

# Why ZVR is a “Must Have” for Customers

## Simple Software

- ▶ Software only, remote installation in under an hour
- ▶ Automate failover, failback, move and DR testing
- ▶ Manage all BC/DR tasks within a single platform
- ▶ Pay per protected VM, start by protecting a few applications and grow as needed

“Zerto’s replication solution is incredibly simple to set up, use and manage.”

– VP of IT, Jefferson National Bank

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## Fully Virtual Aware

- ▶ Replicate between different types of storage, from any source to any target
- ▶ Replicate VMs and vDisks – not LUNs
- ▶ Full integration with different versions of vSphere and vCloud Director
- ▶ Supports vAPPS, vMotion, HA and more

“ZVR is completely aware of the virtual environment, it elevates our DR/BC capabilities.”

– *Systems Engineer, Univita Health*

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## Enterprise Class Protection

- ▶ Application-level protection through VM consistency grouping
- ▶ RPO = seconds, RTO = minutes
- ▶ Recover to previous points in time up to 5 days
- ▶ Enterprise scalability to thousands of VMs across multiple sites

“We are able to realize the enterprise-class protection our business needs.”

– Chief of IT Security, FAYAT Construction

# Customer Use Cases

 <p><b>Woodforest National Bank</b></p> <p>"Virtualization is supposed to be about reducing complexity, but SA deploying new applications, partial failovers, and other recovery ac processes. This type of replication required complex, labor-intensi</p>		 <p><b>Univita Health</b></p> <p>"We were using an orchestration tool (SRM) with array-based replication, which required constant management and maintenance. In fact, we needed several weekend outages to prepare the environment just to test DR and we had to watch for any changes within the environment that could potentially break protection of virtual machines. Zerto Virtual Replication is completely aware of the environment, eliminates our need for weekend preparation work</p>
 <p><b>Transfreight</b></p> <p>"Zerto provides a virtual a team members to physic successful fail over. The an easy choice for us."</p>	 <p><b>Northern Regional College</b></p> <p>"We were using an orchestration tool with array-based (SAN-based) replication. It required constant management and maintenance, overwhelming our small team. The simplicity of Zerto Virtual Replication was amazing. We were able to set up the protection groups, and that was it! We are looking to expand our ZVR deployment and increase the productivity of our</p>	
 <p><b>Kingfisher IT Servi</b></p> <p>"We virtualized our enviro making great progress, u not meeting our needs. Z terms of service levels. V</p>	 <p><b>Jefferson National</b></p> <p>"Zerto's hypervisor-based replication solution eliminates risk. Zerto's replication solution is incredibly simple to set up, use and manage. We recently did a disaster recovery test to fail over production to our Atlanta data center. With just a few clicks, and in less than 30 minutes, we had all of our production applications back up. Furthermore, support has been outstanding, and it delivers on the RPO/RTOs that our company requires."</p>	
 <p><b>Atlant</b></p> <p>"We sp brought we kne to main patch le think it</p>	 <p><b>Baron Funds</b></p> <p>"One of the fundamental challenges companies face during the virtualization process is navigating the challenges of testing and executing BC/DR. We were impressed by how elegant and intuitive Zerto made the whole process, and were able to demonstrate to senior management the strength of our overall BC/DR plan. As a result, we are taking a fresh look at replication and protection to incorporate new strategies that we didn't know were possible."</p> <p>- Henry Mayorga, Manager of Network Technology for Baron Funds</p>	

- Bill Robinson, Senior Vice President Information Technology, Atlantic Fund Services

# Case Study: Woodforest National Bank



## Problem:

Complex process leveraging array-based replication led to inefficient use of IT assets

## Solution:

ZVR reduced complexity, simplified environment architecture

## Result:

- Reduced number of LUNs – **43%**
- Reduced bandwidth requirements – **44%**
- Reduced storage at target site – **25%**
- Simple BC/DR process

*“Zerto enables us to be more efficient with storage...resulting in 30 percent savings.”*

**Richard Ferrara, CIO, Woodforest National Bank**

To CIO Magazine, “At Houston Ban, Disaster Recovery Goes Virtual”



# Case Study: HAPO Credit Union



## Problem:

Paperless banking increased the BC/DR requirements; array-based replication did not meet the need

## Solution:

ZVR replicates quickly, delivering very aggressive service levels

## Results:

- Storage footprint reduced by 43%
- RPO of seconds and RTO of minutes
- Simple BC/DR that did not disrupt their configuration

*"...we knew it would improve our BC/DR process, but we got so much more. We reduced our storage footprint by more than 40%."* **Bill Rausch, Software Engineering Manager**

*"The service levels we are delivering to the business we never thought would be possible. It really helps me sleep at night."* **Kevin Jackson, Senior Network Administrator**

# Case Study: TenCate



## Problem:

Increasingly complex BC/DR process as the number of sites increase with acquisitions

## Solution:

ZVR is hardware agnostic and manages BC/DR from multiple sites in one pane of glass

## Results:

- No more “Hit by the Bus” Book for BC/DR process
- Aggressive service levels: RPO = 4 to 15 seconds
- Supports heterogeneous storage

*“We migrated an application from California to Georgia with 300 GB of data associated with it. I had planned for one week of downtime, the team wasn’t happy about it, but this is the best I could do. I executed the failover on a Friday afternoon in 10 minutes. I just can’t say enough good things about Zerto (Virtual Replication).”*

**Jayme Williams, Senior Systems Engineer**

# Case Study: University of Louisville Physicians

## Problem:

- Inflexible BC/DR strategy
- Complex with several coordination points
- Time and resources were limited

## Solution:

ZVR extended the benefits of virtualization to BC/ DR with very aggressive service levels

## Result:

- Very aggressive SLA
  - RPO = 7.3 seconds
  - RTO = 5 minutes
- Effectively managed within resource constraints

“ We looked at both an array-based solution and a backup-based solution, but they just did not meet our needs in terms of the flexibility we required and the aggressive service levels we demand. We couldn't make do with one or the other, we had to have both flexibility and enterprise-class SLAs – and with Zerto, we have both.”

*Robert Patterson,  
Systems Administrator  
University of Louisville Physicians*



# Case Study: Univita



## Problem:

- Mandatory DR Testing required weeks to prepare and execute
  - 6 – 12 required on two weekends
- Highly dissatisfied application owners

## Solution:

ZVR simplifies DR testing with one-click

## Result:

- Simple to use – set it up in a couple of clicks
- No application outages required
- Delivered the required aggressive service levels

““We were using an orchestration tool (SRM) with array-based replication, which required constant management and maintenance.....we needed several weekend outages to prepare the environment just to test ..... Zerto Virtual Replication is completely aware of the environment, eliminates our need for weekend preparation work and simply elevates our DR/BC capabilities.””

*Mike Gelhar, Systems Engineer,  
Univita Health*