

IBM Resiliency Services



November 15, 2016

Frequently Asked Questions (FAQ)

Purpose

The purpose of this document is to address general questions and provide additional insight about IBM's acquisition of Sanovi Technologies. Additional details are available in the [published press release](#)

GENERAL

1. What is IBM announcing today?

On November 15, 2016, IBM announced its acquisition of Sanovi Technologies, a Business Continuity and IT Recovery SaaS company that enables application-aware deployment, visibility and automation of IT Disaster Recovery (DR) for workloads across physical, virtual and cloud infrastructures, and provides DR orchestration capabilities that are designed to improve the Recovery Time Objective (RTO) & Recovery Point Objective (RPO).

2. Who is Sanovi Technologies? What do they do?

Sanovi Technologies (hereafter: Sanovi) is a privately held firm headquartered in Bangalore, India that provides Cloud Migration and Business Continuity software designed to enable application defined continuity for Cloud infrastructure and Data Centers. Sanovi is headquartered in Bangalore, India with offices in Delhi, Mumbai, and subsidiaries or affiliates in Singapore, United Arab Emirates, and United States. Sanovi employs over one hundred employees. Sanovi has been a business partner of IBM India / Asia Pacific, and recently with IBM Middle East and North America.

3. Why did IBM acquire Sanovi?

IBM Resiliency Services is continuously evolving to learn, anticipate and confront the growing range of natural and man-made risks surrounding businesses today and was named a Leader for the 2nd consecutive year in Gartner's June 2016 [Magic Quadrant for Disaster Recovery as a Service](#). As part of our continued investment in our Resiliency Services portfolio of software and services, IBM announced this acquisition of Sanovi to better provide leading edge recovery solutions and services especially for workloads that are "always on" in hybrid infrastructure environments. Sanovi capabilities will augment our IBM Software Defined Resiliency framework and our DR and DRaaS capabilities, to address client demands for more efficiency and reduced RTO/RPO, through automation, analytics and orchestration capability both in non-hybrid and hybrid environments.

4. How will Sanovi fit within the IBM portfolio?

Initially, Sanovi will join IBM as a wholly-owned subsidiary. Over time, the current plan is for Sanovi to become part of IBM Global Technology Services (GTS) Resiliency Services. As such, Sanovi's offerings will be integrated into IBM's Resiliency Disaster Recovery suite of software solutions and services and take our DR portfolio to a new level of value for clients.

5. How will IBM and Sanovi clients benefit?

Both IBM and Sanovi clients will benefit from the ability to access and implement a broader, more comprehensive range of resiliency software and services. IBM Resiliency Disaster Recovery as a Service (DRaaS) delivers solutions worldwide, providing a full-breadth of services to help clients mitigate risk, including consulting, self-managed, fully managed, outsourced, and hybrid delivery whether within a customer premise or in the cloud (private and public). Providing replication of critical applications, infrastructure, data and systems to the cloud or alternate data center can help you recover.

The addition of Sanovi's orchestration technology to IBM's existing resiliency portfolio offers a solution that can help simplify and automate the disaster recovery process, can help to manage recovery workflows, and can help to reduce recovery time, operating costs, and disaster recovery drill testing time. From a central dashboard, resiliency professionals can automate and monitor recovery point and time objectives in their disaster recovery environments by application, server, or data base to work towards business driven recovery outcomes.

As Sanovi solutions are integrated into IBM's resiliency offerings, IBM will be able to better address client needs for "always on" disaster recovery services in a hybrid cloud environment that includes physical, virtual, traditional, cloud, and multiple platforms and operating systems. Through Sanovi solutions, organizations can capitalize on the choice and agility that cloud disaster recovery provides to deliver a more consistent and predictable DR experience.

6. How will the acquisition affect existing Sanovi business partners?

IBM will continue to work with Sanovi business partners and will ensure compliance with IBM business policies and as appropriate transition to the IBM Business Partner program. More information will be communicated as it becomes available. Sanovi business partners are encouraged to learn more by visiting ibm.com/partnerworld.

7. How will the acquisition affect Sanovi clients' current support and services contracts?

Sanovi clients will see no changes at this time in the way they access Support and Services (e.g., same support contact numbers, same team delivering support, etc.). The IBM and Sanovi client support, services and business partners will continue to focus on clients' ongoing success with the Sanovi products and services. Over time, as any changes occur, information will be communicated to clients and business partners with ample lead time.

8. What is IBM's acquisition strategy?

IBM considers multiple factors when considering potential acquisitions; chief among those is delivering superior client and shareholder value. We identify companies that complement and help to enhance the IBM portfolio to better provide an end-to-end solution for our clients, while helping to deliver shareholder value and returns consistent with our financial model.

This acquisition further demonstrates IBM's investment and technology leadership in the new era of resiliency services. IBM is transforming our Disaster Recovery portfolio of services with enhanced capability to support the need for "always on," automated recovery services across a hybrid infrastructure environment.

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