Insurance Carrier Recovers from Cryptolocker with Zerto — Performance Uninterrupted.

EXECUTIVE OVERVIEW

Our client, a Midwest insurance carrier, has been writing workers' compensation coverage for its state's employers for 34 years. As one of the largest providers of workers' compensation in the state, it's critical they always have access to claims data to ensure those receiving workers' compensation payments are getting paid on time.

> "During our last ransomware attack, we were able to stop it within 15 minutes and be back up and running within 3 hours! Without Zerto, we would have had to pay the ransom and we still don't know if we'd be able to get our data back."

**INSURANCE CARRIER
SYSTEMS SPECIALIST**

COMPANY AT A GLANCE

Industry:
Insurance

95%

Percent virtualized of company:
95%

VMs protected by Zerto:
15 VMs

Sites/location:
2 sites (approximately 300 miles apart)

Applications protected by Zerto:
Exchange, Active Directory, Oracle, SQL DB

ZERTO HELPS INSURANCE CARRIER AVOID PAYING RANSOM FOR DATA —
Business Unaffected

After experiencing performance issues with their previous snapshot-based disaster recovery (DR) solution, our client, a large workers' compensation insurance carrier, recognized they needed a solution that could protect all of its mission-critical applications and process claims with little to no business interruption. When a snapshot was executed in their previous solution, any large processes they may have been running in Oracle would crash. These processes would include important business operations such as the creation of claim checks and the termination of policies.

Recognizing their need for a better, more effective BC/DR strategy, the insurance carrier evaluated new solutions and were introduced to Zerto by trusted partners Peak10 and NetGain Technologies. Zerto's ability to replicate without impacting performance was a main driver in the insurance carrier selecting Zerto. Any impact to production has potential business repercussions, making it difficult to process claims and cut checks in a timely manner. The ease of testing was also a big draw for the insurance carrier—previously they had no idea if the data was being replicated until they had to bring up a server on the DR site. With Zerto Virtual Replication, they can see the test happening in real time versus relying on a log file to know the test was completed.

"With our previous solution, it took a team to pull off a DR test—and we couldn't be 100% confident that it would work," said the insurance company's Systems Administrator. "Zerto's testing is so reliable we can schedule one test per month and know it will be 30 minutes, not days."

The biggest benefit of Zerto, however, has been the fact that they've been able to recover from ransomware more quickly and with minimal data loss. In fact, a critical file that had the information required to process payments was one of the files infected in the attack. "Without Zerto, this critical file would have not been recoverable, and it would have taken days to be able to attempt to recover portions of the data," said the Systems Specialist.

BC/DR CHALLENGES:
- Replicate Oracle databases successfully without any disruption
- Minimize downtime and data loss
- Perform DR tests quickly and confidently

ZERTO SOLUTION:
- Allows real-time replication of data without any impact to production
- Delivers RPOs/RTOs of seconds
- Allows the ability to perform tests easily and efficiently

ZERTORESULTS

ZERO
Crashes
No Oracle DB crashes or unsuccessful replication since installing

ZERO
Ransoms
Successfully recovered from ransomware three times, avoiding downtime and significant cost of ransom

100%
DR Test Success Rate

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