

## HAPO Community Credit Union Saves 40% with BC/DR from Zerto

### Zerto Virtual Replication Reduces Storage Footprint by more than 40%

HAPO Community Credit Union (HAPO) began their virtualization initiative in 2008 to better meet changing market requirements. With virtualization, they would be able to quickly provision resources to meet business needs. To ensure the availability of their environment, they were using an array-based solution that was using more storage than they liked, leading to concerns with the frequency of the replication. Utilizing Zerto Virtual Replication, HAPO reduced their storage footprint by 43%, and eliminated the need to purchase additional storage for the foreseeable future, which has really helped them reduce costs.

### The Problem

HAPO followed the trend of the banking industry and had gone paperless, increasing the importance of protecting their IT infrastructure. They were replicating once per day or hour, depending on the importance of the application, which was really impacting their recovery point objectives (RPOs) and recovery time objectives (RTOs). They had 1 Gb in bandwidth and were still limited in terms of how often they could replicate data. This was especially concerning with their lending software that is constantly updating throughout the day. They had virtualized to improve their BC/DR process, and it was getting better, but there were still concerns.

### Why Zerto Virtual Replication?

Upon the referral of their technology services reseller and Zerto Alliance Partner, Right! Systems, HAPO evaluated Zerto Virtual Replication and experienced an immediate positive impact within their environment. They are now able to realize real-time replication across all the applications, providing consistency to the business.

- **Virtual-aware, with granular, VM-level replication:** HAPO replicated exactly what they needed, the virtual machines that are supporting an application. This ensures they are not wasting storage by replicating “white space” and resulted in a 43% storage savings. They will not have to purchase storage for the foreseeable future.
- **Aggressive recovery point objectives (RPOs) and recovery time objectives (RTOs):** Near real-time replication minimizes data loss and ensures fast access to applications and data. ZVR matched the performance of their physical environment, providing a consistent Service Level Agreement (SLA) across the environment. Applications and data can be back online in 5 minutes or less.

### Challenges

The business continuity solution must:

- Minimize data loss
- Efficiently utilize existing resources
- Support aggressive service levels with near real-time replication
- Simplify DR testing

### Solution

The Zerto Virtual Replication solution:

- Continuously replicates for minimal data loss
- Reduced storage requirements by 43%
- Delivers RPOs of seconds and RTOs of minutes
- One-click to test, easily demonstrates protection

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**“When we purchased the software, we knew it would improve our BC/DR process, but we got so much more. We reduced our storage footprint by more than 40%. We never expected that. Now, we do not have to purchase storage for the foreseeable future, which is a huge savings for us.”**

— Bill Rausch, Software Engineering Manager,  
HAPO Community Credit Union

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- **Reduced bandwidth requirements:** HAPO had significant bandwidth available, 1 Gb, but still had to limit their replication to ensure production would not be impacted. ZVR not only replicates just the virtual machine, but also offers compression and throttling capabilities to minimize the data going over the network and ensure production applications have access to the resources they need.
- **Simple failover testing:** The testing of the BC/DR process is simple and can be done with one click, giving peace of mind that the solution will perform as advertised and their information and applications will be protected.

**“Zerto Virtual Replication has quickly become one of the most important purchases we have made recently. We have reduced our storage requirements, and greatly improved our BC/DR process. The service levels we are delivering to the business we never thought would be possible. It really helps me sleep at night. I know the application will be available in five minutes.”**

— Kevin Jackson, Senior Network Administrator,  
HAPO Community Credit Union

### About HAPO Community Credit Union

HAPO Community Credit Union has been serving members for 60 years in southeastern Washington State. Over 300 employees provide services for more than 100,000 members. We are a full service financial provider, offering savings, checking, money market and savings certificate accounts, as well as loans of all types. Our members take full advantage of our 14 locations and our online banking features.

### About Right! Systems, Inc.

Founded in 1993, Right! Systems, Inc. (RSI) is a leading Systems Integrator in the Pacific NW, servicing customers worldwide. RSI is a comprehensive provider of engineering, consulting, integration, procurement and support services. Collaborating with clients, RSI provides insightful analysis and industry-specific counsel on strategy, best-practices, technology and management; from design through implementation and encompassing all levels of on-going support.

**“Application and information availability is more important than ever. Zerto provides a unique and elegant solution delivering business continuity and disaster recovery for the many virtual environments we encounter daily. As a multi-vendor systems integrator, Right! Systems values solutions such as Zerto Virtual Replication which provide a consistent BC/DR solution across a heterogeneous environment. With Zerto (Virtual Replication), we can continue to differentiate ourselves, while creating the highest level of customer satisfaction, today and well into the future.”**

— Sean Padgett, EVP of Sales and Marketing,  
Right! Systems

### About Zerto

Zerto has developed the first hypervisor-based, disaster recovery and replication software for virtualized environments, offering simplicity and greatly reduced operational and maintenance costs. Developed exclusively for virtualized and cloud environments, Zerto’s award-winning solution, Zerto Virtual Replication (ZVR) is rapidly becoming the standard for disaster recovery and business continuity in the modern data center. ZVR received ‘Best of Show’ at VMworld 2011, as well as 2012 and 2011 ‘Product of the Year’ Gold Awards. For more information, please visit: [www.zerto.com](http://www.zerto.com). ■

# Zerto

Contact us today to learn more or request  
a free trial at [www.zerto.com](http://www.zerto.com) or [info@zerto.com](mailto:info@zerto.com).

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