



ABOUT CANTON-POTSDAM HOSPITAL

Canton-Potsdam Hospital (CPH) is a certified 94-bed not-for-profit community healthcare facility. Its core programs in emergency medicine, acute care, hospitalist medicine, and critical care are supplemented by outpatient health services in Brasher Falls, Canton, Colton, Massena, Norfolk, Norwood, and Potsdam, NY. Canton-Potsdam also features specialist care in over 25 different specialties, including a robust orthopedic surgery and sports medicine program and the Center for Cancer Care. With patient care their biggest priority, downtime is not acceptable. Canton-Potsdam needed a DR strategy that would minimize downtime and ensure it met all healthcare compliance and regulatory requirements.

"Zerto simplifies the most complicated thing in our environment—disaster recovery. Without it, we wouldn't have the confidence to know if there was a DR event and if we'd be able to continue to deliver the highest level of patient care."

BOJAN PETROVIC,
DIRECTOR OF INFRASTRUCTURE AND
SUPPORT, CANTON-POTSDAM HOSPITAL

Zerto Delivers Healthy Disaster Recovery Strategy for Canton-Potsdam Hospital

Challenges

- Implement a disaster recovery (DR) solution quickly due to a potential storage failure
- Need assurance that MEDITECH, its electronic health record system, is protected and easily recoverable
- Have the ability to test on-demand to meet compliance requirements

Solution

- Easily implement a solution that provided protection within hours, not months
- Continuously replicate data with no impact to production, and minimal data loss
- Regularly test with few clicks and provide reporting that satisfies auditor requirements

Zerto Results



Expedited Implementation

Implemented ZVR in hours vs. the months it would have taken to replace storage arrays



Minimal Impact

RPO reduced by over 99%, RTO by 75%



100% Compliant

ZVR allows testing on-demand in 15 minutes to meet compliance initiatives

COMPANY AT A GLANCE



VMs protected
100 soon to be 450



Sites/location
2 sites, half of a mile apart



Storage
EMC VNX, IBM, Nimble



Applications protected
MEDITECH, Medhost, Mosiac,
Carefusion, Citrix, Pyramis,
Prosolv, and user share files

Busy Hospital Gets Proven DR Prescription: Zerto

As a vibrant, respected healthcare provider in a growing community, the impact of downtime is multi-layered: patient vitality risk, loss of revenue, and negative impact to reputation. Canton-Potsdam wanted to re-evaluate its DR plan to achieve the demanding SLAs required by the hospital. Originally, CPH budgeted for a disaster recovery plan for next fiscal year, but a potential storage failure forced the hospital to move forward with plans much sooner.

Canton-Potsdam's previous solution of backing up to tape was too cumbersome to manage and the time it would take to replace two storage arrays was too significant to consider that a viable option. As a result, CPH began to evaluate several DR vendors. It became clear during the evaluation period that Zerto checked a number of boxes, including price point, ease of implementation/use, and best of all, unmatched RPOs of seconds.

In addition, Canton-Potsdam needed to ensure its DR solution would be able to protect one of its most critical applications, MEDITECH, the hospital's EHR system. MEDITECH had not supported or

recommended any DR solution, but after a proof of concept, Canton-Potsdam's Director of Infrastructure and Support Bojan Petrovic was confident that Zerto virtual replication would be able to deliver the level of protection needed.

"We executed a test failover with a team from MEDITECH and were able to show them that the replication worked," said Petrovic. "With Zerto, it was easy to prove that we're able to successfully replicate our EHR and get back up and running with minimal impact to our operations."

Since Zerto has been deployed, Canton-Potsdam has seen additional benefits, including the ability to satisfy strict regulatory requirements through simple, regular DR testing. Using back-ups, it took approximately three days for one datastore test failover. With Zerto, it now takes just a few clicks and approximately 15 minutes to complete a failover test. The simplicity of testing has given Canton-Potsdam the ability to test more frequently while giving auditors confidence in Canton-Potsdam's DR strategy.

ABOUT ZERTO

Zerto, a Hewlett Packard Enterprise company, empowers customers to run an always-on business by simplifying the protection, recovery, and mobility of on-premises and cloud applications. Zerto's cloud data management and protection solution eliminates the risks and complexity of modernization and cloud adoption across private, public, and hybrid deployments. The simple, software-only solution uses continuous data protection at scale to converge disaster recovery, backup, and data mobility. Zerto is trusted by over 9,500 customers globally and is powering offerings for Microsoft Azure, IBM Cloud, AWS, Google Cloud, Oracle Cloud, and more than 350 managed service providers.

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IS-04875