7 Ways to Convince Your Boss to Try onQ

Technology: It's the land of innovation and vision. But it's also the land where IT professionals can divide up into traditionalists and explorers, and sometimes the two groups clash over strategy—especially when it comes to backup and disaster recovery.

It's something we see a lot at Quorum. IT teams will ask us to solve challenges like slow backups and outdated legacy systems. We'll tell them how onQ works and they'll get excited about having 1-click recovery, automated testing and data archiving from a single scalable product—right up until their leadership refuses to consider it.

It's possible you've run into these challenges on your own team. Maybe you've pitched your boss on the need for faster backup creation and simpler failover, or emphasized the benefits of an automated system that offers advanced security and performance. But your boss insists on sticking with legacy, and allocating budget for something "more important" than new BDR.

If that sounds familiar, here are 7 reasons you can use to persuade your leaders to try onQ.

1

CHALLENGE: You're plagued by slow backups.
Not only are your hours of downtime unacceptable to users expecting flawless continuity, they're costing you a fortune in lost productivity and revenue.

REASON #1 TO TRY ONQ: We have the fastest backup and recovery in the industry.
Appliances with 25,000 IOPS means near-instant recovery with just a click, protecting your data, your budget and your reputation. Failover workloads run with no disruption or performance drop, meeting peak requirements—unlike the sluggish replica environments delivered by other solutions

2

CHALLENGE: There are security gaps all over your system.
Delays open the door to Ransomware attackers, who are betting you won't be able to recover in time. Your BDR should be the last line of defense when breached—but instead criminals can steal or corrupt your backups.

REASON #2 TO TRY ONQ: We offer the strongest security on the BDR market.
This is the age of cyberwarfare, which is why our backups are protected by advanced encryption in motion and at rest—the only encryption in the industry. onQ guards your assets when all else fails.

3

CHALLENGE: Your team is overwhelmed by multi-vendor chaos.
You're managing multiple vendors, multiple tools, and it's creating chaos and complexity. And none of the vendors offer good support—just callback options and third-party call centers in other countries who barely understand the product.

REASON #3 TO TRY ONQ: We're the only true all-in-one solution.
Unified, fast and simple, onQ gives you high availability, disaster recovery and cloud failover from a single product. You can call anytime to talk directly to the same engineers who built it, so you'll always have intelligent, dedicated support when you need help.

4

CHALLENGE: Your rigid BDR solution is stifling your growth.
Locked into a restrictive infrastructure, you're either overpaying for unused resources or stifling your growth. Business leaders want to expand the regional footprint, but refuse to pay for additional data centers. Other vendors force you to use a separate vendor to host DR, buy additional hardware or adapt to their rigid structure.

REASON #4 TO TRY ONQ: Our scalable, flexible architecture adapts to you.
Our unique elastic architecture can scale both storage and compute to change along with your changing needs. You can grow your business with greater speed, security and geographic reach—without new capital expenditures or data centers. onQ can also work for you as a virtual machine, a hardware appliance or as DRaaS, whatever works for your team.

5

CHALLENGE: Your BDR system is too complicated and time-consuming.

Your current solution involves complicated testing and management processes, with massive data transfers that slow down remote replication. Extensive training is required just to failover—something that makes finding the right person in a crisis even more urgent.

REASON #5 TO TRY ONQ: It's simple and quick.

With onQ, you can failover with just one click—no special training required. Our incremental snapshots mean you can skip full backup processes while automated testing keeps replicas always ready. Teams that spend hours and days managing other solutions spend just minutes each month with onQ.

6

CHALLENGE: Your costs keep rising.

As your data keeps growing, so do your BDR expenses—from powering data centers to solutions that allocate processor, memory, and storage for your recovery nodes, depleting your other functions.

REASON #6 TO TRY ONQ: Our innovation efficiency saves you money.

Our hybrid cloud and DRaaS offerings erase the need to buy more equipment, more resources and more staff. And our global deduplication and 30% compression minimize your storage costs by sending a single copy of changes only to your files.

7

CHALLENGE: Your continuity and ability to recover just aren't reliable.

Your current configuration means failures in production frequently halt recovery; and because your solution uses crash consistent backups, you often lose transactional data in motion. Even "successful" recovery is slow and partial, forcing you to make hard choices.

REASON #7 TO TRY ONQ: We're built for consistent and complete reliability.

Unlike other solutions, our isolated sandbox environment means you can do patch testing, upgrades and configuration changes before moving into production. And onQ recovers all your systems, both locally and remote—with application consistent backups that capture all transactions. You can also partner cloud storage with on-site appliances for copies of your most critical data, so you can quickly spin up an accurate clone of your environment even if your physical backups are unavailable.

Let your leadership know that only advanced backup and disaster recovery can deliver the secure and flawless uptime businesses need to succeed. From customer faith to brand dignity to IT innovation, only the new generation of BDR can keep your assets safe and your users happy. Contact us today and discover the transformation that's waiting for you.

Quorum®