

This comparative matrix was compiled directly from responses to a questionnaire sent to disaster recovery and business continuity vendors.

DRJ publishes this survey to assist readers in making the necessary decisions when selecting an alternate site. An alternate site selection process only begins with examining the survey. Each vendor provides unique capabilities which must be matched with your company's

## 2006 Alternative Site Survey

Company	Locations B. 2nd Power Source	Host Mainframe Midrange Computers	DASD Units	Tape Drives	Front-end Processors	
<b>Agility Recovery Solutions</b> 2281 North Sheridan Way Mississauga, Ontario L5K 2S3 800-567-5001 www.agilityrecovery.com	Mobile sites; cover continental North America	Yes	Midrange: UNIX (IBM, HP/Alpha, Sun); AS400/iSeries	Full range of SCSI, SSA and SAN solutions	Full range of tape drives (ie. DLT, LTO, LTO2, 8 mm and 4 mm and libraries)	Full complement of Intel servers (i.e. IBM, HP/Compaq, Dell); Midrange line of UNIX (IBM, HP/Alpha, Sun); AS400/iSeries
<b>bigbyte.cc</b> Eric Moores 123 Central Avenue Albuquerque, NM 87102 505-255-5422 www.bigbyte.cc	Albuquerque, NM	Yes	Yes, custom tailored to meet client requirements	Yes, custom tailored to meet client requirements	Custom tailored to meet client requirements	Provide all current models
<b>Business Recovery Center, Inc.</b> Mark Hicks 1259 Route 46 East, Building 1 Parsippany, NJ 07054 973-299-0302 www.businessrecoverycenter.com	Parsippany, NJ, NYC	Yes in NJ location	All Micros, 5 racks	All Hot-Plug HP/Compaq internal and external Arrays	DLT line and DAT line primarily	Range from PII to Quad Xeon
<b>BRM Disaster Recovery Svcs, Inc.</b> George Shaytar 1018 Western Avenue Pittsburgh, PA 15233 412-249-1200 www.businessrecords.com/disaster-recovery-services.htm	Pittsburgh, PA	Yes	AS400	QuickShip available - all models	QuickShip available - all models	QuickShip available - all models
<b>CAPS Business Recovery Svcs.</b> Robert H. Urion 2 Enterprise Drive Shelton, CT 06484 800-542-2773 www.capsbrs.com, www.recoveryplanner.com	Shelton, CT Leonia, NJ Okla. City, OK Hawthorne, NY (partner site)	Yes	IBM 9672 - RX5, IBM 9672 Rx6, IBM Server Z800, IBM Server Z900	EMC mirrored Escon Channel 10 terabytes	IBM 3480/3490/3590/VTS, IBM 3420-8, DAT, DLT	IBM 37X5, Compaq, Dell LAN servers and various routers
<b>Cervalis, LLC</b> Zack Margolis 1200 Bedford Street Stamford, CT 06905 866-602-2020 www.cervalis.com	Dutchess County, NY Stamford, CT	Yes	Yes	Full range of SCSI, SATA, DAS, SAN and NAS solutions	Full range of tape drives; DLT, LTO, LTO2 libraries	Quick ship all models, HP, Dell LAN servers and various routers

requirements and compliance for business continuity and/or recovery. The most important step is discussing your needs with a representative from those companies that interest you.

The categories address some of the issues pertinent to selecting an alternative site. The survey is not intended to give you all the criteria to select a site, but rather to determine which may be the best suited to your company's needs.

Questions include coverage of location, power sources, computer equipment, tape drives, processors and data and voice lines. In addition, information on mobile sites, cold sites and office work space is provided.

To be included in next year's alternate site survey, contact DRJ at (314) 894-0276 or e-mail [drj@drj.com](mailto:drj@drj.com) to be placed on our questionnaire mailing list.

Data Lines	Voice Lines	Annual Testing Hours	Mobile Site	Cold Site	Office Work Space	Other Services
Main data line is via satellite. Six T1 satellite links available.	480 voice lines at Teleport. These can be presented over satellite links in 192 channel segments per T1	No maximum limit	Yes	No	Yes - PCs, dumb terminals and telephones available per customer requirements; Mobile unit workspace also available.	Call Center Recovery - complete customization to replicate customer's production environment; BCP consulting services; Quick-Ship technology replacement
Multiple Sonet rings, dark fiber, multiple multi-homed OCxx pipes, ISDN, ATM, frame relay, analog services, carrier neutral	400+	Unlimited	Yes	Yes - raised floors, UPS, diesel generators, environmental controls, sprinkler systems, premise security, card key, biometric access, full internal and external video surveillance, 24/7/365 onsite uniformed security	Yes - up to 500 PCs, dumb terminals and telephones	Primary and secondary data centers, hot sites, cold sites, warm sites, collocation, managed services, business continuity planning, 24/7/365 access, and off-site data and document storage
T1 to Internet, T1 Voice	Capable of 25	Two days per client with basic plan	No	No	Yes - 30 to 35 PCs, 37 telephones	Network intrusion testing, disaster recovery solutions, remote server mirroring over IP, business continuity planning, and business impact analysis. SMB is our specialty.
Two T1 lines	Two T1 lines, full function PBX system	Negotiable	No	Yes - natural gas generators, environmental controls, halon systems, premise security	Yes - conference rooms, private offices, work areas 15 PCs, 65 telephones	Computer media backup storage and rotation services, electronic vaulting, software escrow, disaster recovery planning and consulting, document management, storage and delivery services.
T1s, OC48, OC3, Sonet, Frame relay, ATM, OC192, ISDN, Dialup lines, dark fiber connect., DSL	500+ trunk lines from multiple carriers	2 days to unlimited	Yes, through business partner	Yes - 40,000 sq ft. raised floors, UPS, diesel generators, environmental controls, sprinkler systems, FM 200 systems, premise security	Yes - private offices, conference rooms, 800+ PCs, 800+ telephones, voice mail, Internet connectivity	Data center recovery, shared and dedicated recovery workstations, call center recovery, command centers, business continuity professional services and the web-based planning software - RecoveryPlanner.com
Multiple Sonet rings, multiple OCxx pipes to the internet, fully redundant fiber connections to major carriers, extensive WAN with MPLS support	1000+	2 days to unlimited	Yes	Yes - raised floors, UPS, diesel generators, environmental controls, sprinkler systems, premise security, biometric and card key access, internal and external video surveillance, 24/365 onsite security	Yes, work recovery seats, conf rooms peripheral space (print, fax, shredding), private offices 500+ work area recovery seats with PCs and telephones	Fully integrated BC/DR services including: image-ghosting, electronic vaulting, data mirroring, and data replication, recovery solutions for: data, systems, email, work area, call-center, telephony and network.

Company	Locations B. 2nd Power Source		Host Mainframe Midrange Computers	DASD Units	Tape Drives	Front-end Processors
<b>Collocation Solutions, LLC</b> Aaron Alwell 1950 N. Stemmons Frwy, #2033 Dallas, TX 75207 214-231-0162 www.collocationsolutions.com	Dallas (2), Austin, TX, Las Vegas, NV		Yes	N/A	N/A	N/A
<b>Consonus</b> Kelly Sawyer 180 East 100 South Salt Lake City, UT 84111 888-452-8000 www.consonus.com	3 facilities located in Salt Lake City, UT		Yes	N/A	N/A	N/A
<b>CoSentry</b> Shelly Leyden 9394 West Dodge Road, Suite 100 Omaha, NE 68114 888-708-0014 www.cosentry.com	Kansas City, MO Sioux Falls, SD Omaha, NE		Yes	Yes	Yes, on demand	Yes, multiple
<b>DBSi</b> Robert D. Hicks 3949 Schelden Circle Bethlehem, PA 18017 610-691-8811 www.dbsintl.com	Valley Forge Recovery Center, Norristown, PA		Yes	Intel/AMD-based blade servers from Fujitsu & Dell; Intel-based servers from Dell, IBM, Fujitsu & HP; Virtualization configurations for all Intel and AMD configurations; UNIX-based servers from SUN, IBM, HP; IBM mainframe; IBM AS/400; HP3000; DEC Alpha	Direct Attach, SAN, NAS, iSCSI disk solutions from EMC, NetApps, Dell, Sun, Fujitsu, Hitachi	StorageTek, IBM, ADIC, Dell, HP, & misc. others from all media formats including mainframe
<b>DPS Management Consultants</b> Louis Scoma, Jr. 2320 Gravel Drive Fort Worth, TX 76180-6950 817-284-7711 www.dpsconsultants.com	3 facilities in the Dallas/Fort Worth TX metroplex area		Yes	All units added as necessary to meet members needs within 12-48 hours	All units added as necessary to meet members needs within 12-48 hours	All units added as necessary to meet members needs within 12-48 hours
<b>E.V. Bushoff Company</b> Jeffrey Heckman 33 N. Third St., Suite 500 Columbus, OH 43215 614-221-4736 www.evbco.com	Pittsburgh, PA		Yes	Units added as necessary to meet clients needs	Units added as necessary to meet clients needs	Units added as necessary to meet clients needs

Data Lines	Voice Lines	Annual Testing Hours	Mobile Site	Cold Site	Office Work Space	Other Services
Per site: OC-48 (x4), OC-12 (x5), multiple connections: DS-3, T-1, DSO, Ethernet	300 copper pairs	4 hours	No	Yes - 24" (13000 sq. ft.) raised floors, 2 x500KWA UPS, 2000KW diesel generators, 300+ tons per facility environmental controls, sprinkler systems - pre-action double interlock, premise security - 24x7 manned security/CCure 800/8000 Access control	Yes - Per site: 3 PCs, 12 dumb terminals, 6 telephones	
Per site: OC48 (2), OC12 (1), OC3 (2), Fast Ethernet (2), Multiple DS3, T1's	Unlimited capacity	Unlimited	No	Yes, a total of 27,000 Sq. Ft. of raised floor, UPS, diesel generators, environmental controls, sprinkler systems, premise security, biometric hand readers card key access, perimeter fencing, external surv., manned 24x7, manages services, backup, recover svcs., onsite high tech NOC	Yes - 6 PCs, 36 telephones	Consonus is a provider of AllWaysOn Data Centers, business continuity and IT managed services for organizations with a critical need for 100% uptime.
5 fiber providers with redundant connections to each of the facilities	400	96	Yes, by contract	Yes - 12000 sq. feet, raised floor, UPS, diesel generators, environmental controls, sprinkler systems, premise security, desktop imaging, Pbx with voice mail	1200 call center style cubicles, 20 offices, 10 conf rooms, breakrooms/bathrooms, parking; 1200 PCs, 1200 telephones w/ voice mail boxes	Data center services, VPN and data backup services, network and fiber connectivity between sites for off site replication, print to mail recovery services, Internet bandwidth and hosting services
Multiple T-1, DS-3, OC-3, OC-12, OC-48, OC192, Fast Ethernet, Gigabit Ethernet, wireless communications access points; dark fiber connectivity, 1000s of Gbps of avail. bandwidth	More than 700 via multiple providers	Unlimited	Yes	Yes - raised floors, UPS, diesel generators, environmental controls, sprinkler systems, premise security, on-site catering, card key and iris scanning access control; convenient hotel and restaurant access; 24x7 onsite staffing	Yes - 500 PCs, 50 dumb terminals, 500 telephones	In business for 25 years, DBSi offers flexible subscription or dedicated recovery solutions including data replication, quick-ship, work-group, mobile-worker and regulatory compliancy configurations
Up to 300 pairs voice and data lines per facility	Up to 300 pairs voice lines per facility	Varies by member requirements. However, if the facility is available, member may continue testing	No	Yes - up to 15000 sq ft environmental controls, premise security, access control system, chemical fire suppression	Yes - up to 15000 sq. ft.; PCs, terminals and telephones as needed	DPS is the founder of the disaster recovery alternate recovery facility industry. Also provides IT recovery and business recovery services. Customization of DR plans, BC services and BR planning services.
Multiple fiber carriers are built into the building. One carrier alone has 4800 strands of fiber coming into the building.	CLEC phone switch located in the building, providing capability for hundreds of lines	Based on operator/client initial agreement	No	Yes - raised floors, diesel generators, environmental controls, sprinkler systems, premise security, 16,000 gallons of diesel fuel on site.	Yes - PCs, dumb terminals and telephones added as necessary to meet clients needs.	In-building restaurant, game room and vending area, satellite up-link capabilities are available, conference rooms, 24/7/365 operation, adjacent parking, loading dock.

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<b>FirstMerit Disaster Recovery</b> Gregory Sedlako 6625 West Snowville Road Brecksville, OH 44141 440-838-4044 www.fmdrs.com	Brecksville, OH San Ramon, CA		Yes  Unisys LX7100 ClearPath with 300MB memory, Intel servers	90GB Usable hard disk	(5) 4mm DAT tape (DDS1-5), (2) 8mm DAT tape, (3) cartridge tape	TCP/IP; VPN
<b>GramTel USA</b> Dr. Larry Rapagnani 316 E Monroe South Bend, IN 46601 574-472-4726 www.gramtel.net	South Bend, IN Chicago, IL		Yes  AS-440s, Linux, Solaris, HP-UX, RS-6000 (AIX), Novell, Mac OS-X	Full range of SCSI, Fiber channel, and SAN solutions	Full range of tape drives DLT, SDLT, LTO, 9840 A/B, 9940 A/B. Others provided on demand. Stor- ageTek L-180 tape backup unit running Veritas software for backup services	Full compliment of Intel Servers (IBM, Compaq/ HP, Dell) for Windows and Linux. Midrange of Unix (AIX, HP-UX, Sun) and AS400 iSeries
<b>Hewlett-Packard Business Continuity &amp; Availability Services</b> Suzanne Edmond 1718 Woodwalk Creek Atlanta, GA 30339 770-541-7718 www.hp.com/go/continuityandavailability	More than 60 HP Recovery Centers in 40 countries		Yes  Yes	HP StorageWorks, HP XP, HP EVA, EMC, IBM DASD, HDS	DDS, DLT, SDLT, LTO, IBM 3490/3590	IBM 3745-310
<b>IBM Business Resilience and Continuity Services</b> Patrick Corcoran 300 Long Meadow Road Sterling Forest, NY 10979 800-599-9950 www.ibm.com/services/continuity	18 recovery facili- ties in the US and 160 worldwide		Yes  Extensive support of all major mainframe and midrange platforms: IBM z Series, x Series, i Series and p Series as well as Sun, HP, Digital, Hitachi, Unisys, Tandem	All platforms 2105 Shark, EMC 8530/DMX2000 and HDS 9960/9980, STK V2X, IBM FAST T and Compaq Storage Works as well as other direct attached disk products	All platforms IBM 3420, 3480, 3490, 3590, 3592, STK 9490, 9840 A,B and C and 9940 A and B tape drives 3494 tape libraries, IBM LTO Generation 1,2 and 3. Quantum DLT/SDLT, SONY AIT and other SCSI and fiber channel attached tape drives, 3583, 3584, STK L700, STK SL8500 and Quantum P7000 tape libraries	Extensive inventory of Communications Con- trollers. Device types: IBM 3720, 3745. Front End Processors (170, 210, 31A and 61A). A model equipped with 3746 900 frames and 950 Nodal Processors. Front end processor inventories and adapter configurations will vary by site.

Data Lines	Voice Lines	Annual Testing Hours	Mobile Site	Cold Site	Office Work Space	Other Services
T1, 18 dial-up lines, 4 ISDN dial-up lines, high-speed internet access, fiber routes	20	Varies	No	No	Yes - up to 2000 sq ft., 40 PCs, up to 120 telephones	2 NDP1825 reader/sorters with 32 pockets, 1 NDP500 with 36 pockets, 1 NDP1150 Image-enabled with 24 pockets, 30 single pocket NCR proof encoders
Two Sonet OC-12s providing OC-3s, DS-3s to the Internet. Channelized DS-3s on the OC-12s for client T-1s	Based on client requirements	No maximum limit	No	Yes - raised floors, UPS, diesel generators, environmental controls, premise security, continuous air sampling and FM-200 fire suppression	Yes - conference rooms and private offices  15-20 PCs, dumb terminals and telephones	Consulting on Information Security planning, testing and auditing. IT-Business Continuity Planning and Business Critical Hosting and Co-Location. Data vaulting and mirroring are included. Testing services and DR plan maintenance are available. Complex hosting solution designs for high availability are provided.
SONET-based network supporting multiple T-1 and DS3 circuits, supporting Frame Relay, ISDN, ATM, and client-dedicated circuits	SONET based network supporting multiple trunk groups, DID, and POTS	Varies by customer requirements	Yes	Yes - raised floors, UPS, diesel generators, environmental controls, sprinkler systems, premise security, Biometrics security, optional service includes quick ship replacement equipment	Yes - 10000+ PCs, 2500 dumb terminals, 10000+ telephones	HP's Business Continuity & Availability Solutions provides a holistic approach to helping clients meet their recovery, availability and continuity requirements with a complete solution suite encompassing all relevant disciplines.
Multi. and alternate vendors provided Sonet & DWDM access facilities in large centers. Provide support for analog dial, switched digital and ISDN, NxDSO, DS1, DS3, and OCX. Gigabit Ethernet, access to bandwidth-on-demand services, backup Frame Relay and ATM networks, Internet and IP-based services. Private wide area Sonet backbone network	Extensive inventories of voice circuits; actual installed base varies by location. Capacity added as necessary to address customer requirements	Test time varies. Basic time is 24-48 hours and additional time may be purchased	Yes	Yes - raised floors, UPS, diesel generators, environmental controls, sprinkler systems, security, redundant close-loop chilled water.	Yes - sophisticated solutions to support over 19000+ seats worldwide; support for multivendor hardware, software, and services.	IBM provides a wide range of services and solutions that help clients react to interruptions and proactively build in prevention and protection measures to ensure business continuity including Electronic Data Management. WebVPN solutions for remote access connectivity and a full suite of Managed Security Services. Using proven methodologies, we can identify business vulnerabilities, assess the impact of a disruption and develop a strategy to manage the risks.

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<b>Recovery Point Systems</b> Sandy Swan Guidera 75 West Watkins Mill Rd. Gaithersburg, MD 20878 240-632-7000 www.recoverypoint.com	Mid Atlantic region	Yes	IBM iseries AS/400, IBM p650-p570 series. Sun 289R-V880, HPK series through RP8400, Dec Alpha, Intel-multiple offerings and processors, Data general	Multiple FastT900s, Shark, Clarion, FileNet	3420, DDS-all types, 8 mm-all types, A1T, 2, 3 and 4, DLT 7000, 8000, SDLT320, LT01, LT02, Magstar, 3490-all, 3590-all, IBM 3494, 3584 tape libraries and tape drives	None
<b>Rentsys Recovery Services</b> 200 Quality Circle College Station, TX 77845 800-955-5171 www.rentsysrecovery.com	Houston Metro, Boston Metro, Mobile Hot Site/ Data Center	Yes	Mainframe: WANG, VS, SUN, Enterprise, HP9000, Midrange: IBM iSeries, AS/400, IBM pSeries RS/6000; HP 9000 Series, 3000 Series, Alpha, Sun, Intel-based servers	SUN T3 Storage, Nexsan SAN, WANG HPSS, IBM AS400, DASD, GB storage configurable to client request, EMC SAN	DDS 2,3,4, DLT drives including 360, 8 mm including Mammoth, WANG, IBM, Tape Libraries including SUN, StorageTek, ADIC Scaler, Compaq, Overland; LTO, LTO2, LTO3	A variety of platforms are available
<b>Services Conseils RDI</b> Serge Patenaude 6555 boul. Metropolitan Est., Bureau J2 Montreal, QC, Canada H1P 3H3 514-955-0213 www.rdiinc.com	Quebec, Canada (2 sites)	Yes	N/A	N/A	4 mm, 8 mm, DLT	N/A
<b>SunGard Availability Services</b> 680 East Swedesford Road Wayne, PA 19087 484-582-2000, 1-800-468-7483 www.availability.sungard.com	37 locations across the U.S., 29 sites in Europe, 4 sites in Canada, 1 site in Mexico	Yes	Mainframe: multiple servers - IBM zSeries, TREx; G6 servers, multiple coupling facilities and links supporting parallel sysplex Midrange: IBM iSeries AS/400, IBM pSeries (RS/6000); HP: Superdome, 9000 Series, 3000 Series, Alpha, VAX, NSK, FileNet, Sun, Intel-based servers; NetFRAME servers, SP, Stratus, Sequent, Silicon Graphics, NCR, Data General	Mainframe: EMC Symmetrix, HDS, and IBM ESS - providing complete compatibility among all platforms  Midrange: variety of models providing complete compatibility among all platforms	IBM VTS, STK 9840, STK VSM, STK Silos, 3490E, 3590 and 3590E	All current models available
<b>Vanguard Vaults</b> Todd Sperber 8151 Fruitridge Road Sacramento, CA 95826 916-686-8286 www.vanguardvaults.com	California and Northern NV	Yes	N/A	N/A	N/A	N/A
<b>Xand Corporation</b> Jim Kramer 11 Skyline Drive Hawthorne, NY 10532 914-592-8282 www.xand.com	Hawthorne, NY	Yes	N/A	N/A	N/A	Intel and Sun per customer requirements

Data Lines	Voice Lines	Annual Testing Hours	Mobile Site	Cold Site	Office Work Space	Other Services
T1-OC48, Multiple paths and carriers, TLS, VON, SONET, VPN, High speed interconnect into IBM BCERS, load sharing and fail-over services. Multiple 10 gig campus backbone	Multiple PRIs on diverse fiber with DIDs. VOIP, remote IP, ACD extensions, soft phones, web based clients	No maximum	Yes	Yes - raised floors, UPS, diesel generators, environmental controls, sprinkler systems, premise security	Yes - capacity for 1500+ fixed and mobile seats, PC/MAC desktops. Voice: VOIP, up to 5000 voice ext., handsets, soft phones, with ACD. Conf. rooms, separate secure entrances	Commercial off-site data storage vaults, GSA approved off-site data storage vaults, GSA schedule services, complimentary electronic vaulting, workarea and call center recovery, mobile and quick ship services, data and system mirroring, PC and server imaging, secure collocation, offerings for agencies requiring cleared services
Up to DS3	500+	Unlimited	Yes	Yes - multiple sites with UPS, diesel generators, environmental controls, sprinkler systems, premise security, card and keypad access	Yes - Boston: 300 seats, Houston: 125 seats, Both: conf. rooms, private offices, logistics svcs., cafeteria, exercise, shower facilities; can be supplemented w/ 500 mobile seats w/in 48 hours	Communications recovery - satellite voice & data; QuickShip recovery - corporate owned inventory; Mobile recovery - flexible configurations, mobile bank, insurance claims center, call center, hot site/data center, executive suites, network operations center, emergency command center; user workspace
ISDN , T1	48	72	No	Yes - raised floors, UPS, diesel generators,	Yes - 60 PCs, 60 telephones	
The SONET-based SunGard Global Network includes nearly 25,000 miles of network backbone. Dedicated DS1/DS3, 45 POPs available. All major carriers supported (varies by location)	More than 4000	Varies by subscriber requirements	Yes	Yes - multiple sites. Raised floors, UPS, diesel generators, environmental controls, sprinkler systems, premise security, chilled water supply, card key access and chemical fire suppression system	Yes - 20,000 positions globally. The number of telephones and terminals varies.	Managed IT Services including system management, security services, network services, storage services, hosting and IT outsourcing, professional services including consulting and BCP software.
T1	30+	no limit	No	Yes - raised floors, UPS, diesel generators, environment controls, sprinkler systems, premise security	Yes	Offsite data storage and disaster recovery services
Multiple Sonet lines, dark fibre OC3, OC48	Per customer request	Limited only by contract and availability	No	No	Yes. Dedicated office space	Provide network intrusion testing, disaster recovery and business continuity solutions, remote server mirroring over IP, business impact planning and analysis.