



# Business Continuity Management Software for Microsoft Partner Network Technology and IT Service Providers

## Business Continuity Management Software



**Enables Microsoft Technology and IT Service Partners to provide “Expert” Business Continuity Planning and Emergency Response solutions while earning annuity revenue**

### EverGreen Overview

EverGreen’s Mitigator Business Continuity Management - BCM software is rated by Gartner as a Tier 1 leader in the business continuity market. Mitigator also meets or exceeds all regulatory and ISO business continuity compliance requirements.

EverGreen Data Continuity, Inc. provides “Total Business Continuity Solutions” that support all vertical markets who need to guarantee they can continue to operate following a disaster. With over 300 global clients and after more than 13 years of operations, EverGreen continues to deliver on-line BC/DR Plans with off-site protection for public and private organizations accessible 7\*24\*365.

EverGreen’s proprietary Mitigator business continuity software is designed to leverage each client’s unique needs and knowledge. Mitigator effectively manages risk, BC/DR planning, testing, incident response and recovery of key people, process and technology before, during and after an interruption of service.



**“Our Goal is to Exceed Your Expectations”**

### At A Glance

**Company:**

*EverGreen Data Continuity, Inc.*

**Industry:**

*Business Continuity Management Software*

**What We Do:**

*Business Continuity / COOP / Disaster Recovery Software and Recovery Hosting Services*

**Goals:**

*To enable global Microsoft Partners to earn annuity revenue from business continuity solutions*

**Solution:**

*Mitigator™ BCM software for BIA, risk assessment , planning, response, recovery, testing, notification & incident management*

**Benefits:**

*An affordable, easy to use, integrated capability to streamline the development and maintenance of customer’s business continuity program with annuity Services and SaaS revenue*

### Why EverGreen’s Mitigator Software

Many service organizations have expertise in Business Continuity Management and are adept at assisting their clients in managing risk, developing mitigation and recovery strategies, and preparing business continuity plans - BCPs. This expertise is often over-shadowed by less creative tasks such as preparing BIA surveys and analysis, data collection, plan management, documentation and plan maintenance.

Profit margins are severely impacted when high levels of expertise are used to perform BCP administrative functions. BCM service organizations can apply their expertise to significantly reduce their effort using EverGreen’s Mitigator software. Also, organizations who are just starting to offer BCM planning services can use Mitigator to develop and manage the entire BCP process for BIA and Risk analysis, BC planning, testing, emergency notification and incident management.

EverGreen’s Mitigator software exceeds BCM compliance and operational resiliency requirements to promote Business Continuity Services and SaaS annuity revenue.



# The EverGreen Mitigator<sup>SM</sup> Solution

## The BCP Challenge

Many organizations are under federal mandate to have a business continuity and emergency management plan. Others need to ensure their customers, stakeholders and employees that their operations are resilient following any interruption of service.

The challenge is to implement a business continuity program that leverages operational data to create an intelligent business continuity management – BCM system that adds decision support value. Most, if not all of EverGreen's competitors offer business continuity planning tools to enter, format and store data with little added value. The result is, "what you put in is what you get out". In time, the information becomes static, outdated and unreliable.

EverGreen's Mitigator software streamlines and sets a new standard for business continuity management. The Mitigator SQL 2008 database allows data to be loaded from production databases and used to derive intelligent choices and present information that improves the management and reliability of the BCM program. As an example, all incident management tasks and resources are auto populated and tracked based on the disaster declaration site.

## Mitigator's Competitive Advantage

Mitigator's competitive advantages are highlighted below;

- Secure guaranteed access to 24\*7\*365 BC/DR Plans
- Central Administration of distributed teams and plans
- Ease of use with familiar Microsoft "look-and-feel"
- BCPs for multi-locations and matrix organizations
- Import of existing data to reduce effort & improve quality
- Measures statistical probability of downtime and loss
- BIA with organizational impact views
- Best Practice - disaster preparedness assessment
- Business vs. IT GAP Analysis for disaster preparedness
- BCP planning simplified by database relationships
- Multi-level BCPs for executive and detailed team plans
- Attachments / links of existing documents reduces effort
- Data dependencies improves quality and saves effort
- Test scenarios validate BCP quality
- Process dependency defines input/output relationships
- Dependency maps identify critical asset relationships
- Document management uses SharePoint functionality
- Document vintage control improves BCP reliability
- Incident Management with real-time collaboration
- Emergency decision response driven by BCP content
- Compatible with all federal governance requirements
- Most affordable, feature rich BCP solution available



## EverGreen Channel Partner Program

For  
**Microsoft Technology and Service Partners**

*We are Committed to Your Level of Commitment*

### Technology Service Provider Benefits

- Competitively priced for market share
- 50% software discounts
- Free sales training seminar
- Free Partner software User License
- Free marketing data sheets
- Free technical user training
- Free installation training
- On-line training videos
- On-line product registration
- Help desk- staffed
- BCP Services leads
- Annual SaaS revenue
- Annual Services revenue

### Requirements:

- A Microsoft Partner - Silver or Gold Certified
- MS Certified or equivalent SQL 2008 staff
- MS Certified or equivalent WS SharePoint staff
- MS Certified or equivalent Sever 2003 & higher staff
- Minimum of two staff available for Mitigator training
- Established Customer Orientated Service Models
- Established Sales and Marketing Programs
- Established Client base with references
- Hosting provider/access with SAS 70 Type II Audit

*"We welcome all global Microsoft Technology and Service Partners to join our EverGreen Channel Partner Program."*

*Steve Burns - President*