

**Calgary Herald:  
Disaster Waiting to Happen**

"We don't want to sell fear, we want to make sure companies are adequately prepared for downtime," says Offley. Various industries have a greater or lesser tolerance for downtime. But some just can't afford to lose data or to be out of service for more than a few minutes or hours. Online banking organizations, for instance, will irritate customers and potentially lose business with hours or even minutes of downtime, notes Offley. ... Offley agrees that once a plan is in place, it needs to be regularly evaluated and adapted. "It's a live animal. People have to train for it. It's a living document."

- - Fusepoint's CEO, Robert Offley, addresses the growing need for Canadian businesses to institute disaster recovery plans in the Calgary Herald, June 23, 2003