

Zerto Virtual Replication

Zerto provides an enterprise-class platform for cloud service providers to deliver a complete set of BC/DR services for the cloud.

This means *fast* customer on-boarding, *simple* management and maintenance for the cloud provider

Zerto Overview

- Established in 2009
- Corporate Headquarters in Boston, MA and Herzliya, Israel
- Global Sales offices in Sydney, Australia and London, UK
- First Product: Zerto Virtual Replication 1.0 introduced in 2011
 - Zerto Virtual Replication 3.5 released June 2014
- Over 200 employees
- Doubling revenue Y/Y
- Quadrupled customer base Y/Y



Our Growing Ecosystem

800+ Customers
27 Countries - Across Industries

150+ Cloud
Service Providers

600+
Channel Partners

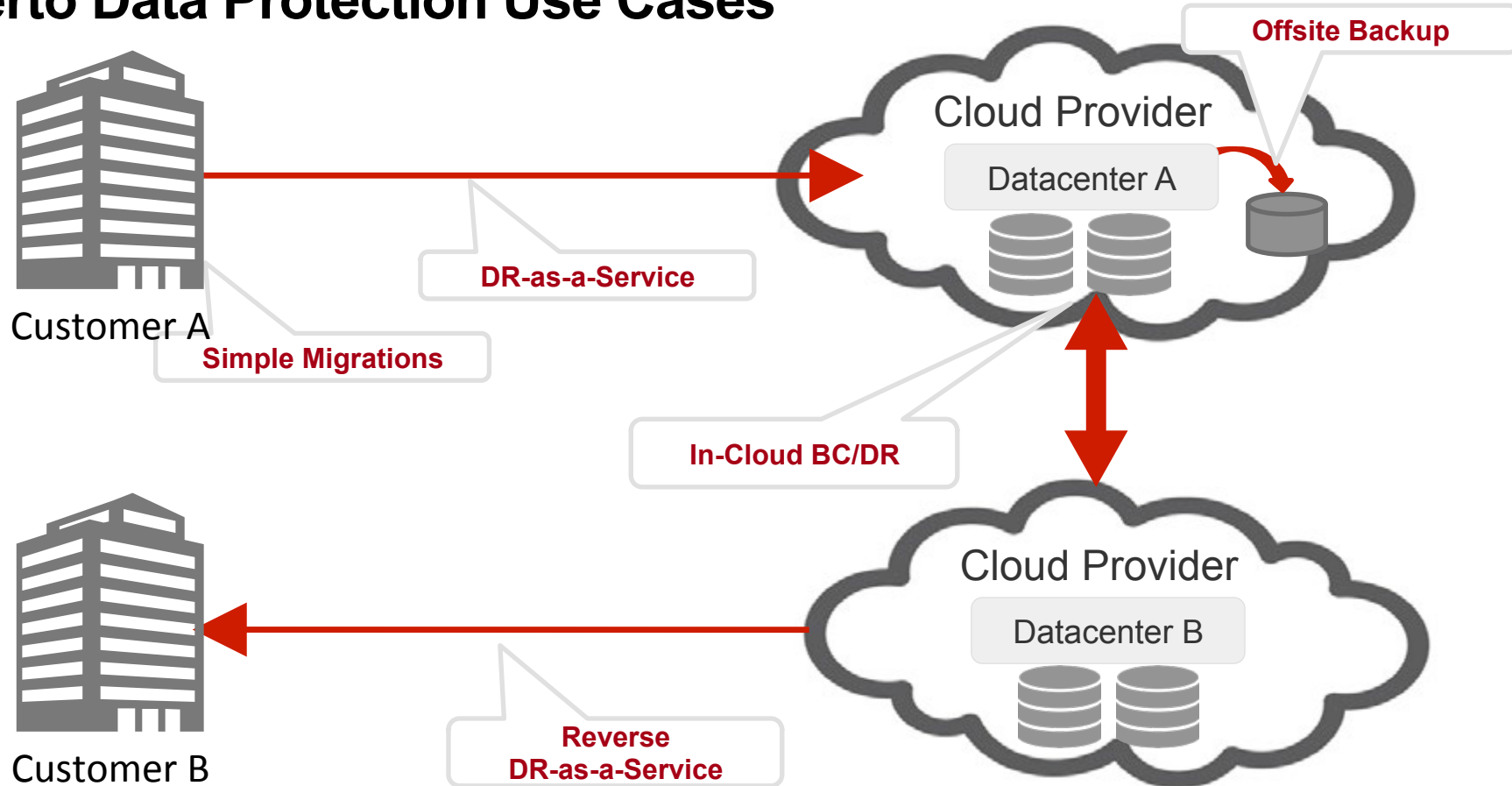
Cisco and Zerto



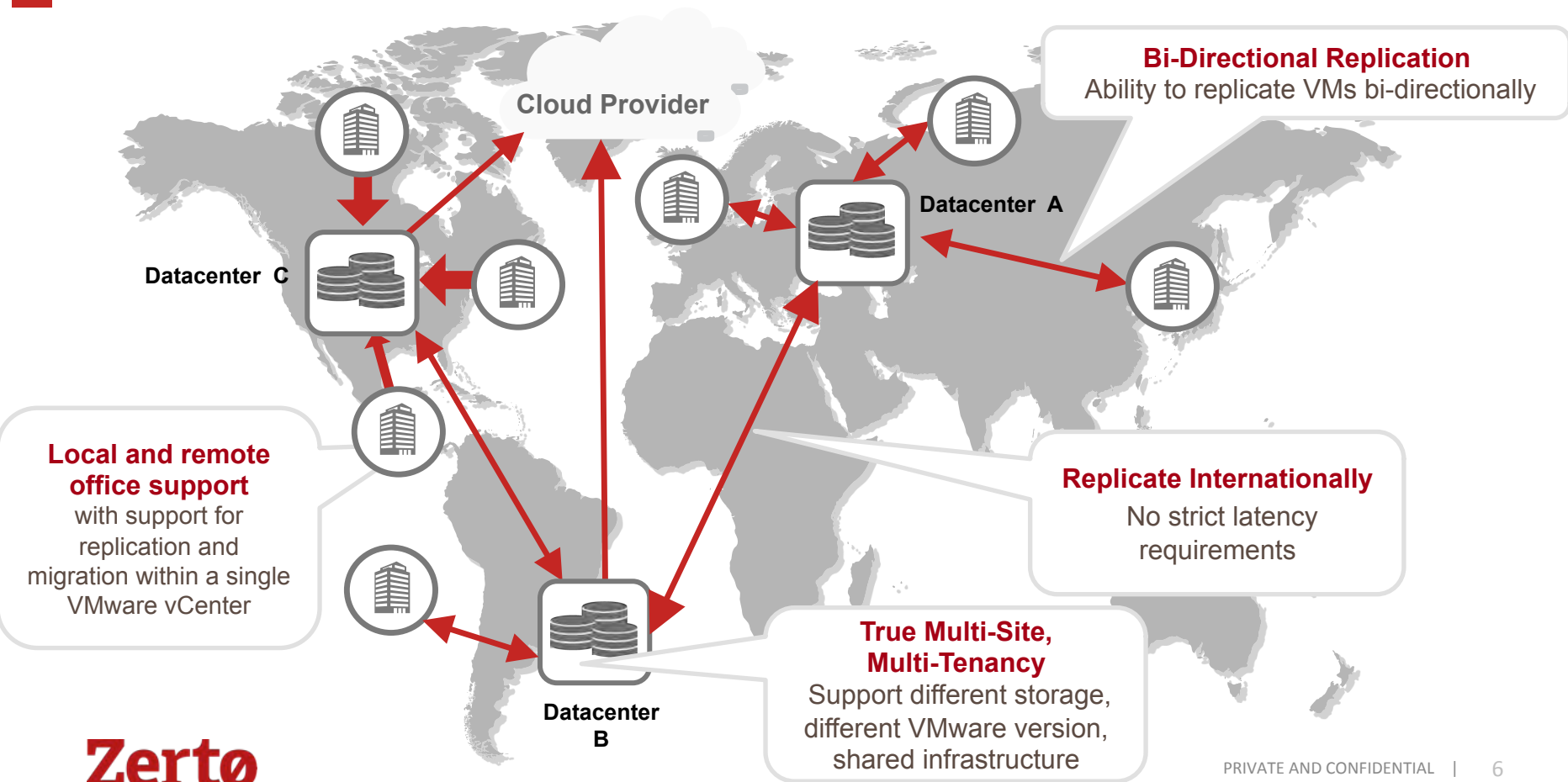
- Cisco's Disaster Recovery as a Service Virtualized Multiservice Data Center and Zerto Virtual Replication
- Complete implementation guide for DRaaS Architecture leveraging Zerto and Cisco solutions
- Key player in Cisco Intercloud



Zerto Data Protection Use Cases



Multi-Site Replication & Migration



Hybrid Cloud: The Future of the Enterprise

\$79B

Hybrid Cloud
Market by 2018

\$107B

Public Cloud
Market by 2017

70%

Of Enterprises will
Pursue Hybrid Cloud by
2015

Zerto



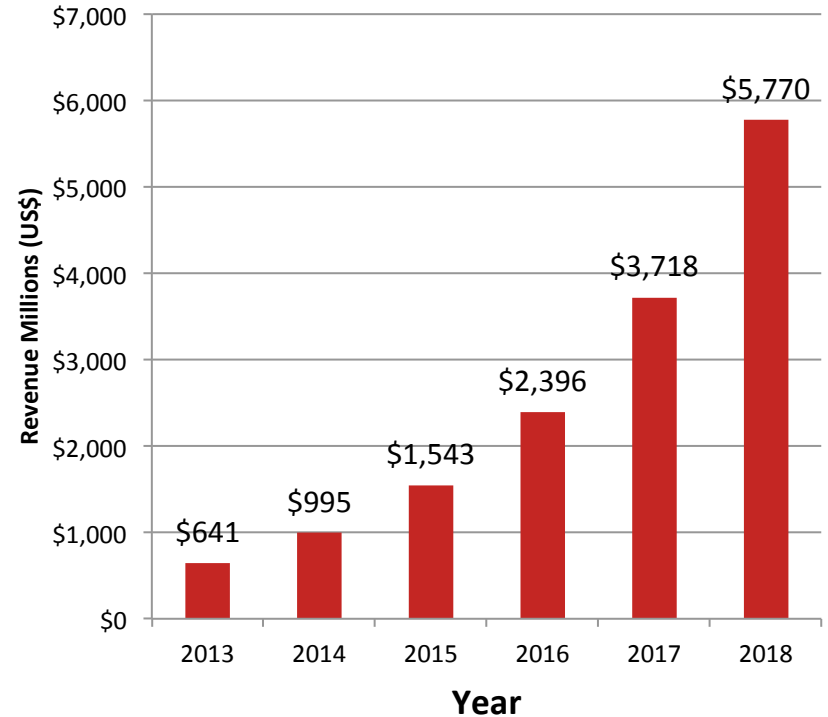
**Private Cloud
Matures, Hybrid Cloud
is Next"**

Gartner

* Gartner, IDC, MarketsandMarkets

Why are Disaster Recovery Services important?

- Critical service to offer as it truly tests the cloud
 - Simple, ongoing testing builds confidence in the cloud
 - Stepping stone to other services
- Significant revenue stream for the business



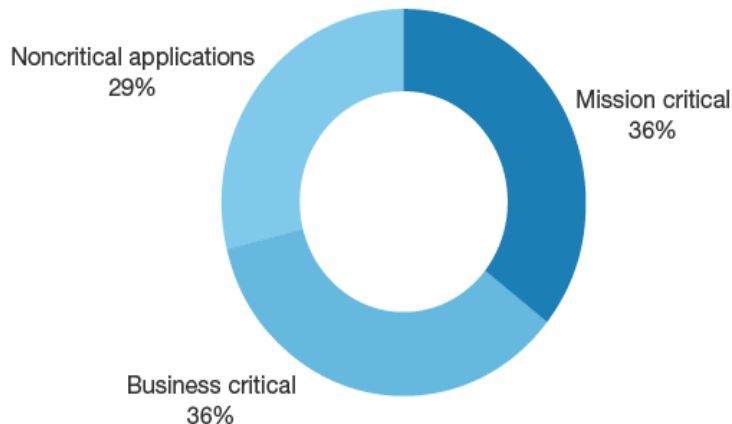
More And More Systems Are Considered Critical

FORRESTER®

May 2014 “The State Of Business Technology Resiliency, Q2 2014”

3-1 | Mission-critical and business-critical tiers are increasing

“What percentage of your applications and data fall into the following tiers?”



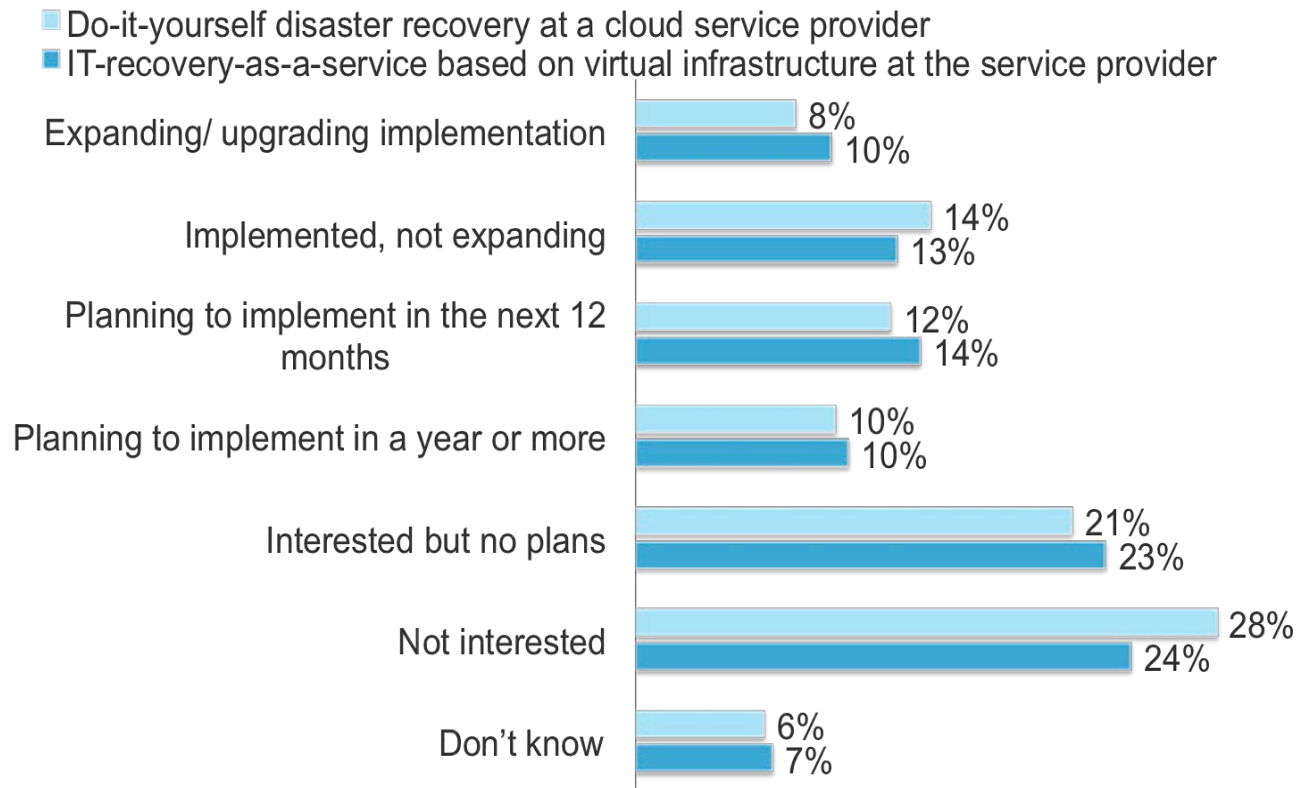
Base: 94 global disaster recovery decision-makers and influencers
(does not include “don’t know” responses; percentages do not total 100 because of rounding)

Source: Forrester/Disaster Recovery Journal November 2013 Global Disaster Recovery Preparedness Online Survey

Interest and adoption of DR in the cloud is high



“What are your firm's plans to adopt the following cloud-based resiliency service offerings?”



Base: 976 server, storage, or data center decision-makers at North American and European enterprises and SMBs



What are the benefits of BC/DR services to your customers?

Better functionality for less cost

- Most of the time, you essentially only pay for storage resources, turning on VMs only in the event of a disaster invocation or a test
- Little to no upfront investment is required

Easier, more frequent, and less expensive testing

- Testing can be automated and non-disruptive. DRaaS contracts usually include testing services and failover assistance

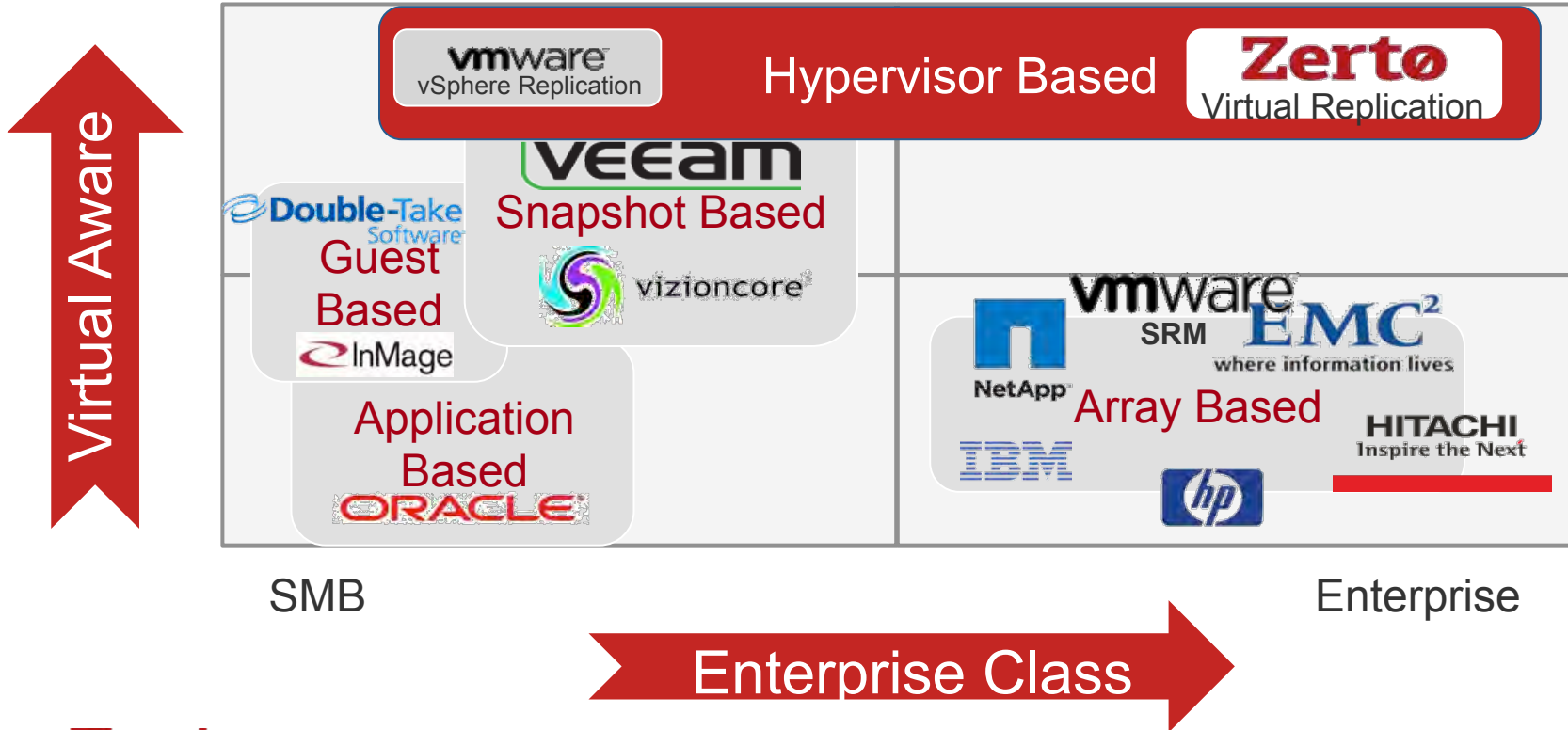
More flexible short-term contracts with fast time to market

- Gives you the ability to adapt to changing IT environment and business needs.
- Deployments are measured in weeks, not months to years

Pay-as-you-go pricing

- On-demand pay-per-use resource that removes the initial investment costs and inflexible contractual agreements, while still delivering recovery capabilities

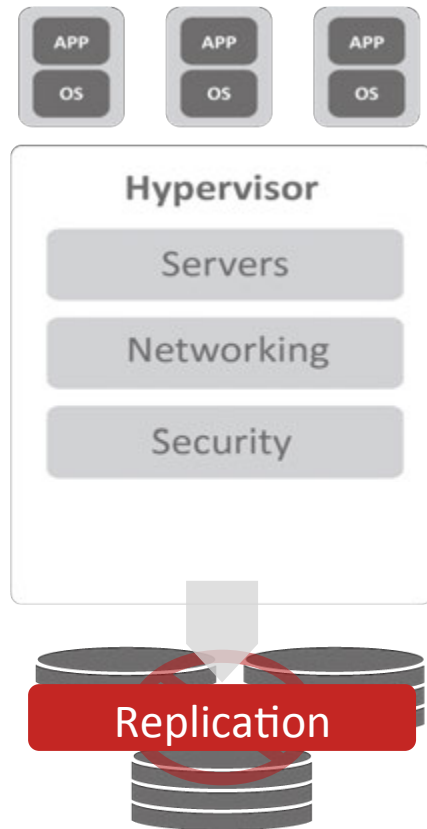
Different Types of Replication Solutions



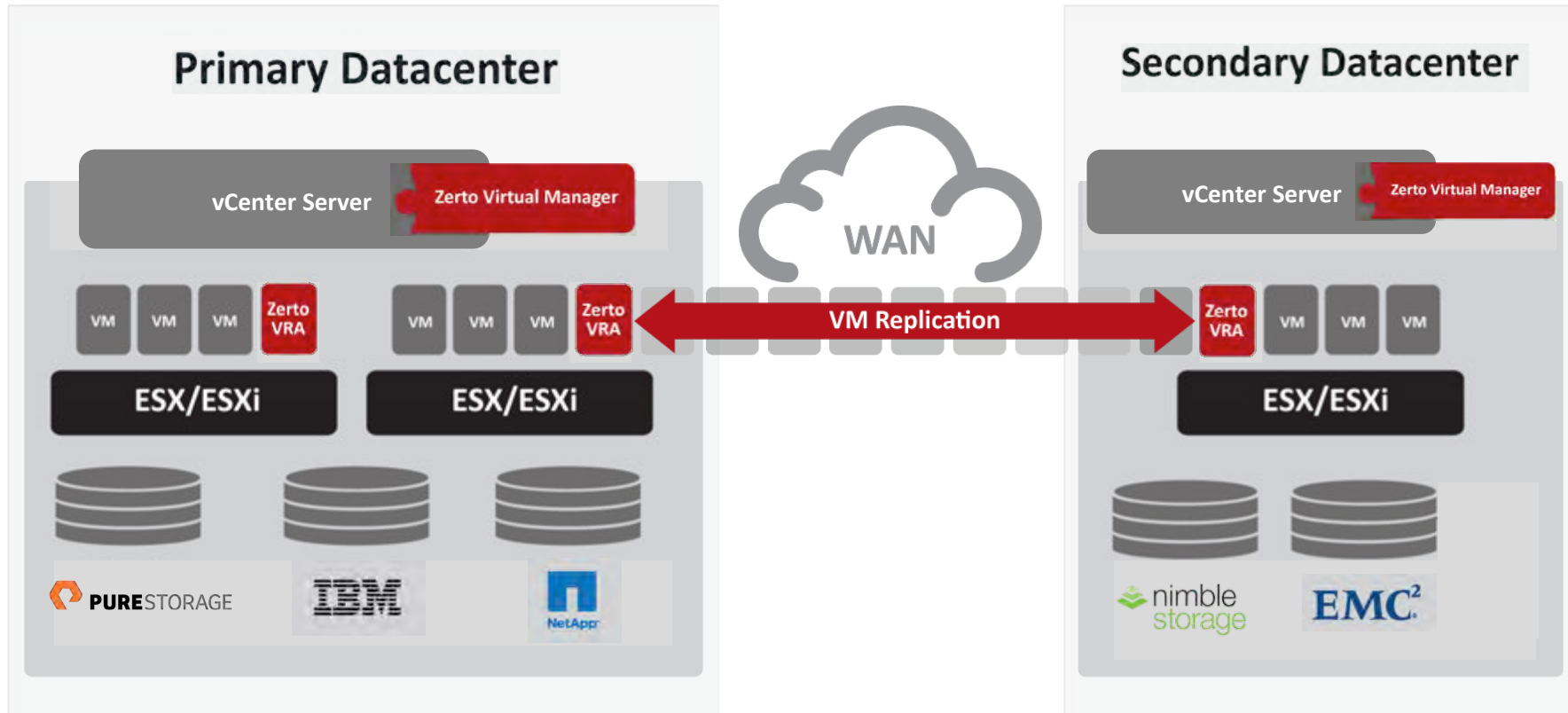
Moving Towards a Software-Defined Datacenter

Replication and Disaster Recovery were in the wrong place – the physical layer

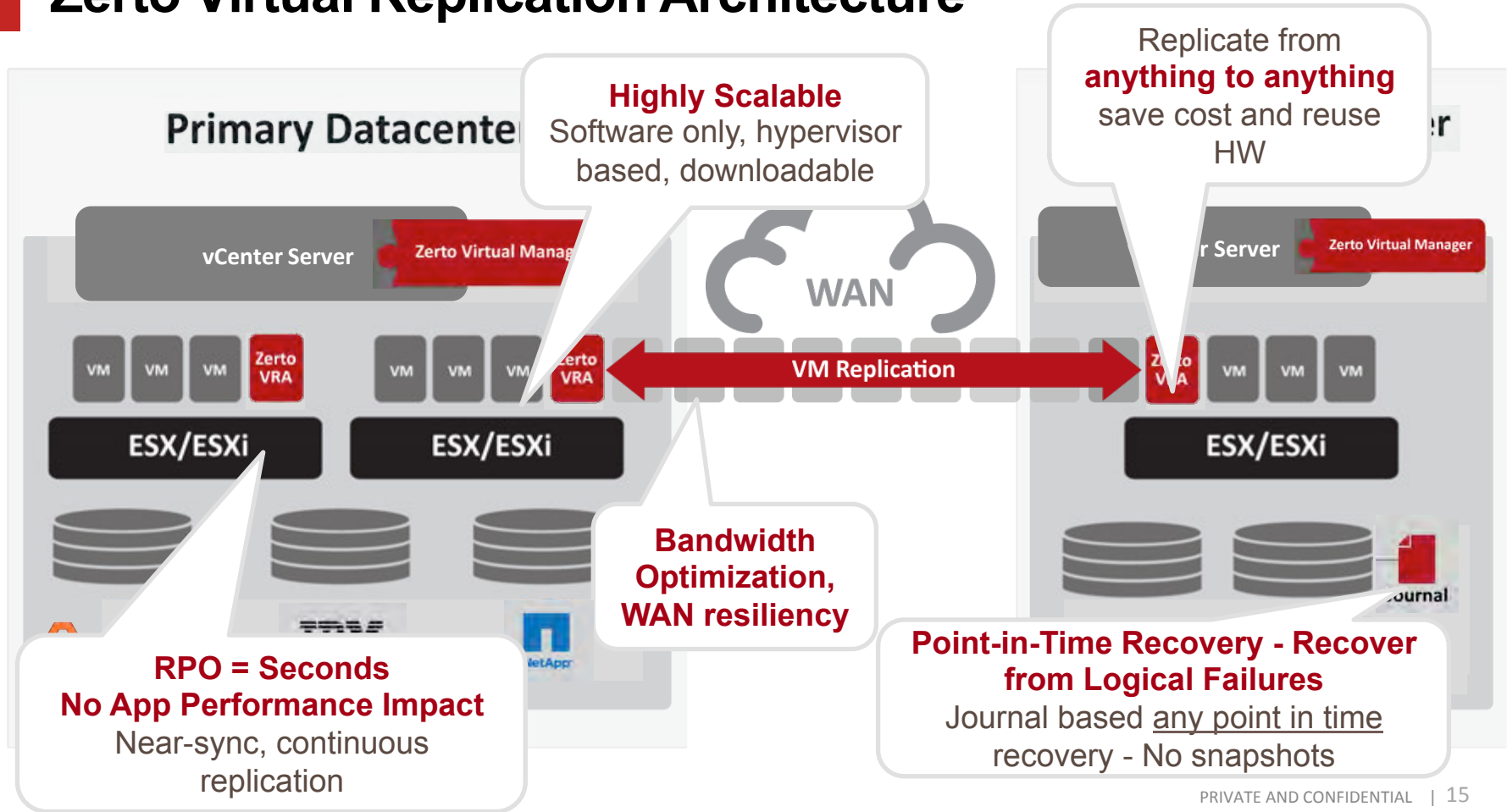
Zerto is the first Hypervisor-based replication solution



Zerto Virtual Replication Architecture

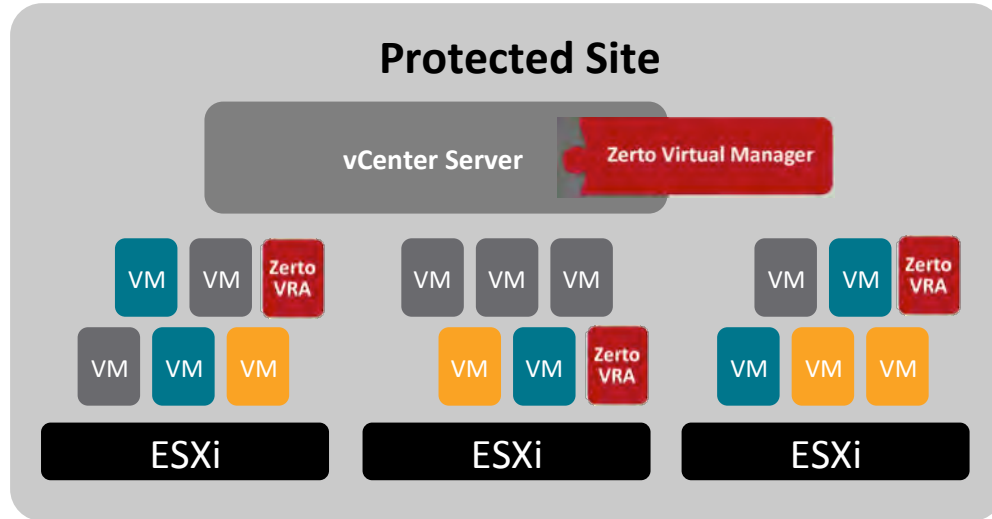


Zerto Virtual Replication Architecture



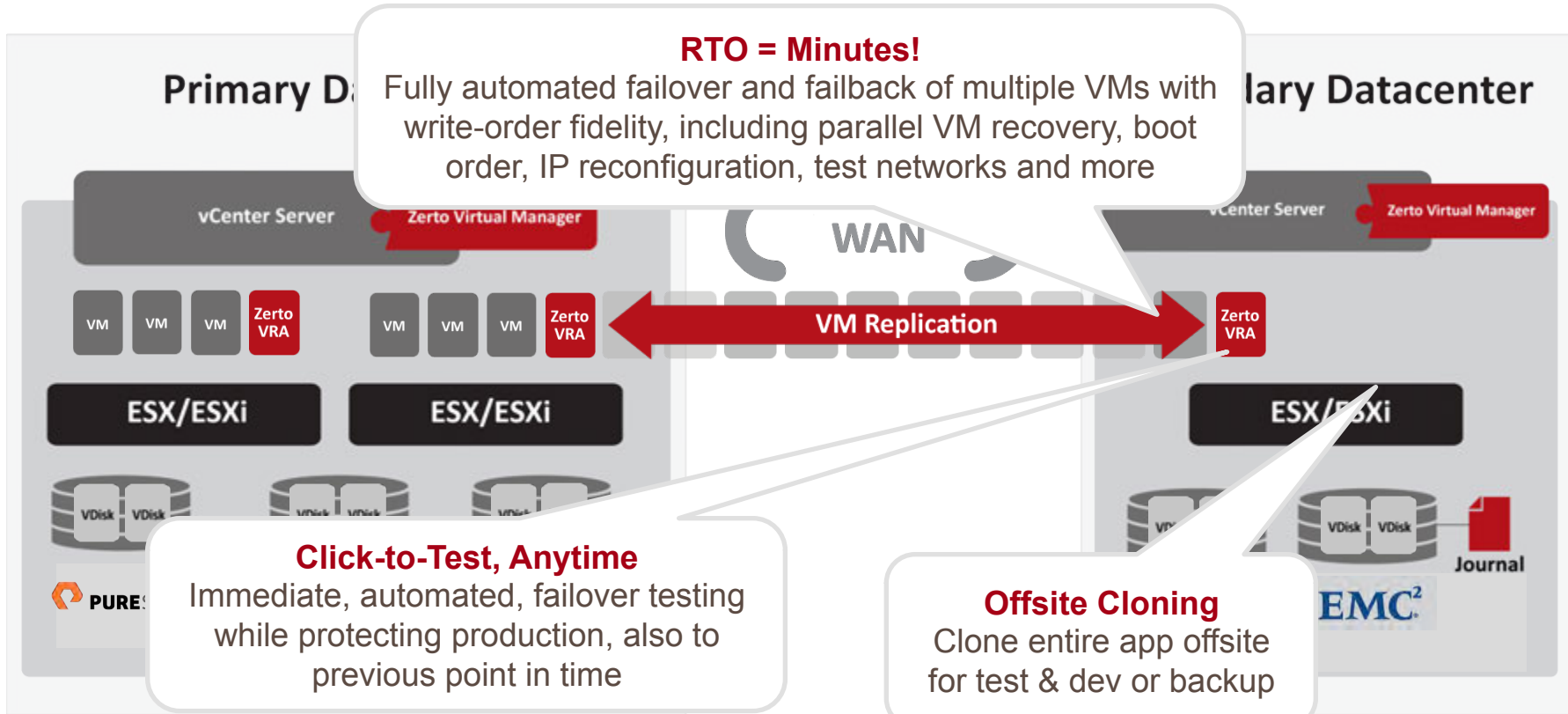
Protect what end-users care about: Application Protection

Virtual Protection Groups



- Ensure application consistent recovery
- Recovery applications, not just data
- VM & VMDK level consistency groups
- Protect across server and storage locations
- Fully support VMotion, Storage VMotion, HA, vApp
- Group policy and configuration
- VSS Support

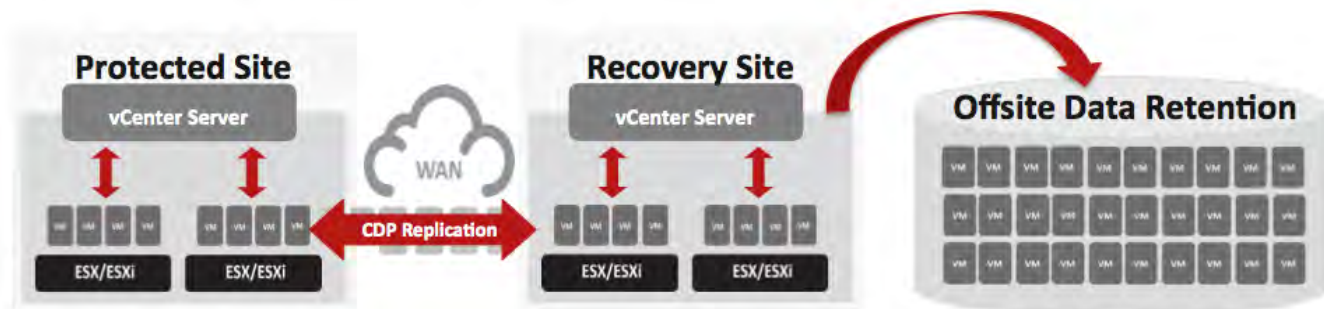
Automation: Failover, Failback, Recovery



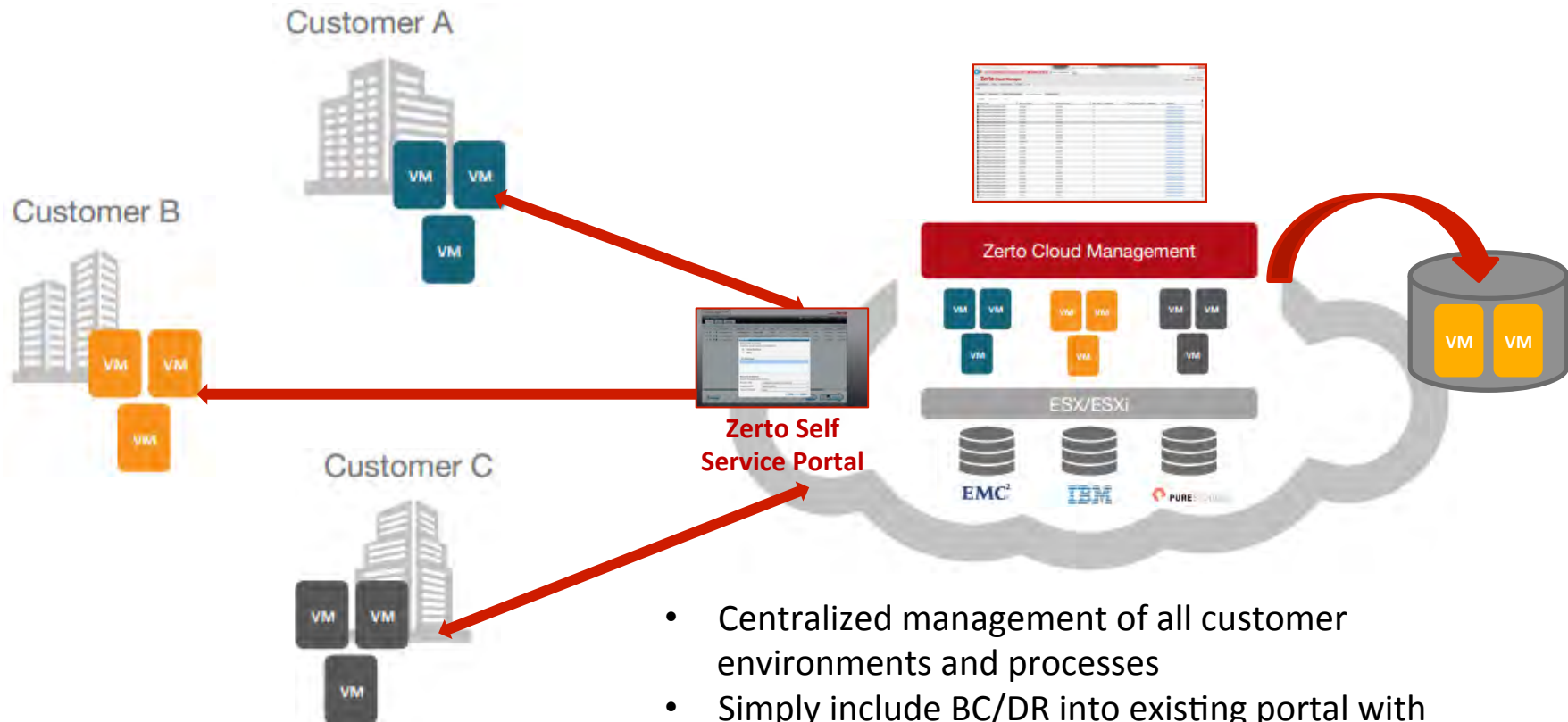
Zerto Offsite Backup

Converged Data Protection: Disaster Recovery and Offsite Backup

- Dramatically reduce impact on production applications
- Enable customers to recover in other locations including public clouds
- Exceed retention requirements: Daily, weekly and monthly copies
- Enhance disaster recovery services with backup



Simple, Complete Management Platform for Cloud Services



- Centralized management of all customer environments and processes
- Simply include BC/DR into existing portal with Zerto's Self Service Portal

Improved Billing and Resource Planning

Ensure Accurate Billing with Automation

- Collect information on a per ZVM basis
- Export data for automated billing
 - # of protected VMs
 - Exact storage and bandwidth
 - MEM/CPU resource information
 - Manage SLAs

The collage features several screenshots from the Zerto management interface:

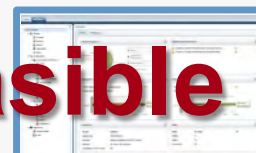
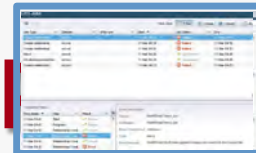
- VPG1 Backup Job Details:** Shows instance # 1/5 (Success), backup job details (Zorg: CustA, Source Site: Com4_CustA, Backup Site: Com4_Cloud1), full backup details (2 of 2 VMs fully backed up), and various timing and size metrics.
- Recovery Report for Virtual Protection Group ICDR-S25:** A detailed report generated on 06/12/2013 14:36:40, including recovery operation details (Falcon Test, Point in time, Start/End times, RPO, Recovery operation result: Success VCD) and recovery settings (Protected site: Second DC, Recovery site: Primary DC, Recovery Organisation: ICDR-S25, Recovery Org VDC: ICDR-ORG-VDC, Guest customization: Enabled, Default recovery folder: Default Recovery folder).
- Virtual Protection Group Boot Order Settings:** Shows the boot order for VApp 'ICDRVH4'.
- Virtual Machine Recovery Settings:** Shows settings for VM 'ICDRM1' including recovery host (172.20.2.2), test recovery networks, network adapter (vnic), and recovery folder (Default/recovery).
- Detailed Recovery Steps:** A table listing recovery steps with columns for Step Description, Result, Start Time, End Time, and Execution Time.
- Resource Usage Graphs:** Multiple line graphs showing CPU and memory usage over time for various VMs.
- Summary Tables:** Tables showing VM counts and resource usage across different protection groups and sites.

Barriers to the Cloud: Infrastructure, Complexity, No Multi-Tenancy

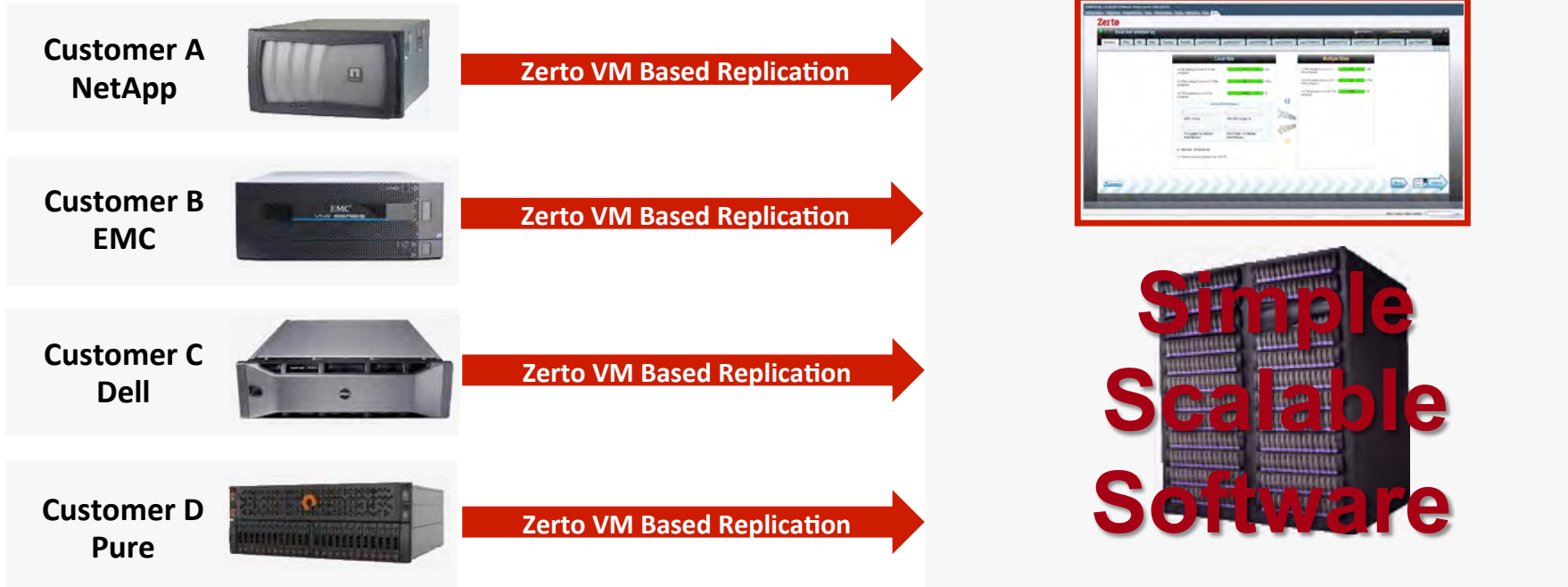


Cloud Provider

Complex
Inflexible
Expensive
Unfeasible



The Solution: Zerto - Software-based Multi-Tenant Solution





Zerto Virtual Replication

- ✓ Market leading technology
- ✓ Flexible, scalable, multi-tenant and simple to manage
- ✓ Seamless customer onboarding
- ✓ Industry recognition
- ✓ Cloud Continuity Vision

Let's schedule the trial