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Vision Solutions Quantifies ROI in Business Continuity eBook

Newest chapter of "Business Continuity Today" provides IT leaders with valuable leverage in the ongoing ROI debate

Irvine, Calif. (Nov. 9, 2009) Vision Solutions, a leading high availability and disaster recovery solutions provider for IBM Power Systems (NYSE: IBM), introduces a new chapter, *BCROI: Measuring Returns on Your Business Continuity Investment*, in its Business Continuity Today eBook. Chapter eight provides a comprehensive review of disaster recovery and high availability technologies and helps identify and quantify the real financial return on investment (ROI) for each.

"This new material offers practical, focused insights into how to save significant time and money through strategic IT technology decisions," says Edward Vesely, senior vice president of marketing and business development for Vision Solutions. "Business continuity is often viewed as an overhead expense or insurance policy—in reality, any IT investment achieving continuous business operations through better availability will yield valuable and tangible financial returns, even if you never experience a disaster."

According to Vesely, companies can easily determine significant savings by calculating costs associated with application and system downtime, then comparing the data with the ROI a disaster recovery or high availability solution can deliver. "Vision's **Availability ROI Tool** helps justify a business continuity investment and can verify real cost savings if there is ever any financial debate," he says.

Published quarterly, Business Continuity Today reviews a wide range of IT-related business continuity issues and provides a clear and understandable business-case analysis of IT technologies and operational issues. To download a copy of this new eBook chapter and to browse previous chapters, visit www.businesscontinuitytoday.com. Each chapter is written for a broad audience, from C-level executives to IT and non-IT professionals, and focuses on one particular IT issue or a set of technologies. The eBook also explores broader business situations while providing practical and balanced options for getting the best results and return from each IT investment.

For a dynamic background about business continuity and ROI, register for the complimentary Nov. 12 webcast **Five Ways to Cut the Cost of Disaster Recovery Techniques**. During the informative presentation, IBM's Robin Clark, a business unit executive for ISV solutions sales, along with Bill Hammond, director of product marketing at Vision Solutions, will address the total cost of ownership associated with disaster recovery techniques. Participants of the Thursday, Nov. 12 one-hour webcast will learn about special incentives offered by IBM, as well as innovative tools to quantify the costs of downtime.

For more about Vision Solutions disaster recovery and high availability solutions, call +1 800.957.4511 or visit www.visionsolutions.com.

About Vision Solutions

Vision Solutions, Inc. is the world's leading provider of high availability, disaster recovery and systems/data management solutions for IBM® Power Systems. With a portfolio spanning industry's most innovative and trusted HA technologies from **ITERA™**, **MIMIX®** and **ORION Solutions™**, Vision keeps critical business information continuously protected and available. Affordable and easy-to-use, Vision products ensure business continuity, increase productivity, reduce operating costs and satisfy compliance requirements. Vision also offers advanced cluster management and systems management solutions along with support for IBM i, Windows, and AIX operating environments. As IBM's largest high availability Premier Business Partner (NYSE: **IBM**), Vision Solutions oversees a global

network of partners and professionals to help customers achieve business goals. Vision Solutions publishes the [quarterly e-book Business Continuity Today](#) outlining current issues and best practices. Privately held by Thoma Bravo, Inc., Vision Solutions is headquartered in Irvine, California with offices worldwide. For more information, visit www.visionsolutions.com or call 800.957.4511.

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