Fortune 100 Company leverages Zerto Virtual Replication for BC/DR for their Global IT Infrastructure

Overview

Prior to Zerto Virtual Replication (ZVR), this company leveraged an array-based process that gave very high RTOs – 15 minutes per VM. For a mission critical application with many virtual machines at a Fortune 100 company, this is not acceptable. With ZVR, not only were they able to realize a RTO of minutes and RPO of seconds, they were able to fast track an application migration down to 18 minutes.

The Current Situation

The company is one of the most recognizable names in IT. With consumers and corporations alike purchasing its products, ensuring the availability of applications and information is critical. As a Fortune 100 company, risks could not be made with its datacenter. However, the current BC/DR process was considered makeshift, especially by its own high standards.

The goal is to build a business continuity solution to protect their tier-1 applications - SAP, Oracle portal applications and Microsoft SharePoint. If these applications are not available, it could impact their business. Additionally, the company has a very large, global IT environment and was looking to expand virtualization adoption across their infrastructure to streamline management. A BC/DR solution that was flexible would accelerate the adoption of virtualization in the environment and help them align their business and IT strategy.

The current process leveraged array-based replication and this was not meeting their needs in terms of their RTOs and RPOs so they began searching for alternatives. The leading array-based replication product and recovery automation products were the first to be evaluated. Although this combined solution was interesting to them, the startup costs and the complexity of the solution quickly ruled it out. Best practices exist to keep their very large environment as simple as possible and they would have to abandon these with this solution. The communication required between the network, server and storage administrators with the virtualization and automation administrators posed another issue. If any change was made in the environment, the risk was that replication would not work.

> **"This is when we really saw the power of Zerto. An application migration typically takes a few days to plan and then an additional few days to execute. During the actual migration, the application is not available. With Zerto, we completed the application migration in just 18 minutes. We were just blown away."**
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> — The Company's Virtualization Evangelist

Protecting and Migrating their Mission Critical Applications with Zerto Virtual Replication

They got involved with Zerto Virtual Replication very early in the development process, providing useful input with features that would be required by the marketplace, and they have been impressed with the growth of the product and the company over the last year. The Zerto environment will be growing to hundreds of protected virtual machines over the next year.

One of the critical features that enabled completely automated recovery and streamlined their migration was the automated re-IP for the virtual machines. For an environment with hundreds of virtual machines, automating and ensuring each VM had the correct IP address upon failover saves many, many man-hours of manual reconfiguration. This used to take 15 minutes per VM, now this process is automated so re-IP-ing for all VMs is completed in seconds.

Recently, an application migration was completed in 18 minutes. They had an application located in their London datacenter that was replicating to their facility in Cork, Ireland, for protection. However, the end-users accessing the application in London were located in Cork and they were experiencing performance issues. To improve performance, it was decided to move the application closer to the end-users in Cork. The application was migrated to Cork, making this the production copy of the application. The London datacenter is now used for replication. Normally, it would take days to relocate an application of this type.

The Right Fit at the Right Price

Lower total cost of ownership of Zerto Virtual Replication combined with enhanced capabilities made the decision to try Zerto very easy for this company. The ability to fully test and evaluate the product including the validity of the BC/DR approach was also a significant factor in choosing Zerto. No configuration changes were necessary and installation into the existing environment was seamless, enabling this company to fully evaluate the product through a proof-of-concept. A POC was complete in just a few days and really showcased the simplicity of the solution.

> **"We were able to really easily pick and choose the virtual machines we wanted to protect. With a LUN-based solution, you have to move VMs around to get them on the right LUN to replicate – we don't have that kind of time. We needed a solution built to protect virtualized mission critical applications. At the conclusion of our POC, it was very clear that Zerto Virtual Replication was built for a virtualized environment."**
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> — The Company's Virtualization Evangelist

At the conclusion of the POC, they were able to demonstrate to their management in a matter of days how well the product worked in their environment and they look forward to completing the roll-out of Zerto Virtual Replication in 2012. ■

Challenges

- Simplifying management of a growing, global IT infrastructure
- Effectively delivering BC/DR for mission critical applications
- Reducing costs while meeting aggressive RPOs and RTOs
- Migrating applications without downtime

Company Profile

- 6500 Worldwide employees
- Applications to protect: SAP, Oracle Portal Applications, Microsoft SharePoint
- 120 VMs currently protected and will grow to 500 VMs
- RTO: 6 minutes
- RPO: 9 seconds
- Competition: EMC RecoverPoint with VMware vCenter Site Recovery Manager

About Zerto

Zerto provides enterprise-class business continuity and disaster recovery solutions for virtualized infrastructure and cloud. Zerto won Best of Show at VMworld 2011 as well as a 2011 Product of the Year Gold Award. Zerto Virtual Replication is the industry's first hypervisor-based replication solution for tier-one applications replacing traditional array-based BC/DR solutions that were not built to deal with the virtual paradigm. For more information, please visit: www.zerto.com.