

BDR Models				
	BDR 100T G2	BDR 1100T G2	BDR 2100 T/R G2	BDR 3100 R G2
Form Factor	Tower	Tower	Tower / 2U Rack Mount	2U Rack Mount
CPU	Dual Core Athlon	Dual Core Opteron	Quad Core Opteron	2xQuad Core Opteron
RAM	4GB	8GB	8GB	16GB
Operating System & Data Storage	1TB (1TBx1) OS 100GB (OS Partition) 900GB (Data Partition)	1TB (1TBx2 RAID1) OS 100GB (OS Partition) 900GB (Data Partition)	250GB (2x250GB RAID 1) OS - Separate Drive Array 2TB (1TBx3 RAID 5) Data-Separate Drive Array	250GB (2x250GB RAID 1) OS - Separate Drive Array 4.5TB (1TBx6 RAID 5) Data-Separate Drive Array
System Cache + Sparse Volume	Included in OS Partition	Included in OS Partition	1TB (1TBx1)Cache Included in OS Partition Sparse	1TB (1TBx1)Cache 250GB (250GBx1 Sparse)
Network Interface(s)	1x10/100/1000 Mbps	2x10/100/1000 Mbps	2x10/100/1000 Mbps	2x10/100/1000 Mbps
Number of Windows Servers Supported for Backup	3	3	8	16
Replication License (One-time fee per BDR) One replication License (Additional licenses not available)	Included	Included	Included	Included
Purchase Price 3-year comprehensive hardware warranty and unlimited remote support included	\$1,600	\$2,250	\$4,800 (T) \$5,189 (R)	\$8,748
Cost for Offsite Storage Current Image / Archive - Priced per GB per month	\$1.00 / \$2.00	\$1.00 / \$2.00	\$1.00 / \$2.00	\$1.00 / \$2.00
Bundled Mailbox Recovery Software Licenses	50	50	100	200
Additional Mailbox Licenses	\$2.50 per mailbox	\$2.50 per mailbox	\$2.50 per mailbox	\$2.50 per mailbox
Extended Month to Month Monitoring and Warranty Effective Month 37	\$25	\$35	\$60	\$80
30-Day Evaluation Unit Deposit Required. Money back guarantee. Partner incurs return freight costs. 30 day period commences from date of delivery.	\$900	\$1,425	\$2,900 (T) \$3120 (R)	\$6,600
Backup Guardian* (One-time fee OR per month)	\$500 one-time OR \$23 per BDR / month	\$685 one-time OR \$25 per BDR / month	\$1,125 one-time OR \$44 per BDR / month	\$2000 one-time OR \$75 per BDR / month

BDR Bundled Storage Models				
	BDR 100TS G2	BDR 1100TS G2	BDR 2100 TS/RS G2	BDR 3100 RS G2
Form Factor	Tower	Tower	Tower / 2U Rack Mount	2U Rack Mount
CPU	Dual Core Athlon	Dual Core Opteron	Quad Core Opteron	2xQuad Core Opteron
RAM	4GB	8GB	8GB	16GB
Operating System & Data Storage	1TB (1TBx1) OS 100GB (OS Partition) 900GB (Data Partition)	1TB (1TBx2 RAID1) OS 100GB (OS Partition) 900GB (Data Partition)	250GB (2x250GB RAID 1) OS - Separate Drive Array 2TB (1TBx3 RAID 5) Data-Separate Drive Array	250GB (2x250GB RAID 1) OS - Separate Drive Array 4.5TB (1TBx6 RAID 5) Data-Separate Drive Array
System Cache + Sparse Volume	Included in OS Partition	Included in OS Partition	1TB (1TBx1)Cache Included in OS Partition Sparse	1TB (1TBx1)Cache 250GB (250GBx1 Sparse)
Network Interface(s)	1x10/100/1000 Mbps	2x10/100/1000 Mbps	2x10/100/1000 Mbps	2x10/100/1000 Mbps
Number of Windows Servers Supported for Backup	3	3	8	16
Replication License (One-time fee per BDR) One replication License (Optional - additional licenses not available)	\$624	\$624	\$624	\$624
Outright Purchase Price Option 3-year comprehensive hardware warranty and unlimited remote support included	\$3,499	\$4,124	\$7,499 (T) \$7,811 (R)	\$16,249
Monthly Purchas Price Option - Deposit Required 3-year comprehensive hardware warranty and unlimited remote support included - deposit required, pays for months 25-26	\$1,350 Deposit \$189/Month	\$1,650 Deposit \$231/Month	\$2,280 / \$3,163 Deposit \$399/Month	\$6,375 Deposit \$895/Month
Included Offsiute Storage Archive/Current Image	250/500GB	250/500GB	500GB/1TB	1TB/2TB
Cost for Additional Offsite Storage Archive / Current Image - Priced per GB per month	\$2.00 / \$1.00	\$2.00 / \$1.00	\$2.00 / \$1.00	\$2.00 / \$1.00
Bundled Mailbox Recovery Software Licenses	50	50	100	200
Additional Mailbox Licenses	\$2.50 per mailbox	\$2.50 per mailbox	\$2.50 per mailbox	\$2.50 per mailbox
Extended Month to Month Monitoring and Warranty Effective month 37 - Includes continuance of bundled offsite storage	\$56	\$69	\$119	\$263
30-Day Evaluation Unit Deposit Required Money Back guarantee. Partner incurs return freight costs. 30 day period commences from date of delivery.	\$938	\$1,469	\$2,938 (T) \$3,250 (R)	\$6,875
Backup Guardian*	Included	Included	Included	Included

***Backup Guardian**

1. You can choose Archive or Current Image for your offsite storage bundle option.
2. The Included Off-site Storage bundle only applies to the backup data on the NAS device ordered.
3. Additional Offsite Storage options - **\$2.00** for Archived data stored up to 3 years. Please see additional details below.

Disaster Costs

- In the event of a catastrophe if both the BDR and server on site are destroyed, a new BDR can be imaged upon completion of the “Disaster RMA Request”. There is an additional cost of **\$1,000** for the “Disaster Recovery Service” plus all applicable freight and shipment costs to and from the designated point.
- The cost to order backup images from the collocation facility on a SATA hard drive **is \$200**. This cost is for the labor and the SATA drive itself. The Partner does not need to return the SATA drive.

Included Off-site Storage

Applies to BDR Models with bundled storage:

- The Included Off-site Storage bundles cannot be cancelled and the monthly payment or the purchase price will not be adjusted.
- You can choose Archive or Current Image for your offsite storage bundle option.
- The Included Off-site Storage bundle only applies to the backup data on the BDR device ordered. Amount of offsite storage cannot be combined for use as a storage pool for all BDR devices.

Additional Off-site Storage

- **\$2.00 for** Archived data stored up to 3 years. After 3 years, the data will no longer be housed offsite.
- Zenith will notify the partner 60 days in advance of the 3 year mark to archive their data.
- Partners will need to put in a separate request **for \$200 for** archived data to be shipped to them prior to deletion.
- After 3 years you will need to start backups again.
- Storage volume based on the amount of data on the servers being backed up. For the sake of cost-efficiency, Zenith recommends that the archived data be synchronized to an external drive, testing those drives, and then storing those external drives offsite vs. storing the data at the offsite data centers for multiple years.
- **Offsite charges will start from the time a server is checked for offsite from the BDR. This is irrespective of whether the base image has reached the offsite collocation.**
- The BDR Team should be notified via a service ticket if you would like to restart archiving your end-client’s data at any time. Please do not delete and backup files on the BDR.

Sizing / Planning

- It is important to properly size the BDR model. Keep in mind how many servers are backed-up to the BDR; the size of the volumes backed-up to the BDR, anticipated annual growth and BDR incremental space requirements. Beware of applications (ERP / Document Imaging) that can cause large data changes and may fill your BDR faster than anticipated.

Warranty

- The BDR cannot be traded in or upgraded. Once the units are purchased outright or on the deferred payment plan, the Partner owns them.
- BDR units cannot be modified in any way or the Warranty Protection Plan and BDR Monitoring Service will be voided. Includes adding unapproved software applications, additional memory or storage capacity.

Backup Guardian Service (Required on G2 models)*

- Backup Guardian is priced per BDR for non-bundled storage models.
- Local & Remote monthly backup virtualization testing
- Monitored BDR Replication to BDR, ARCA, or Vault
- Pricing on earlier BDR models **is \$15 per BDR / month**
- Disaster Recovery Collocation remote virtualization*

*To activate Disaster Recovery replication to a Zenith collocation must be in **enabled, \$5000 activation** fee applies. Windows licensing restrictions apply when servers are virtualized.