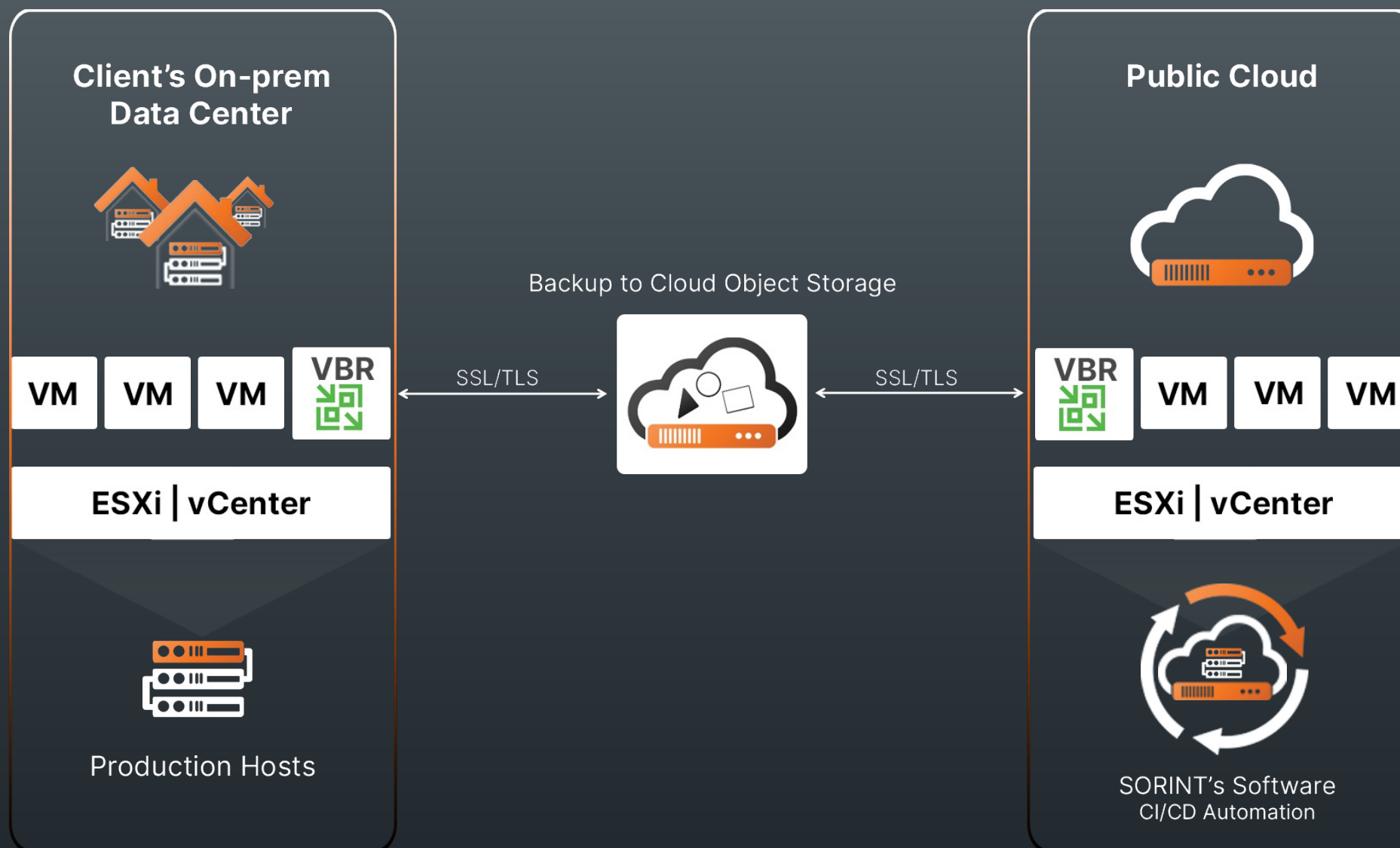
24x7 Managing & Support

Business & Technical From

- Getting started consultation for a DR planning
- Compliances guidelines
- Workflow model and best practices
- Operations & monitoring

All the Way to

- Future reconfiguration
- Testing & verifications



Simple & Put & Smart!

Traditional Disaster Recovery

- Dedicated secondary DR site.
- Difficult to scale and expand.

- High staffing requirements.
- Consumes significant energy, logistics, & time. Ongoing operations.

- High set up cost, maintenance, vulnerable to several unpredictable spendings.

VS

Infrastructure



Operation & Management



Finance



Disaster Recovery as a Code

- Flexible on-demand usage of resources. Temporary SDDC.

- Minimum human intervention, fully automated.
- Pipelines and cloud-native driven. e.g. tasks logs & security setups

- Lower & projected cost.
- No facility related obligations.

The Make IT Model

What the Journey Looks Like

Assessment

Investigate the technical context of the IT infrastructure.

Defining Business & Industrial Guidelines

Shaping a business-related metrics by identifying, among others, critical IT services, associated internal and external policies of the organization.

Fitting model

For each specific journey. Evaluate the best suitable approach and operating model which ensures the best possible outcome.

Design & Deliver

Comprehensive documentation outlining criteria, timeframes, designs, financials & SLAs.

Implement

Accordingly, activities of execution following the aligned governance model.

Support

Ongoing based on scope and beyond!

Behind The Make IT Model

Experience

Managing & Operation



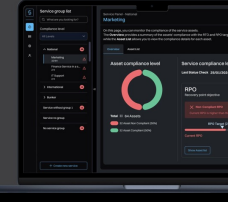
IT infrastructure of prominent organizations in Europe, US, and Africa

Enterprise Infrastructure Software



Ercole, Agola, and Stolon are some of ours!

Governance & Compliance Data Protection Solution



130+ entity Certification & Training

Top-tier in all relevant fields & domains. Certified "Training Partner" to key vendors

Disaster Recovery Planning

Documentation, auditing activities, and templates

Tackling Challenges with SORINT.lab



A framework which allows effective collaboration across specializations, maximizing value by involving experts from every field. Smoothly!

End-to-end Technology Support

Holistic IT & governance capabilities, rather than a point solution

100% Vendor Independent – Purpose

Believe in technology that fosters innovation and human wellness. Our commitment towards every company, institution or community is to help them run their business and solve their problems through a choice of the best technology.



98% Customer Retention Rate



Offerings

Consultation

Assessment phase includes evaluating & identifying fitting approach.
A business & technical proposal submission

Solution

Design & carry out implementation.

End-to-end

Includes 24x7 operation & management in accordance with SLA.

You Can Also

We are all ears!

A discovery call with a technical engineer, or a business representative.

welisten@sorint.com

www.sorint.com/contact



Read more – Our 3 blogs

A formal business blog, SORINTian's vibrant space with a transparent and unique writing style, or dedicated cybersecurity publications

www.sorint.com/blogs

Follow us





BUILDING GREAT TECHNOLOGY



IT | ES | UK | DE | US | FR | PL | CMR | RO

www.sorint.com