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Technology Insights

DISASTER RECOVERY EDITION

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Top 10 Disaster Recovery Consulting/Services Companies - 2019

A backup and disaster recovery strategy isn't just a nice thing to have—it's essential for the survival of business. In some industries, it's also a matter of meeting regulatory compliance standards. However, regardless of whether a company is obligated by law to have a business continuity plan, they owe it to the future of your organization to do so.

While most companies have a disaster recovery (DR) plan of some type, there are still many companies who don't have any plan at all. The sad thing about this fact is that, according to the National Archives and Records Administration (NARA) in Washington, D.C., 93 percent of companies that lost their data centre for ten or more days due to a disaster filed for bankruptcy within one year of the disaster. Additionally, 60 percent of companies that lose their data shut down within six months of the disaster.

Another challenge associated with traditional disaster recovery solutions is that of maintaining the DR plan itself. This plan is

the actual runbook, as it's called, as to the steps that the actual administrators would take in the event of a real disaster. That runbook must include a plan for every application, its associated data, and user connectivity, and the sequential recovery steps for the application. With applications changing and moving at a constant rate in the modern data center, the task of maintaining the disaster recovery runbook has become overwhelming for most companies.

To help companies to select the best Disaster Recovery Consulting/Services Companies, Cloud Tech Insights, in conjunction with a distinguished panel of prominent thought leaders, and our very own editorial board, have assessed and shortlisted companies who offer comprehensive and seamless Disaster Recovery Consulting/Services providers. This listing gives a comprehensive understanding of solutions that can be implemented to optimize the Disaster Recovery process.

We present to you, our "Top 10 Disaster Recovery Consulting/Services Companies - 2019."



Company:

Virtual Corporation

Description:

To assist private, public and government organizations with all aspects of continuity, recovery and resilience planning and response coordination

Key Person:

Scott Ream
President & CEO

Website:

virtual-corp.com



Standing the Test of Time

News about floods, riots, and droughts hitting the U.S., can mark the end of a business or at least costly interruptions. Worse, you do not have to be remotely present amid the chaos to bear a loss, a power grid failure or civil commotion is enough to shut down the operations of businesses that your company is dependent on. So staying prepared for the likelihood of interruption is a top priority for any modern business let alone the existing juggernauts—especially when customer retention, loss of sales, reputation, and employee morale do not fall into the category that your insurance will cover.

Withstanding the test of time, and evolving with the technologies is Virtual Corporation—a business /technology continuity management and organizational resilience industry leader in software and consulting. Virtual Corporation caters to private, public, and government organizations with various aspects associated with continuity, recovery, and resilience planning. The firm helps clients design, implement, and continually enhance dynamic resilience

Increasing Business Continuity Competency Maturity						
Business Continuity Maturity Model Levels	Level 1 Self-Governed	Level 2 Departmental	Level 3 Cooperative	Level 4 Standards Compliance	Level 5 Integrated	Level 6 Synergistic
Athlete Analogy	able to crawl	able to walk	able to run	"fit" runner	competitive runner	olympic runner
Comparative Model	organization "at risk"		"competent" performer		"best of breed"	
Corporate Competencies	Attributes of an Organization at Each Maturity Level					
Leadership	VL	L	M	H	H	H
Employee Awareness	VL	L	L	M	H	H
Business Continuity Program Structure	VL	L	L	M	H	H
Program Pervasiveness	VL	VL	L	L	M	H
Metrics	VL	L	M	M	H	H
Resource Commitment	VL	L	M	H	H	H
External Coordination	VL	L	L	M	H	H
Business Continuity Program Content	Attributes of Each Business Continuity Discipline at Each Maturity Level					
Incident Management	VL	L	M	H	H	H
Technology Recovery	VL	L	M	H	H	H
Business Recovery	VL	L	M	H	H	H
Security Management	VL	L	M	H	H	H
			Very Low	Low	Medium	High

programs that encapsulate identifying, mitigating, and acting upon prioritized risks across the enterprise.

Virtual Corporation takes a customer-centric approach to engineer and deliver meritorious software and professional services. The firm has developed extensive and proven methods and toolkits, and



a thirst to go beyond just conducting a gap analysis of integrated disciplines that contribute to enterprise resilience. From disaster recovery / IT continuity and cybersecurity to crisis and emergency management, the company performs precise current state assessments to help clients enhance their resilient capabilities. "While IT and its ability to deliver technology are tightly interwoven into operations, the organizations must ensure their critical functions have high availability and minimal downtime," states Scott Ream, the president and CEO of Virtual Corporation. "It is all about finding the right balance between the business and IT departments on justifying the capital and service expenditures required for a high degree of resilient infrastructure that is fundamental to this cause."

That said, Virtual Corporation's true essence lies in its ability to work collaboratively with their clients, and leverage its landmark tools—the Business Continuity Maturity Model® (BCMM®)

and Sustainable Planner (SP)—to seamlessly execute a phased implementation of the BCM/DR program. The BCMM plays a crucial role in measuring organizational competencies: leadership, employee awareness, program structure/pervasiveness, metrics, resource commitment, and external coordination over six maturity levels. This represents the clients' potential to implement the integrated disciplines of enterprise resilience as a standard practice. Deemed as the global standard for resiliency program assessments, Virtual Corporation's BCMM also holistically addresses the four tangential program disciplines of incident management, technology recovery, security management, and business recovery. In a nutshell, this model serves as a framework for the recurring roadmap to implement a sustainable enterprise resilience program. The company additionally provides Sustainable Planner, a cost-effective and customizable enterprise resilience software solution to simplify the implementation process for building, updating, and maintaining continuity and risk management plans.

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Virtual Corporation recently helped a client in the pharmaceutical industry combine their IT and risk management segments to implement enterprise resilience while complying with the board's, regulatory, and customer demands. Upon interaction, Virtual Corporation's highly skilled team collaborated efforts with the client to develop an executive business

impact analysis (eBIA). Virtual Corporation designed a Materiality Grid to identify the various streams of impact, be it financial, production, regulatory, and reputational. “The analysis include dasking each executive how they would quantify their disruption tolerances, and prioritize the recovery of critical functions of the organization within their span of control,” Ream explains. Once this information was accumulated, it was found that a mere 36 of the client's 300+ drug manufacturing sites met the 'Materiality Threshold'. Virtual Corporation then utilized its BCMM and Sustainable Planner to assist the client in implementing a scalable and sustainable enterprise resilience program focused where it mattered most.

While similar stories reflect the competency and proficiency of Virtual Corporation's services, the company has recently integrated cyber security including data classification, as part of its enterprise resilience suite. As Ream recalls his shared vision with Scott Baldwin, a close friend and the Director of Enterprise Resilience program at Symantec, “We believe enterprise resilience can be the central “service bureau” that helps all stakeholder communities collect resilience data on assets, risk, dependencies, and recovery strategy. Though the service bureau concept is very new, we see some great resonance for it in the marketplace.” **CT**

