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IT-Lifeline leverages Amazon Web Services to offer next generation cloud-based IT disaster recovery service to mid-sized enterprises at significant cost savings

IT-Lifeline aligns with Amazon Web Services and CommVault to architect BLACKCLOUD® Edge to change how mid-sized enterprises buy and use disaster recovery

IT-Lifeline, Inc. – Interop IT Conference and Expo New York – October 6, 2011

Today's legacy approach to disaster recovery usually involves purchasing equipment directly or paying for capacity from a managed service provider which is only used for periodic testing and almost never used for a real emergency. Cloud based disaster recovery offers customers the ability to pay for disaster recovery capacity only when required. As the first company to offer disaster recovery for the cloud generation, IT-Lifeline is leveraging scalable cloud infrastructure from Amazon Web Services (AWS) with market-leading CommVault® Simpana® data management software to remake the way mid-sized organizations buy, deploy and use IT disaster recovery capabilities.

News Facts

- IT-Lifeline is introducing BLACKCLOUD® Edge, a secure next-generation disaster recovery cloud built on top of AWS and targeted at the needs of mid-sized enterprises
- Customers pay between 25% and 50% less for BLACKCLOUD® Edge data vaulting and take advantage of AWS scale and low costs during disaster recovery testing and emergency situations
- IT-Lifeline has been providing IT disaster recovery services to heavily regulated mid-sized organizations such as banks, credit unions and hospitals for over 9 years
- BLACKCLOUD® Edge delivers compliance with SAS70 Type II, ISO 27001 Certification, Payment Card Industry Data Security Standard (PCI DSS) Level 1 Service Provider and FedRAMP (FISMA).
- BLACKCLOUD® Edge customers take advantage of CommVault Simpana software's best in class capabilities for managing and protecting critical enterprise application environments
- IT-Lifeline will introduce BLACKCLOUD® Edge at Interop IT Conference and Expo, Javis Center, New York, New York – October 5-6, 2011 (Amazon Web Services Booth 401)

Supporting Quotes

- **Matthew Gerber, CEO for IT-Lifeline:** "IT-Lifeline is vaulting and recovery for the cloud generation. Because we don't own expensive data centers, we can quickly take advantage of



Amazon Simple Storage Service (S3) and Amazon Elastic Compute Cloud (EC2) to continue to provide the same trusted, vaulting and recovery solutions with significant cost-savings.”

- **Terry Wise, Director of Business Development, Amazon Web Services:** “Amazon Web Services is pleased to see the innovative approach from IT-Lifeline with their disaster recovery solution. With the secure, on-demand, pay as you go services of AWS, BLACKCLOUD Edge customers are able to scale up infrastructure on an as-needed basis providing them the agility to optimize their resources during a disaster recovery scenario.”
- **Jeff Echols, Senior Director for Global Alliances and Cloud Strategy for CommVault:** “CommVault continues to work with our service provider partners to find new ways to leverage the cloud to reduce costs and drive storage efficiencies. By leveraging Simpana software’s integrated source-side deduplication and encryption with our built in cloud storage connector, IT-Lifeline is able to offer its customers economical, fully integrated DR services that provide rapid recovery of backup and archive data in the cloud.”

Pricing and Availability

- BLACKCLOUD® Edge can be purchased from IT-Lifeline and channel partners for approximately 75 cents per GB/month.

Resources

- Economic Benefits of BLACKCLOUD® Edge White Paper
http://www.itlifeline.net/datasheet/ITL_BCEdge_econ_whitepaper.pdf

About IT-Lifeline

IT-Lifeline is vaulting and recovery for the cloud generation. We focus on layered data vaulting solutions that save money for small and medium-sized organizations, and at the same time we proactively help with restoring applications and infrastructure when you have a service interruption. Our cloud infrastructure provides accessibility to your critical data without compromising the security or control of the data.