Google + RackWare
FastStart DR Program

Accelerating GCP Consumption

RackWare is enabling accelerated GCP consumption via our unique ability to do cross-platform Disaster Recovery. Google customers can start using GCP today without going through a Migration.

➤ How does this work?

Available now, Google Customers can launch RackWare from Google Cloud Marketplace and replicate any Windows or Linux server, or OpenShift or Kubernetes container from any source into GCP.

Servers and containers can be replicated to live machines in GCP, or to storage only, creating a dynamic and flexible DR landing zone.

RackWare enabling GCP as a Disaster Recovery landing zone

Cross Cloud Disaster Recovery Powered by RackWare

➤ Benefits to GCP customers

A fast-start Disaster Recovery landing zone in a multicloud environment drives multiple benefits to your customers.

- ❖ Increased Data Protection with a recovery site that is completely independent of production sites.
- ❖ RackWare allows your customer to recover everything from single-files to full servers. This recovery can be back to the current production site, a failover to GCP, or to any site of the customer's choosing.
- ❖ It gives your customer the security of knowing their data is fully protected in Google Cloud.
- ❖ Whether for cost, performance or other consideration, this DR landing zone is one button-push away from being a production site – teeing up fast migrations to GCP.

➤ How is this implemented?
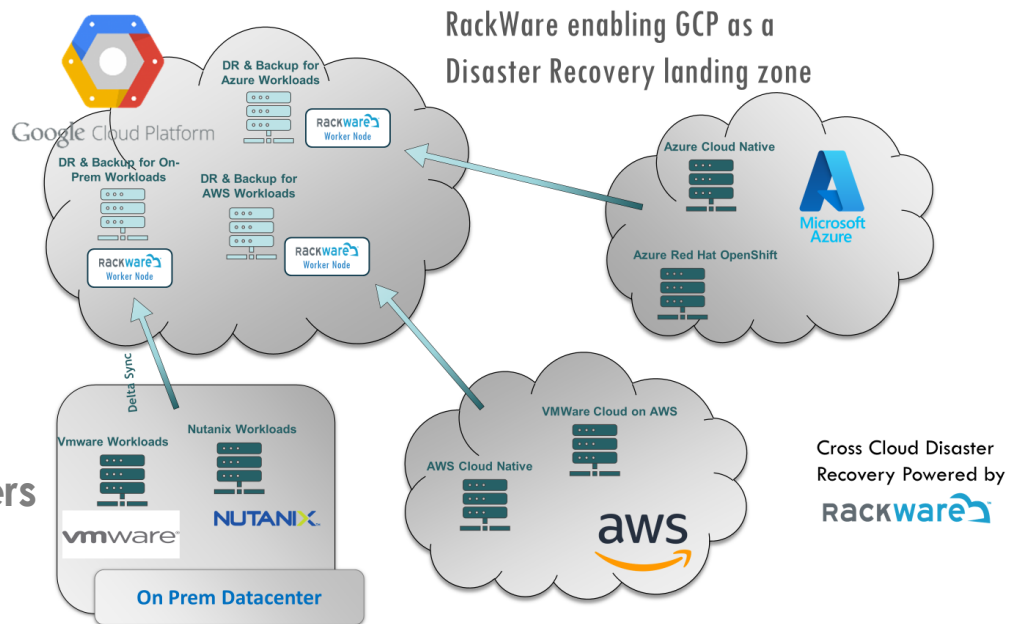
There are multiple paths for sales success:
- ➤ **Option 1:** Your customer can configure the DR landing zone themselves. We have many examples of reasonably competent IT professionals creating their own DR landing zone using RackWare, eliminating the need for expensive 3rd parties.
- ➤ **Option 2:** RackWare Professional Services is trained and ready to support more sophisticated offerings.
- ➤ **Option 3:** If your customer already has a relationship with one of Google's Services Partners, they'd be a great option to do this implementation. In fact, there's a good chance that Partner is already familiar with and using RackWare.

➤ Can this help me hit sales goals?

Absolutely! Deploying RackWare DR in GCP can easily help you achieve your revenue goals, even for greenfield accounts with a relatively small number of workloads.

And this fast-start DR program can lead to other quick gains. As your customer sees the advantages of GCP, this DR configuration means they are just one click away from migrating, driving even more account control.

➤ Interested in learning more?

For more information, or to request a demo please send email to:
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To register a deal, please go to
https://www.rackwareinc.com/deal-registration-form

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