Dbvisit Standby Objection Handling
"Scripting vs. Dbvisit Standby"

Manual Scripting Risk	Dbvisit Standby Benefit
"We can script this ourselves, can't we?"	Yes you can, but how will you know your scripts have contemplated every contingency? Dbvisit Standby is used by 100's of companies all around the world. With Dbvisit Standby you have a mature, tested, proven, disaster recovery solution for your Oracle database environment.
"Our DBA is looking at another position in another city!"	Dbvisit Software offers unparalleled support of a key application in your disaster recovery plan, the one that protects your data. If you lose personnel be assured new staff can easily master our well-constructed and extensively documented software application.
"How will my scripts tell me that the standby database and the refresh process worked flawlessly every time?"	Dbvisit Standby provides automated, continuous messaging, informing the database manager(s) about its operational status. You'll never be left guessing whether or not the refresh process on both source and target are doing what they are supposed to be doing.
"We have to remember to script in the capture and inclusion of every possible table and structure addition, change, etc. to the primary."	Dbvisit Standby automatically picks up every change to the primary's structure, applying them in sequence with all other changes to the database. This is one less programming / testing / deployment / documentation / etc. task you'll have to worry about in completing your disaster recovery project.
"Our data structures are very complicated; only our own people know it from end to end."	Dbvisit Standby automatically creates a complete, end to end, physical copy of the primary database without any programming or manual intervention, using a convenient wizard-like interface which very quickly guides the user through the creation of the standby instance. This usually takes less than an hour, and is done with 100% accuracy, allowing IT staff to focus on more pressing or valuable tasks.
"How hard is it going to be to build and maintain the standby instance(s) in our ASM environment on RAC?"	Dbvisit Software has accounted for all of these complexities in the design and construction of Dbvisit Standby. Support for these difficult variables is "out of the box" and standard in the current release.

Manual Scripting Risk

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"We have BIG DATA. What are we going to do to keep our data pipes from getting clogged with the network traffic supporting the refresh of the standby instance?"	Dbvisit Standby comes standard with change log compression algorithms; reducing bandwidth requirements by up to 70% over uncompressed change log transfer. You'll save significant time and money over other manual uncompressed data transfer methods.
"I'm very concerned about data security."	With Dbvisit Standby, secure shell and encryption are provided standard. SQL*Net is not used. You won't need to open up extra ports on the firewall. You won't have to worry about the security of your data.
"Our corporate IT standards call for complete documentation of all mission critical systems, and particularly those touching corporate data. And you know how the story goes with systems developed in-house, documentation-wise."	Dbvisit Standby is supported with complete product and technical documentation, which is updated with every release. This documentation will help satisfy the demands of your IT auditors.
"We are required to perform "live" failover drills every 6 months. How am I going to set that up and report on it, in addition to everything else I have to do?"	Dbvisit Standby brings help for these two questions you ask. #1, you can set up automatic switchover and resume processes in advance, for drills like this and for other planned outages. #2, Dbvisit Standby documents every process as it happens, which becomes the report you'll use to show your drill's success.
"Hey, we have to remember to code in everything needed to reinstate the primary after a primary outage / switchover to standby. And it has to be an auditable, documented process."	Resynchronization with the primary is a standard feature provided by Dbvisit Standby. This means you won't be scrambling trying to get the primary back up, or have no way to determine how much data loss and what the time gaps were when data capture was offline.
"What are we going to do when we need to upgrade our version of Oracle to the next release? What happens to our scripts? How can we be sure they'll work the way we programmed them for the older version?"	Dbvisit Standby is always kept current with the latest release of Oracle. This translates into "no worries" about the impact of the new version on your disaster recovery environment – you'll always have a fully functioning application supporting the latest release of your Oracle database(s).
"We're going to have to write other scripts to keep the print and query database updated, also."	Dbvisit Standby can be configured to update multiple standby (secondary) servers, each one on its own, automated schedule. You'll therefore be able to keep other databases used in your development, test, training, reporting, etc. constantly updated with the freshest copies of the primary's data. Plus, you only pay to license your primary databases.