



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 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 (ZVR) 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 ZVR, 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 ZVR 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 3 days for one datastore test failover. With ZVR, 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

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.

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