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## **THEINFOPRO RESEARCH SHOWS MINIMAL USE OF OUTSIDE SERVICES FOR BC/DR AMONG F1000 AND MID-SIZED COMPANIES**

*Organizations Believe They Can Beat Third Parties On Cost Structure For Servicing BC/DR/RRDM Processing Needs*

NEW YORK, January 24, 2007—Based on findings from the latest Study released by TheInfoPro, the use of outside service providers for Business Continuity/Disaster Recovery (BC/DR), and Remote Replication and Data Mirroring (RRDM) is relatively low and is not expected to change significantly during 2007. More than 75% of interviewees from the TIP*Network* indicated cost as the first and primary factor in considering the use of outside services for BC/DR/RRDM. However, outside costs weren't always attractive and users cited data security issues as a concern.

To view a rich media presentation of findings visit:

[http://www.brainshark.com/theinfo/ThelInfoPro\\_BCDR\\_Study\\_Preview](http://www.brainshark.com/theinfo/ThelInfoPro_BCDR_Study_Preview)

The findings for the Study, conducted in the Fall of 2006, are derived from hour-long interviews with 91 members of TheInfoPro's TIP*Network* of pre-screened IT professionals from Fortune 1000 and Midsize enterprises that provide expert commentary for TheInfoPro's Studies.

"The use of outside services for BC/DR/RRDM is a significant factor only in the use and management of a DR facility yet not for remote replication and mirroring," said Myron Kerstetter, Managing Director at TheInfoPro. "Nearly half (48%) of the respondents in our BC study indicated they use an outside organization to provide the remote physical facility for some DR needs but only 13% make use of a third party facility for RRDM. In addition, very few made use of services to manage the BC/DR processing needs," he added. "For example, 20% used a service for network support, 15% for DR processing and only 5% for application testing."

When asked about spending plans in 2007 in the use of outside services for BC/DR needs, some increase was noted by respondents but from a relatively low current base. For 2007, 35% of those interviewed said they expected to spend more for outside BC/DR services and providers, 24% said they expected to spend less and 41% said they expected spending to be about the same.

The TheInfoPro's research covers a broad and extensive set of topics. For the Business Continuity and Remote Replication and Data Mirroring Study, TIP*Network* members provided information on business drivers and barriers, organization decision processes, spending justification, spending amounts and percentage of budget, and recovery as well as testing and outsourcing. The Study also included technical topics including connection protocols, snapshots, Continuous Data Protection (CDP), de-duplication, synchronous processing, data encryption and compression.

### **About TheInfoPro**

TheInfoPro (TIP) is the only independent research network for the Information Technology (IT) industry. TheInfoPro, the "voice of the customer," helps IT professionals, technology providers, and the financial community, make sound decisions on technology, business strategies and investments. Through a peer network of over 900 of the world's largest buyers and users of IT including Citigroup, FedEx, McGraw-Hill, MasterCard, Pfizer, Vodafone, PepsiCo, JPMorgan Chase, and Harvard University, TheInfoPro delivers detailed budget, vendor performance and technology data without spin or bias. Since 2001, TheInfoPro has been helping clients exceed their business potential. For more information or to join the TIP*Network* visit: [www.theinfo.net](http://www.theinfo.net) or call us at 1-212-672-0010.

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