

Data Backup and Recovery Discovery Document

1. What is driving you to investigate Data Backup and Recovery?
2. How much Data are you backing up daily?
3. How do you backup and recover today? What are some of your challenges?
4. What is your Disaster Recovery Strategy long-term?

5. What applications are you backing up or needing to back up in the future?
6. Are you using VMware? What percentage virtual servers vs physical servers?
7. What is your RPO (recovery point objective) and RTO (Recovery Time Objective) for each application?
8. Does your current data back-up and recovery support this?

9. What are the key drivers in your decision? (cost, continuity, recovery capabilities, etc.)
10. What is your timing to get a data backup and recovery solution in place?
11. What additional insight can you provide in regard to this quote?