

Cloud Disaster Recovery is Finally Here.

Introducing the Cloud Disaster Recovery Ecosystem

The Zerto Cloud Disaster Recovery Ecosystem (ZCE) provides a trusted network of Cloud Service Providers (CSP) to enterprises ready to take full advantage of the cloud. ZCE partners deliver replication and recovery services based on Zerto Virtual Replication, Zerto's award-winning hypervisor-based replication solution. Customers can leverage cloud-based DR and backup capabilities to ensure mission-critical applications will be available in the event of an outage, planned or unplanned. IT can now focus on other projects to grow the business, instead of maintaining the business. Companies can choose DR-as-a-Service (DRaaS), protecting on-premise applications to the cloud, and/or In-Cloud DR, protecting applications deployed in the cloud and replicated to a secondary cloud data center. Zerto Offsite Backup can be leveraged to backup information as well within the Cloud Providers environment.

Benefits of Cloud DR



BC/DR in the Cloud Significantly Reduces Costs and Increases Productivity

- Reduce costs and increase productivity with DR operations under the management of ZCE experts
- Eliminate huge expenses associated with a second data center – hardware, space, power, staff
- Accurately predict monthly expenses with a cloud-based DR solution
- Evaluate the cloud through DR services to determine adopting more cloud services



BC/DR in the Cloud Significantly Reduces Complexity

- Eliminate the manual coordination of hardware and virtualization activities
- Centralize management with all DR processes centrally managed
- Deploy a DR solution with no configuration or hardware changes



BC/DR in the Cloud Improves Service Levels

- Exceed aggressive SLAs with recovery point objectives (RPO) of seconds and recovery time objectives (RTO) of minutes
- Ensure the consistent support of disaster recovery SLAs with one service that can be deployed across multiple sites
- Easily scale and mobilize applications to meet changing business and technical requirements
- Automatically update DR policies when any changes are made to the production environment, ensuring continued SLA support



Full Data Protection Capabilities

- Leverage long term retention options with Zerto Offsite Backup
- Meet compliance requirements with recovery data available in more than one location
- Simplify data protection with backup and disaster recovery services from one Cloud Service Provider

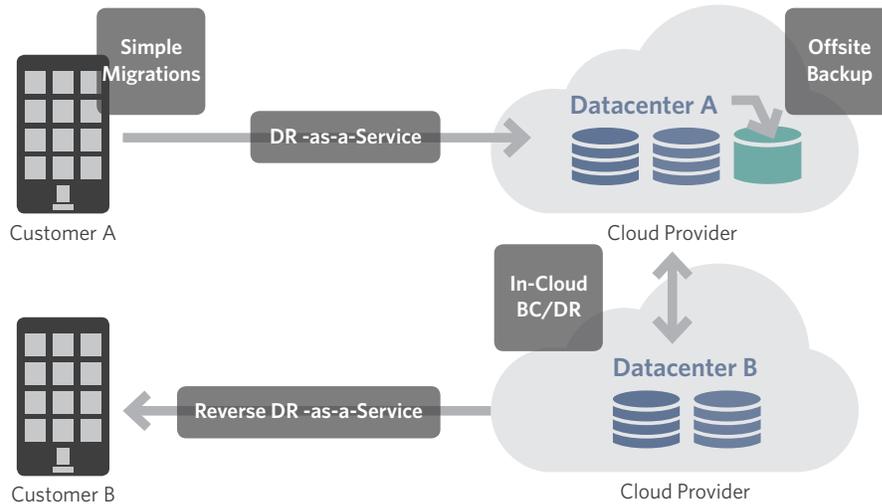
Why Cloud-based Disaster Recovery (DR) Powered by Zerto?

The cloud provides many benefits to customers – a flexible platform that can easily scale and adapt to changing market requirements, while delivering a competitive advantage. For customers who have production applications hosted in the cloud, adding a cloud BC/DR strategy extends both cost savings and flexibility. Until now, cloud-based DR for production applications had been ineffective, complex and cost-prohibitive. Due to limitations with legacy array-based replication, CSPs were required to have exactly the same infrastructure as their customers, increasing costs. Zerto provides a multi-tenant architecture, storage independence and automation, making it easy to provide customers with tight service level agreements (SLA) and assurance, while reducing costs and complexity.

Cloud DR
POWERED
BY **Zerto**

What Type of Cloud DR Services Are Available From ZCE Partners?

With Disaster Recovery services powered by Zerto, customers can take the approach that fits best for their business and technical needs:



| SERVICE | FEATURES AND BENEFITS |
|-------------------|--|
| DRaaS | Applications and data are replicated from the production site owned by the company to a cloud service provider. Customers are able to eliminate the target site, reducing capital and operational costs. Additionally, customers can focus on other projects while the DR experts at the CSP manage and maintain the replication site. |
| Simple Migrations | With no hardware dependencies, information can be easily migrated from one location to another. This service can be a predecessor to other DR services such as DRaaS and In-Cloud BC/DR to enable customers to realize a faster ROI. |
| In-Cloud BC/DR | The CSP hosts both the production copy and the DR copy according to the agreed upon criteria. This solution eliminates the production and target sites for the application, dramatically reducing capital and operational costs. The CSP assumes complete management of the infrastructure and DR, delivering upon agreed upon service levels to ensure end-user productivity levels are not impacted. |
| Offsite Backup | With the ability to take a backup from the replicated data, this enables CSPs to offer another service without installing additional infrastructure at the customer's site. There is additional revenue potential with another service offering and another layer of protection. |
| Reverse DRaaS | In this scenario, the customer can host their production environment in the CSPs environment and use their own IT infrastructure as the target site. As CSPs are taking advantage of new technologies faster than companies are, the customer gets to use the latest and greatest technologies for production, and then their own site for DR. |

Get Started!

Visit zerto.com/cloud-service-providers or contact cloudsales@zerto.com to find a ZCE Partner in your area, or to become one!

About Zerto

Zerto is committed to keeping enterprise and cloud IT running 24/7 by providing scalable business continuity software solutions. Through the Zerto Cloud Continuity Platform, organizations seamlessly move and protect virtualized workloads between public, private and hybrid clouds. The company's flagship product, Zerto Virtual Replication, is the standard for protection of applications in cloud and virtualized datacenters.

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