

IT downtime for businesses



Size of business	Small (<100 employees)	Medium (100-1,000 employees)	Large (>1,000 employees)
Downtime events/year	1.7	3.5	3.0
Avg length of event	2.2 hours	3.4 hours	0.8 hours
Downtime cost/hour	\$6,900	\$74,000	\$1,130,000
Downtime cost/year	\$25,806	\$880,600	\$2,712,000

Sources: Zetta.net

Power outages cost both time and money

37% of IT professionals suffered an **unplanned outage** in the past 12 months

32% of respondents said those outages last **more than four hours**

34% manage racks in multiple locations or in a **colocation arrangement**

Source: Eaton and Tech Target survey: How "software defined" is redefining the data center

IPM prevents downtime with workload management (load shedding), power capping and ensures data integrity with automated failover



- Save \$1,100 per virtual machine in disaster recovery cost When using VMware's Site Recovery Manager
- Spare thousands of dollars with generator fuel savings

Sources: Capturing the BC/CR Opportunity with VMware's, presented at VMware PEX2014, SOOC3300 Several articles on Hurricane Sandy

"All of the others say their software integrates into VMware, but when challenged and asked to demonstrate that in house, they couldn't do it. Eaton was the only one who could deliver."

—Tom McNinch, Washington Unified School District IT manager

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BR152008EN / GG
March 2015

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