



IP Services IT Insights

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[Please take a moment to view this short movie about IP Services.](#)

Overview

Private Cloud bundles start as low as \$4,750 per month!

Includes:

- **Managed servers**
- **Email and messaging**
- **Web and domain hosting**
- **Virtual desktop applications**
- **Managed security**

Disaster Recovery Planning



Are you prepared to recover from a disaster that has taken down your IT systems?

How do you ensure business continuity in case of a network outage due to a disaster?

Would a major disruption at your business lead to loss of revenue and more importantly loss of customer confidence?

- Gartner reports that "40% of small to midsize businesses that can't get to their data within 24 hours after a crisis will eventually close as a result."
- The US National Fire Protection Agency reports that 43% of businesses that have a major fire will not open their doors afterwards.

The cost of a disaster can have a huge impact on an organization. Business affecting disasters seriously impact the viability of a business. Therefore, having a working Disaster Recovery (DR) plan is a necessity for any organization.

By definition disasters are unpredictable, and in many cases they can catastrophically evolve to unmanageable proportions- similar to the recent events (earthquake/ tsunami/ nuclear meltdown) in Japan. Therefore businesses must engage in

- **Managed connectivity**
- **Regulatory compliance**
- **Adequate storage capacity**
- **Managed backup**
- **User licenses**
- **And more!**

Limitations apply in licensing, applications, storage. Pricing applies to TotalCloud SMB package.

effective planning, detailed testing, and have a commitment to continuous DR improvement.

There are two main goals in dealing with IT disasters:

1. Prevention: Developing processes and controls to reduce the likelihood of downtime. For example, research indicates that on average 80% of system downtime is caused by the IT staff. So a mitigation strategy would be to put in place controls that prohibit unmanaged, unplanned changes.
2. Preparation: Developing a comprehensive and flexible plan to recover from all sorts of disasters.

Identifying Potential Risks

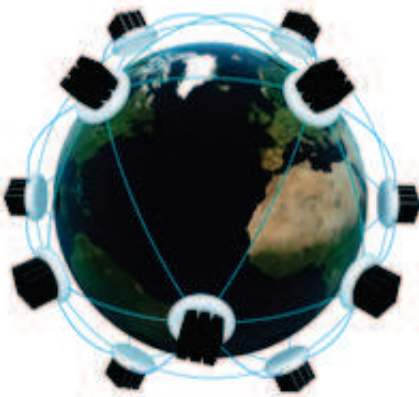
Unfortunately, disasters or business disruptions happen a lot more often than most people think. The vast...[click here to read more.](#)



IP SERVICES

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TotalCloud ROI



TotalCloud ROI

A private cloud platform can **lower your operational IT infrastructure costs by as much as 40%**. Review the comparison table below to see how.

The information included below is a summary of a whitepaper developed by IP Services explaining what factors should be considered when measuring the costs associated with building and operating an IT infrastructure in-house versus buying private cloud services. The example below represents a general overview based on one of IP Services private cloud offerings.

Actual Costs

Actual (hard) costs associated with Building/Operating versus Buying IP Services "TotalCloud SMB".

Costs Associated with Building/Operating in-house IT Services (DIY IT)	Costs Associated with Buying TotalCloud Packages
<ul style="list-style-type: none"> - Cost of servers, load balancers, storage, cabling, etc. - Purchase and management of firewall, anti-virus and anti-spam - Purchase and management of monitoring tools 	<p>Ready to go and managed TotalCloud service that encompasses user licenses and desktop applications, including the following:</p>

<ul style="list-style-type: none"> - Management and maintenance of servers - Power, cooling, and real estate costs - IT staffs salary, benefits, training, attrition, etc. - Disaster Recovery costs - Web hosting, messaging and E-mail - Connectivity management costs - Purchase of new hardware, software and licensing - Compliance costs/ Internal and 3rd party audits - Overtime and contractor costs for after hour maintenance - Business opportunities lost due to focus on IT operations versus core business practices. 	<ul style="list-style-type: none"> Managed servers Virtual desktop Messaging and email Web and domain hosting Managed security Managed connectivity Managed storage and backup Disaster Recovery Compliance assurance Full 7x24x365 monitoring and support
<p>Total One-time Cost to Operate a similar package (DIY): Total costs depend on the type, size and scope of the infrastructure, etc.</p> <p>Total Monthly cost to Operate a similar package (DIY): Total cost depends on the level of availability, security, robustness, access requirements, number of users, etc.</p>	<p>Total One-time Cost to Buy TotalCloud SMB: Generally 10% lower than DIY option</p> <p>Total Monthly cost to buy TotalCloud SMB: Generally 40% lower than DIY option</p>

Please note the aforementioned DIY costs represent only a partial list of hard costs and are based on the assumption that the client has access to the necessary in-house talent, however, it is likely that some of the tasks will be outsourced, thus incurring additional costs.

Additional hard and soft costs that are not included in the table above but are necessary to build and operate an in-house solution are outlined below: [...click here to read more.](#)

TotalControl

Beyond the Cloud: TotalCloud SMB

- Do you want to get high returns on your IT investments?
- Would predictable costs and performance help your organization?
- Does network security keep you up at night?
- Is backup and disaster recovery important to you?
- Are your IT staff members inundated with firefighting and maintenance work?
- Would you like improved performance, scalability, reliability, and security?

TotalCloud SMB solves all of the above challenges. TotalCloud SMB will lower your Total Cost of Ownership (TCO) and will keep your applications available, secure, and robust around the clock.

"IP Services' managed IT offerings, IT management methods and overall value is superior to any alternative." Mendy Tippets, SVP, Century Bank

Why TotalCloud SMB

- Lower cost of ownership.
- Predictable costs and performance.
- Strong security through enhanced managed firewall.

- Backup and disaster recovery protection.
- Professional support and maintenance to ensure full uptime and availability.
- Scalability to help you keep pace as your business grows.
- Environment friendly technology that uses less power and lowers cost.
- Access your information anywhere, anytime and using any device over the Internet.
- Reduced capital expenditure on infrastructure, power, cooling, etc.
- Highly scalable cloud services without the management complexities inherent in IT.

"Simply put, IP Services plays a critical role in the success of our company." Mark Garber, Principal and CFO, Pinnacle Healthcare

A Private Cloud environment offers amazing opportunities for Small and Medium size businesses.

TotalCloud SMB package includes the following:

- Managed Cloud Servers
- Managed Cloud Desktops
- Managed Security
- Managed Connectivity
- Domain and Website Hosting
- Managed E-mail
- Managed IT Infrastructure
- Managed Storage and Backup
- Server and Security Licensing
- Load Balanced, SAS70 Type II Certified Data Centers

Complete bundles with 30 user licenses start as low as \$4,750 per month!

IP Services can solve your most challenging IT service management issues. Contact us NOW.

Sincerely,

Sam Manafi
VP of Business Development
IP Services

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