

## point-of-failure analysis - effectively manage risk

### Objective

Not long ago, the recovery industry's mantra was "you can't prevent a disaster so you better be prepared to recover from one". Most companies and recovery vendors still subscribe to this philosophy even though recent technologies and solutions have fundamentally rewritten this old rule.

Over 80% of recorded disasters have been caused by preventable outages. And while prevention is still an exercise in cost-benefit trade-offs, new technologies and multi-tiered recovery architectures make prevention more attractive and more achievable than ever before.

Given this new availability of legitimate, cost-effective preventative measures, it only makes sense to consider re-allocating funds from recovery to continuity. And although few businesses can justify the expense of completely eliminating all potential exposures, risk can be dramatically reduced by identifying your exposures and critical points-of-failure and systematically addressing them. Consider the effect on your fundamental recovery planning assumptions and strategies if 80% - 90% of potential impacts could be eliminated. Your focus changes, your spending can be reallocated, your recovery plan documents are simplified and your resources are freed from "firefighting" activities.

### Applicability

Point-of Failure Analysis is for businesses that want to proactively reduce the possibility of a business interruption instead of passively responding to one after it has occurred. It is especially well suited for companies that...

- have recently implemented significant changes to their hardware/software infrastructure
- have recently increased processing dependencies resulting from ERP applications
- have recently moved their offices or processing facility or plan to in the future
- have recently experienced an unplanned outage
- have consolidated facilities or merged with another facility
- are located in a "high risk" area
- have not undergone major facility refurb in the last ten years
- have a single primary business location
- have been in the same computer facility for over five years
- have not implemented an alternate communications facility
- have sister sites dependant on processing or business services provided by the primary site

### Audience

Point-of-Failure Analysis is well suited for many different needs and disciplines including...

- Data Center managers responsible for their physical facility

- Senior managers who demand continuous business
- Financial managers who want more from their recovery/continuity dollars
- Disaster Recovery/Business Continuity managers responsible for establishing a true recovery/continuity capability
- Facility managers responsible for location, design and construction
- Insurance and risk managers who proactively mitigate and manage risk
- Application Development managers who design new systems to accomplish business initiatives
- Senior managers who require impartial evaluation of their real recovery capability
- Process "owners" who are responsible for the availability of business services
- IT managers who are undertaking High Availability initiatives

### Format

WTG's Point-of Failure Analysis helps businesses understand the geographical, physical, operational, system and data exposures that may impact a company's ability to conduct business. The Point-of-Failure Analysis is an "outward" review of all of the exposures inherent in your environment and serves as an indicator of where additional recovery/continuity planning efforts are required. By contrast, our Current Preparedness Review (CPR) is an "inward" analysis of all of the preventive elements of your recovery/continuity capability. That is, an analysis of the results of your recovery/continuity planning efforts to ensure that they adequately support your stated recovery objectives. A Point-of Failure Analysis can be used by itself to proactively reduce your company's exposures or in conjunction with CPR to additionally validate the effectiveness of your planning efforts.

Our specialists spend three to five days on-site at your company to evaluate all aspects of your end-to-end operating environment. They examine your geographical location; site construction; power sources; hardware, software and communications infrastructure; security and fire prevention systems; application architectures and data readiness to discover critical points of potential failure that could cause business interruption.

Then, we prepare a detailed report that ranks points of failure by impact and risk (likelihood) and include recommendations for reducing or eliminating the exposures. The report also indicates which exposures should be addressed immediately and which can be deferred and leveraged with future initiatives for maximum cost-effectiveness. The report provides company management with a roadmap for proactive disaster prevention and serves as a long-term baseline for continuous improvement.

## Deliverables

- Comprehensive Point-of-Failure Analysis report suitable for presentation to management
- Documented list of exposures categorized by impact and risk
- Recommendations of best practice remedies to address each exposure
- High-level estimate of resource requirements/costs to address each exposure
- Presentation to senior management

## Benefits

- Independent, impartial assessment of your real recovery/ continuity capabilities
- Validation of your current level of preparedness
- Prioritized remedy solution set defined by industry experts
- Roadmap to extend your capabilities to meet business requirements
- Potential cost savings
- Peace of mind



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When it comes to highly-resilient, highly-available and highly-recoverable solutions for systems, data and people, WTG are the experts of choice. We design, implement and maintain cost-effective, leading-edge solutions within the framework of our holistic NextGen 360° ABC™ methodology so you can respond to any incident-any time. Our 360° NextGen ABC methodology can improve recovery and continuity planning results for "new players" or "old pros" alike and our continuity architectures are specifically designed to provide proportionate solutions that cost less.

