

NEARLY 50 PERCENT OF BUSINESSES LACK CONTINUITY PLAN, NEW SURVEY SHOWS

45 Percent of Companies Experienced an IT Failure Last Year

Austin, TX – March 21, 2006 – In spite of last year’s devastating hurricanes, floods and other natural disasters, a new survey has found that nearly half of businesses still do not have a business continuity plan in place. Nearly 13 percent of respondents said they also have no plans to implement business continuity solutions.

The survey developed by OpenSky Research also showed that more than 45 percent of respondents experienced an IT failure last year while only 12 percent expressed 100 percent confidence their company is doing enough to protect their IT systems.

“The survival of your business is dependent upon how quickly you can get back up and running,” said Dave French, CEO of Neverfail Americas, a leading provider of business software for data protection, high availability and disaster recovery. “Making sure your IT environment remains continuously connected or can recover quickly no matter what causes the outage should be a major component of any business continuity plan. Without this, you are essentially aboard the Titanic without a life vest.”

Business continuity solutions protect companies from any unplanned interruption that prevents access to business-critical data and IT applications. External threats include natural disasters such as hurricanes or floods, unnatural interruptions such as blackouts, fires or acts of terrorism. Internal threats include employee sabotage and more common IT issues, such as network outages, data corruption and viruses.

In a 2005 IDC survey, more than 53 percent of respondents said disaster recovery is their number one priority driven not only by natural disasters, but also regulatory pressures, terrorist attacks and the cost of down time.

Other findings from the OpenSky Research survey include:

- Corporate reputation (56%) and customer satisfaction (56%) are the top two reasons why businesses establish a business continuity plan. These motivators are closely followed by regulatory compliance (51%) and previous experience with operational disruptions (50%).

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- Topping the list of threats to business continuity, respondents described IT issues such as network interruptions, data corruption, and viruses as “very threatening” (42%) or “somewhat threatening” (53%). Secondly, respondents described unnatural interruptions such as blackouts and fire as “very threatening” (29%) or “somewhat threatening” (63%).
- Hardware and network issues were the top two reasons cited for IT failures.
- As a result of an IT failure, respondents said their business-critical applications were most often down from 1-8 hours (58%). Thirty-four percent said their organization can tolerate less than one hour of downtime for business-critical applications.
- Tape backup (84%) and data replication (68%) are the most common data protection/disaster recovery methods currently implemented.
- More than half the respondents view it as very important for a business continuity solution to have data replication capabilities (60%) and provide failovers and switchovers that are transparent to the users (53%).
- Barriers to implementing a business continuity plan include budget constraints (48%) and resource constraints (33%).

OpenSky Research conducted the 2006 Business Continuity Market Survey on behalf of Neverfail Inc. OpenSky’s survey was sent in March to more than 5,000 IT professionals in the U.S. representing a cross-section of business sizes and industries. A report highlighting the survey results is available at www.neverfailgroup.com .

About OpenSky Research

OpenSky Research is an independent market research and consulting firm located in Austin, Texas. Specializing in technology products and services, OpenSky offers market, customer and competitive research. OpenSky’s mission is to provide sales, marketing and executive teams with actionable intelligence. For more information, visit the Web site at www.openskyresearch.com.

About the Neverfail Group

The Neverfail Group is a leading global software company providing affordable data protection, “cluster-class” high application availability, and disaster recovery solutions for the Windows-based technology platform. Neverfail’s software solutions enable users to remain continuously connected to the live software application irrespective of hardware, software, operating system, or network failures. Neverfail’s mission of eliminating application downtime for the end user delivers the assurance of business continuity, removes the commercial and IT management costs associated with system downtime and enables the more productive use of IT resources. More information can be found at www.neverfailgroup.com .

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