

Nodes: Your Cloud. Powered by QBR

QBR is proud to present a new cloud platform for 2012, the QBR Private Cloud. If desired, partners can leverage QBR's technology to house all of their clients' data at any off-site location. The technology that makes this possible is the backbone of QBR's cloud infrastructure; QBR Nodes.

A QBR Node is essentially a standalone cloud that is hosted locally at a partner's business or data center. Nodes store off-site backup images and perform virtualization exactly like QBR's cloud. The QBR Node platform allows MSPs and VARs to have complete ownership of their own cloud infrastructure, while still leveraging QBR's awarding winning technology.

Node Highlights

- QBR Nodes are scalable to compliment the data needs of any size business.
- Nodes are available in 6TB, 10TB, 20TB, and 96TB models.
- Upgrading is a simple process. If more storage is necessary, just add another Node to the cloud and the storage size is expanded instantaneously.
- The 96TB node is the new standard for QBR's bi-coastal data centers. In 2012 and beyond, every new node placed into QBR's proprietary cloud will be the same product that is offered to QBR partners.
- Nodes are compatible with QBR's S, and SL product lines. Devices from multiple product line can be backed up to the same Node.
- QBR Nodes do not support bi-directional data transfer. Data is sent strictly from the QBR device to the MSP's node.

It is important to note that QBR Nodes are NOT an alternative for QBR's traditional BDR units. While Nodes are universally compatible with all QBR solutions, it is still necessary to host a physical device at an end-user's business. The main difference is when data is pushed off-site, it is directed to the Node, as opposed to QBR's bi-coastal data centers. Also, only QBR devices can be synced to Nodes. Integration of third party hardware or software to QBR Nodes is prohibited.

Partner Responsibilities

It should be stated that undertaking a Private Cloud operation is *not* to be taken lightly. Implementing and managing a private cloud with Nodes is not as simple as with QBR's traditional BDR units. Your business will be running and maintaining your own cloud. While this platform can be advantageous because of the amount of control partners have over their infrastructure, many of the responsibilities involved are not negligible or automated. QBR technical support will be available for preliminary planning and implementation, and will still perform the monitoring procedures that we utilize on our proprietary cloud. The owner of the node will be responsible for any extraneous costs and services such as device seeding, local encryption and firewalls to the Node.

Disclaimer: *It is required that partners set up all Nodes on a public IP address. There is no exception to this policy.*

