

# Gain Higher Control While Lowering the Costs of Infrastructure and Disaster Recovery: The Zerto and Nutanix Story

Nutanix delivers solutions to elevate IT to focus on the applications and services that power business. At the heart is the Nutanix Enterprise Cloud Platform that natively converges compute, virtualization, network and storage into a resilient, software-defined solution with rich machine intelligence.

Zerto Virtual Replication (ZVR) continuously protects the most aggressive applications and enables flexible data protection options. Whether it is between two or more on premise enterprise datacenters, public clouds like AWS and Azure, or a hybrid combination; Zerto protects and fully orchestrates the recoveries or migrations.

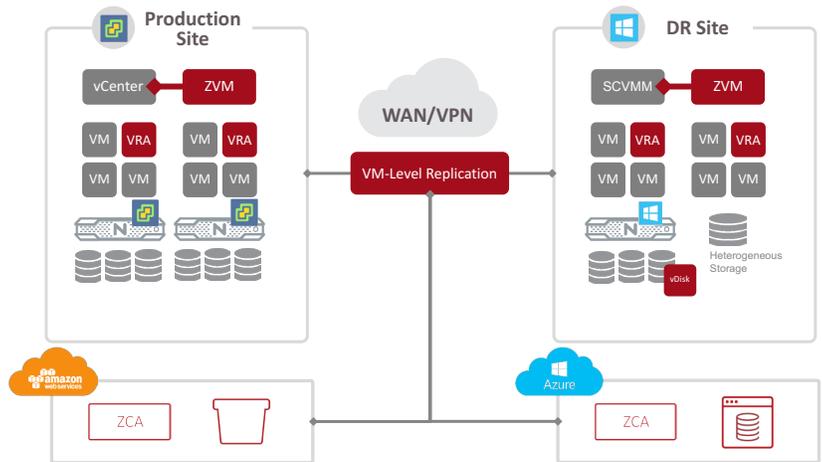
Together, Nutanix and Zerto offer the best of both worlds: fast, efficient converged infrastructure built for demanding performance yet fully replicated and protected. The Nutanix and ZVR combination do not just operate in a virtual environment, they maximize the benefits that virtualization offers. The synergies and alignment between these two products tackle the IT manager’s toughest issues.

## NUTANIX AND ZERTO VIRTUAL REPLICATION ADDRESS KEY CHALLENGES

PROBLEM	SOLUTION
<p>Difficult to scale the infrastructure to meet performance requirements and have business continuity and disaster recovery plans.</p>	 <p>Nutanix allows you to store virtual machines, application data, and unstructured data on a single, easily scalable platform. Together with Zerto’s Virtual Replication, they scale seamlessly and works with any storage configuration that works for you.</p>
<p>Demanding Tier 1 production applications with heavy I/O need Tier 1 data protection.</p>	 <p>Heavy I/O applications like databases are usually Tier 1, critical to the business and run better on Nutanix clusters. Zerto Virtual Replication is uniquely qualified to protect these applications because of the continuous data protection functionality. Both products bring an unparalleled level of performance and protection to Tier 1 applications.</p>
<p>Inefficient use of the infrastructure across storage, bandwidth and servers.</p>	 <p>Nutanix brings flexibility to your web scale platform, featuring the latest storage technologies, that makes sure you are using the best tier to service the application needs, as well as providing unparalleled application mobility. Zerto Virtual Replication has native data compression, journal compression and network bandwidth throttling functionality to ensure efficient use of the infrastructure.</p>
<p>Manual processes create errors and increase service levels</p>	 <p>With the Nutanix’s Acropolis fabric and Zerto Virtual Replication compatibility you can completely automates disaster recovery processes, so the information is not just at the DR site, the application is available to end-users maximizing employee productivity.</p>
<p>Lengthy and complex installations delaying the ROI of investments</p>	 <p>Nutanix deploys quickly and Zerto Virtual Replication is installed and ready for use in less than one hour, delivering value to the business fast. Gartner recently reported that the ROI for Zerto is less than 1 month.</p>

## High availability with shortened RTO/RPO

- Leverage Zerto Virtual Replication for BC/DR across heterogeneous storage or clouds.
- Combine the power of Zerto's DR with Nutanix's Application Mobility Fabric, and you can further tailor your DR to meet the needs of your enterprise.
- Test your Disaster Recovery without interrupting your business, giving you unparalleled confidence and compliance.



## Physical or Virtual Servers Can Be Protected

- Protect your Nutanix virtual environment, along with your physical environment
- Migrate onto your Nutanix platform with Zerto
- Nutanix and Zerto give you choice on how and where to protect your data, including delivering cloud as an option

“When we saw the simplicity of Zerto (Virtual Replication), we hoped we could extend that to the infrastructure itself. With Nutanix, instead of buying from three vendors, we bought from one. It is much easier to manage one unit versus three separate pieces. We were so pleased to extend simplicity to the infrastructure.”

**RICH KOCIELKO, IT MANAGER, LIPPERT COMPONENTS**



## Lippert Components: A Case Study

Lippert Components, a leading supplier of premium components to the recreational vehicle, manufactured housing, trailer, bus, marine and heavy truck industries.

### THE CHALLENGE:

For disaster recovery, Lippert had 15-minute RPOs using SAN-SAN replication. In addition, their legacy infrastructure made it daunting to manage servers, networking and storage. Replicating and migrating data was slow and unpredictable.

### SOLUTION:

ZVR provided Lippert with the lightning fast RPOs and RTOs they needed, the simplicity they desired, and the performance they had been seeking. Plus, Nutanix streamlined Lippert's infrastructure, creating a seamless experience with Zerto. Migrations became a snap!

## ABOUT ZERTO

In today's connected world, businesses need to be available to their customers, 24/7/365. Zerto provides Resilience for Evolving IT™, ensuring enterprises and their customers always have access to applications without any IT interruption, downtime or delay. Zerto's award-winning Cloud Continuity Platform, protecting thousands of enterprises worldwide, is the simplest, most reliable BC/DR software solution built to protect applications on any virtualized IT environment, be it public, private or hybrid cloud. Zerto's proactive approach to recovery gives companies confidence in their ability to withstand any disruption, incorporate new technology easily, and quickly adapt to accommodate evolving IT priorities. Learn more at [www.zerto.com](http://www.zerto.com).