HP Business Continuity Consulting
It’s all about increasing business value—and decreasing business risk.
"HP has provided a business continuity solution to meet Land O’Lakes needs for availability and compliance. The solution includes Business Continuity (BC) Consulting services that helped Land O’Lakes’ various business units define and develop comprehensive business continuity plans that would be put into action in the event of a disaster. HP BC Consultants have been trusted advisors and partners in the development of these critical business continuity plans. We value HP’s collaborative approach and willingness to work as a team.” Mark Wilberts, Chief Information Officer (CIO), Land O’Lakes

In today’s global, always-on business environment, one thing is certain: downtime means lost opportunity, which results in lost revenue.

You understand the challenge—and you need to be ready to anticipate ever-changing business requirements as well as be prepared for the possibility of operator errors, component failures, power outages, and even large-scale catastrophes. Without question, the business impact of IT downtime can now exceed $1 million (U.S.) per hour. And with stricter regulations associated with Sarbanes-Oxley, Basel II, HIPAA, and other governance mandates, the need to keep critical business processes running and have data available in any event has never been greater.

You need an approach to business continuity that combines processes, people, and technology to anticipate and plan for any potential disruption. HP—a leader in strategic business continuity and availability—can help assess your precise needs and create a tailored and cost-effective strategy for your business. Using methodology that has been tested and proven in hundreds of client engagements, HP experts help align your continuity strategies and plans to your business objectives, develop and rehearse continuity plans, train your personnel, and assist you in actively evolving as business processes, personnel, and IT systems change.

How can you make sure your business is ready?

HP Business Continuity Consulting is tailored to your specific business needs—with a clear focus on helping you address the precise challenges and risks your business faces. Our business continuity experts understand that most companies require a complex mix of continuity and recovery strategies. Through successful, real-world experience with diverse businesses around the world, we employ an objective, proven approach to help you build and maintain the continuity solutions most appropriate for your business.

Plan for agility from the start

Your business, including its IT environment, is not only complex and heterogeneous—it is unique. And it is constantly facing change, both expected and unexpected. You need to build and maintain the agility to respond rapidly and appropriately to changes in business goals, customer expectations, market trends, government regulations, IT staff and infrastructure, and whatever else might come your way.

If a business continuity strategy is not updated and maintained, it will—inevitably—become obsolete due to internal and external changes. HP Business Continuity Consulting solutions are designed to help you adapt to ever-changing business conditions and new challenges. This ability to meet and embrace change is integral to HP’s vision of the Adaptive Enterprise, where business and IT are synchronized to capitalize on change.
Think about evolving your business continuity environment over time—to always be ready to meet and embrace changing business and IT requirements.

Trust the world’s leading business continuity professionals

The advantages of choosing HP for your business continuity needs extend well beyond IT recovery into true business solutions from some of the world’s leading practitioners. Our certified continuity consultants work closely with your personnel to assess needs and consider alternatives. The HP approach is highly collaborative—guiding you to an exceptional solution for your unique environment.

HP business continuity consultants help you:
• Reduce and possibly eliminate the business impact resulting from unexpected (catastrophic) events
• Recover effectively from business disruptions
• Protect brand recognition and customer loyalty by proactively averting or mitigating disaster
• Enhance your ability to survive and thrive in today’s competitive business climate
• Improve IT staff efficiency and productivity by clearly documenting and streamlining recovery processes
• Protect invaluable business data from disasters
• Gain from proven HP best practices in IT and business process methodologies

About HP Business Continuity Consulting services

We take a “lifecycle” approach to addressing your business continuity needs. HP experts work with you to understand your environment and unique business needs and to design, build, and manage appropriate solutions.

We accomplish this through a range of consulting services, delivered in four key phases:
• Analyze
• Design
• Build/Integrate
• Manage/Evolve

HP consultants can work with you at any stage of business continuity planning, design, and implementation. Wherever you want to start, we’ll work with you to develop a strategy that precisely fits your business.

Analyze

In this phase, HP consultants clarify your business requirements and help to determine the most appropriate business continuity strategies for your needs.

Services include:

Business Continuity Workshop: introduces the basics of business continuity in a one-to-three day workshop. Ideal for businesses that plan to take an active role in their business continuity planning efforts, this workshop covers terminology, methodologies, and the HP approach to business continuity.
Business Continuity Assessment: provides a high-level assessment of your current business continuity program and your environment from a disaster prevention and preparedness perspective; identifies key business risks and exposures; analyzes your current capabilities when compared with industry best practices; and provides high-level recommendations for improvement.

Business Impact Analysis: identifies processes that are critical to the livelihood of your business; identifies the qualitative and quantitative business impact of downtime; defines target Recovery Time Objectives (RTOs) and Recovery Point Objectives (RPOs).

Risk Assessment: defines the events and environmental surroundings that can adversely affect your business, with analysis of probability and impact; an in-depth report identifies areas of risks, exposures, and recommendations for improvement.

Design/Build/Integrate
HP consultants help define your business continuity strategy, then collaborate with you to design an architecture and create an implementation plan. They also work with you to develop and implement your business continuity solution, following the strategy and design you have selected. The goal is to create an integrated business continuity program that ties together all components of your strategy and addresses future needs.

Manage/Evolve
This phase helps you keep your business continuity plan in line with your business requirements and objectives. The goal is to make sure your business continuity efforts enable you to respond to ever-changing business requirements.

Services include:

Business Continuity Program Management: focuses on making sure that your continuity plan and processes continue to meet your needs. It includes the following:

- Business Continuity Rehearsal Management: validates whether your plan will achieve your predefined RTOs and RPOs by execution of tests and simulations of predefined recovery and contingency procedures.
- Business Continuity Plan Maintenance: updates your plan based on results of rehearsals, audits, and assessments.
- Business Continuity Training: enhances the ongoing success of your program through training programs for management, business users, and IT personnel.
- Business Continuity Audit: reviews and critiques your existing business continuity approach from a structure and content perspective in regard to areas where you will be audited (or similar areas).
Why HP?
With a proven track record of helping customers across the globe design and implement business continuity solutions, HP is a recognized expert in the field. We’re known for working closely with clients to clearly understand their needs—never taking an “our way or no way” approach. We offer a flexible, collaborative consulting style, complemented by the depth and breadth of technical expertise to create customized continuity solutions for enterprises of all types and sizes.

Here are some of the reasons you can put your trust in HP:

• **Proven approach.** The HP approach is based on extensive customer experience and industry best practices, including HP’s IT Service Management (ITSM) methodology and the principles of the IT Information Library (ITIL).

• **Outstanding flexibility.** With HP Business Continuity Consulting, you can:
  - Be assured of close collaboration with the HP professionals who are experts in business continuity
  - Have the option to choose from a broad portfolio of services, selecting the options that bring greatest value to your business

• **One-stop shopping.** A single, reliable vendor—HP—will design, implement, manage, and evolve your business continuity solution.

For more information
For more information about Business Continuity Consulting or other HP Business Continuity Services, please contact your HP representative or visit [www.hp.com/hps/continuity](http://www.hp.com/hps/continuity) or [www.hp.com/go/businesscontinuity](http://www.hp.com/go/businesscontinuity). HP’s Business Continuity Services are part of our broader Business Continuity and Availability Solutions—encompassing both technologies and services to holistically deal with operational risk.

You can also send e-mail to: business.continuity@hp.com.