



## ABOUT THE CUSTOMER

A global provider of online education, training and certification with infrastructure based in the US. Providing continuous learning facilities to professionals working in a range of industries all around the world, the nature of the organization means that IT is a critical component in driving business revenue, growth and innovation.

## COMPANY AT A GLANCE



**vSphere 6.0 Environment**  
Using EMC & Nimble storage



**322 VMs to Protect**  
Requiring 1,600 vCPUs & 4.2TB RAM



**Microsoft Partner**  
Key partner with large investment in Windows and SQL server

# Global Online Education Provider Embraces the Hybrid Cloud with Zerto and Azure

## Challenges

- Enabling a hybrid cloud strategy that incorporated the best of VMware vSphere & Microsoft Azure
- Reduce the cost and complexity of disaster recovery and increase capacity with a hybrid cloud strategy
- Minimize business impact and downtime while maintaining simplicity and control
- Proving recovery and regulatory compliance with non-disruptive isolated failover testing in the cloud

## Solution

- Zerto Virtual Replication (ZVR) 5.0 & Microsoft Azure enabled the realization of a hybrid cloud strategy
- Removed the need for a DR site by enabling seamless integration with Microsoft Azure
- Reduced the cost of data loss & downtime with RPOs in seconds, RTOs in minutes & automated recovery
- No-impact failover testing to Azure enabled regular DR validation in working hours in minutes with just 4 clicks

## Zerto Results



### 20 Second RPO to Azure

With the world's fastest replication and recovery solution to Microsoft Azure.



### \$2m Saved over 3 years

By using the on-demand capacity of Microsoft Azure for Disaster Recovery, removing the costs of a 2<sup>nd</sup> site.



### Single Pane-of-Glass

All DR operations, both on-premise and in the cloud, managed through a single, easy-to-use interface

## From a Legacy On-Premise Solution...

Our customer's journey began during a storage refresh and disaster recovery project. The company had been rapidly making acquisitions resulting in multiple consolidations of applications, platforms and infrastructures. Because of this accelerated growth, the existing data centers were nearing full capacity and the company needed a solution. Not only did they need to complete the migrations between disparate infrastructures, they also had to minimize the business impact of disasters, and enable a hybrid cloud strategy to increase capacity and reduce costs.

A highly valued, long-time partner was brought in to assist with the project and they didn't hesitate to recommend Zerto Virtual Replication (ZVR). Previous attempts to utilize legacy storage-based replication with an additional orchestration solution had been unsuccessful – protecting numerous large databases and applications at the storage layer was complex, inconsistent and the customer struggled to get everything working together. With the intention of leveraging Microsoft Azure, Azure Site Recovery was also considered, but without a consistency grouping mechanism they had no way to consistently recover multi-VM applications in Azure.

## ...To the Future of Disaster Recovery

After installing ZVR in their vSphere environment in minutes, then linking it to their Azure account using the Zerto Cloud Appliance (ZCA deployed from the Azure Marketplace), the customer could immediately see the benefits of utilizing ZVR and Microsoft Azure for DR. With no downtime and no production VM changes required, they achieved RPOs in seconds and RTOs in minutes.

The TCO analysis proved that the power of ZVR and Microsoft Azure was not only a drastic improvement on their legacy technologies, it also delivered remarkable cost savings. By taking reasonable estimates on the cost of servers, storage, vSphere and Zerto licensing with the management overhead of a DR site, it was easy to see the benefits.

### TCO OF DR TO AZURE

Major Infrastructure Components / 3yr TCO	DIY	ZVR + Azure	Savings
Servers	\$700K	\$30K	\$670K
Storage	\$800K	\$295K	\$505K
Licensing	\$1,148K	\$448K	\$700K
DR Site Management	\$140K	\$0	\$140K
<b>TOTAL</b>	<b>\$2.8M</b>	<b>\$773K</b>	<b>\$2M</b>

\*All costs are subjective and are given as an estimation only.

### THE ZERTO SOLUTION

AZURE RPO	20 Seconds
AZURE RTO	5 minutes
INSTALL TIME	30 minutes
AVG. SYNC PER VM	40 minutes

\*Based on average 462GB per VM over 1 Gbps link with 40% compression.

Because Microsoft Azure allows organizations to only pay for what you use, it is extremely cost effective. Replicated data is stored in cheap blob storage with only a single VM instance containing the ZCA running in the cloud. Recovery VMs are only created when actually required. The burst capacity that Azure was built to provide means businesses no longer have to provision the servers and storage required to run thousands of vCPUs, terabytes of RAM and terabytes of storage, enabling a far lower TCO for their DR solution.

Simply go to the Microsoft Azure Marketplace and search for "Zerto Virtual Replication" to start your journey to hybrid cloud with Zerto and Microsoft Azure today.

### 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, easily incorporate new technology, and quickly adapt to accommodate evolving IT priorities. Learn more at [www.zerto.com](http://www.zerto.com).

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