



## Beyond disaster recovery: TenCate leverages multiple benefits of Zerto Virtual Replication

Two years ago, TenCate North America knew that its legacy BC/DR solution was too cumbersome and unreliable. A multinational textiles technology company, it has sites in California, Tennessee, Texas, Canada, and has its North American headquarters in Georgia. TenCate needed to protect its multiple sites and acquisitions, along with finding a solution that would be easy to use.

TenCate looked at VMware Site Recovery Manager (SRM) and turned it down because SRM could not meet its service level demands, nor adequately manage replication across its heterogeneous IT environments. According to Senior Systems Engineer Jayme Williams, an advisor suggested that TenCate evaluate Zerto Virtual Replication (ZVR). After Williams presented to his management how Zerto ZVR could move a virtual machine (VM) between locations with different storage arrays in a matter of minutes, TenCate immediately made ZVR its BC/DR solution.

After implementing ZVR, TenCate decided to shed Symantec Backup Exec and start using Veeam for longer-term backups. Williams found that Veeam Virtual Lab was cumbersome and did not perform consistently. He then found out how much more effectively Zerto worked in TenCate's 100 percent virtual environment.

"Someone suggested that we do a test failover of Zerto," explained Williams, "and the thought was like a lightbulb, well why didn't I think of that? That's obvious! I went to in Zerto 'Tests-Failover', and boom! There's your sandbox, you can play in it, and do whatever you want. I finished it and turned it off. It is literally click 'test', 'failover'. Even though Veeam is built for the virtual world, it didn't even do this as easily."

### Beyond disaster recovery

Williams began to find and implement more uses for ZVR, starting with off-site backup.

"At the beginning of this year, my boss said we are doing disk backup of all the systems at remote sites over the local area network, and we have Zerto in these same systems," explained Williams. TenCate had copies of each site at its Georgia data center. "He asked why do we have to back them up again across the WAN? I brought that question up during a call with Zerto, and they asked whether we had the latest version. We checked, and I downloaded the new version, and that gave me off-site backup. A week later my boss asked me again, and I said that I can do that now—with this version of Zerto we have an off-site backup function. He asked how much does that cost? I said it's nothing, it is included in the solution."

### Challenges

TenCate with Zerto Virtual Replication had solidified its BC/DR program, and was seeking ways to improve long-term data retention, promote ease of use, manage its cloud migrations, and save money.

### Solution

Zerto Virtual Replication enabled TenCate to shed older solutions, boost its long-term backup, failover to and from remote locations, simplify its disaster recovery plan and extend it beyond IT, and migrate critical servers and apps into AWS.

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**"Without Zerto, we would be back in the physical, non-virtual world, where recovery time and recovery points are going to be days. I'm looking at my Zerto panel, and the longest RPO I've got is six seconds. Without this solution, we would have to backup from yesterday, which means we lose 24 hours, plus however long it takes to get to a remote site and restore everything, get it back the way you like it, turn it on and say okay, you're back in production. With Zerto, you click 'move' and 15 minutes later it's in production."**

— Jayme Williams, Senior Systems Engineer,  
TenCate North America

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As a company, TenCate is looking into the cloud as well as many organizations are looking for any way to increase efficiencies. With the offsite backup feature, Amazon Web Services is used as a target which further reduces costs and reduces risk with a cloud strategy. The executive team was very impressed with how quickly a cloud strategy could be implemented with ZVR.

With the Zerto solution Jayme Williams has also found the following benefits and functions:

- **Fast replication and failover times:** “Aggressive recovery point objectives (RPOs) and recovery time objectives (RTOs): ZVR delivers RPOs of seconds and RTOs of minutes, so applications are available quickly and with minimal data loss.”
- **Reducing complexity of disaster recovery plan:** “My bosses wanted to see how Zerto works,” said Williams. “So we went in and I showed them the ‘failover’ button. Zerto reduces the complexity when something bad is going on. That’s when you don’t want to figure out what you meant six years ago in your recovery plan document. Clicking ‘failover’ is so much easier. If a disaster is declared, then anybody who is authorized can go in and instigate the failover—you are not dependent on just one or two people. My bosses asked how long is it going to take to put this proof of concept into production. I asked Zerto, and they said purchase a license and apply it. I went back and said as soon as you give me a purchase order we’ll be in production.”
- **Service levels—exceeding expectations and reducing costs:** “Our self-imposed limits for mission-critical applications used to be the next day, 24 hours. Now with Zerto, my SLAs are 15 minutes,” said Williams. “And every one that I’m looking at right now is saying that they’re meeting SLAs. And not only that, the RPO is six seconds. It is easier to be confident when we publish our SLAs out to our operational companies and we know that we can do it because the protection status right here is saying so. Not only that, I’m beating it—that six seconds is well below my self-imposed SLA of 15 minutes. This has allowed us to get rid of many traditional tools, such as physical tape, and we save money on that.”
- **Leveraging Zerto to manage AWS migration:** “One of our initiatives, instead of having two data centers, is to collapse the physical server and the cloud server into Amazon Web Services (AWS). Our plan is to use Zerto to migrate the servers that we want into AWS, power them up, and then use Zerto between one primary and one AWS cloud server, and that will be our failover,” said Williams. “I started messing with AWS a while ago, because you could do that for free. And that of course turns into a little bit more, but that ‘little bit more’ compared to what you would put into a capital expense is a lot less. The equivalent of eight \$40,000 disk-based backup appliances, for example, turns into \$150 per month in storage.”
- **Visibility with a single pane of glass:** “Also, we have a lot of remote sites that we can see through the console,” said Williams. “I am sitting here looking at the ones coming from our different data centers, in Tennessee, Georgia, and California. I’m looking across the region, with things being moved in six seconds. It makes it a lot easier to manage and see.”

**“For me the most important result with Zerto is being able to visually see the solution work. When you look at the Zerto console, there are literally three buttons: ‘restore,’ ‘move,’ and ‘failover’. It’s that simple and that easy. It makes you much more comfortable, as opposed to yesteryear, when your boss would ask how confident you are that you can recover something. Now anybody can do recovery. My confidence level goes up, when I can get on the phone and tell somebody what to do for a failover.”**

— Jayme Williams, Senior Systems Engineer, TenCate North America

- **VPGs—the whole application stack:** “Traditionally, you would pick a server and back it up. You may have no idea what that server does, it’s just that they needed it backed up,” said Williams. “With Zerto, you create the VPG (Virtual Protection Group), and you bundle everything together in one application stack. When you group them properly, and fail them over, you are getting the whole application stack from point A to point B.”

- **Collapsing in locations:** "I use Zerto a lot for collapsing in remote locations into the data center," said Williams. "I use Zerto in that capacity to quickly and easily collapse all of these remote sites into a data center with redundant files, or redundant everything, as opposed to getting a phone call saying they can't work, and we can't even get the site."
- **Restoring files:** "I even use Zerto to restore files," said Williams. "Rather than Veeam, I have used it to do a test failover to the other sites, spin it up, grab the file that someone needs, and put it back in the production network. Sometimes that's faster than dealing with backups. You click 'test failover' and ask: show me the file, what do you need? Done."

## About TenCate

Royal Ten Cate (TenCate) is a multinational company that combines textile technology, chemical processes and material technology in the development and production of functional materials with distinctive characteristics. TenCate products are sold worldwide.

Systems and materials from TenCate come under four areas of application: safety & protection; space and aerospace; infrastructure and the environment; sport and recreation. TenCate occupies leading positions in safety fabrics, composites for space and aerospace, advanced armor, geosynthetics and synthetic grass. TenCate is listed on NYSE Euronext (AMX).

## About Zerto

Zerto has developed a software-based platform for workload mobility, migration, protection and recovery in hybrid-cloud environments, allowing for seamless flexibility and manageability of applications whether they reside on-premise or in the cloud. The company's Cloud Fabric platform is based on the award-winning Zerto Virtual Replication software which has become the standard for protection, recovery and migration of data in cloud and virtualized datacenters. For more information, please visit: [www.zerto.com](http://www.zerto.com). ■

# Zerto

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