

INFRA SCALE

Founded in 2011, Infracore is primarily focused on DRaaS and leads with its mission statement, "eradicate downtime and data loss." Using its own technology, it allows for recovery of heterogeneous workloads via self-service or a combination of partner and Infracore support. Infracore brings a cloud-agnostic approach that allows for recovery at one of its 16 recovery centers; hyperscale providers such as IBM SoftLayer/Bluemix, Azure, AWS and GCP; or one of its partners — spanning, in total, 23 countries.

- **Primary Support Approaches:** Self-service or fully managed by Infracore or a partner.
- **Primary Workloads Supported:** Physical and virtual x86.
- **Regional Recovery Presence:** Infracore has 16 recovery centers with data centers in the U.S., Canada, the U.K., Germany, Australia and South Africa. Including hyperscale cloud providers and partners, a total of 23 countries are covered.
- **Typical Customer:** Small and midmarket companies with fewer than 50 servers, although it has a minimum of one customer with at least 200 servers under management.
- **Recommended Use:** Companies with a hybrid infrastructure, but that do not include mainframe or that have requirements outside of backup for Unix or IBM System i servers.

STRENGTHS

- Pricing is straightforward by way of a storage-based monthly fee, and the service includes unlimited recovery testing and disaster declarations, with no additional charges beyond the initial setup fee. It is marketed as "hot or warm recovery at the price of tape backup."
- Infracore's primary focus is DRaaS, which is evident based on documentation, competitive positioning and roadmap. In January 2017, a formal partnership between Infracore and GCP was announced.
- Current customers touted the ease of implementation, customer support and the excellent price point.

CAUTIONS

- Like most vendors in this Magic Quadrant, automated failback between dissimilar hypervisors or hardware is not yet available.
- In-motion improvements will need to be executed upon to maximize channel partner vision — including MSP desires for increased reporting and alert management capabilities and branding options.
- Infracore customer survey responses included several cautions. Many were technical in nature, and the vendor claims these were addressed through improvements in May 2016. However, most recommended additional upfront due-diligence with respect to sizing of

appliances and the level of training that will be provided regarding best practices for backup scheduling.

Magic Quadrant for Disaster Recovery as a Service

Figure 1. Magic Quadrant for Disaster Recovery as a Service

