



ABOUT GLEADELL AGRICULTURE

Established in 1880 Gleadell Agriculture is a leading independent trader of all grains, oilseeds and pulses to markets in the UK and EU. They are a significant supplier to UK millers, maltsters, feed compounders and other consumers of grain and a leading exporter of all grains, oilseeds and pulses to the EU and further afield.

With 140 employees across 5 offices in the UK, purchasing 2,500,000 tonnes from UK farmers annually, the primary trading systems and applications are critical to the financial success of the business. As such, the best protection possible is required to minimize risk exposure.

ABOUT THINK S3

For over 14 years Think S3 have been at the leading edge of evolving technology, specializing in providing business-driven as opposed to technology-driven solutions for organizations of all shapes and sizes.

By helping customers to understand what the cloud is and how it can help businesses to achieve their individual goals, Think S3 are at the forefront of enabling successful digital transformation with minimal risk and disruption.

CASE STUDY: GLEADELL AGRICULTURE

Gleadell Agriculture Guarantees Critical Application Protection Without Snapshots

Challenges

- Reduce risk exposure to the main business-critical financial trading application
- Demonstrate meeting defined SLAs for recovery to key stakeholders & auditors
- Support infrastructure transformation & adoption of a future hybrid cloud strategy utilizing Microsoft Azure

Solution

- Mission-critical applications are protected with an average 14-second RPO & 15-minute RTO
- DR testing can be carried out at any time with concise reports produced for compliance assurance
- Enables IT Resilience by facilitating transformation while maintaining protection & security across platforms

Zerto Results



60x Faster RPOs

RPO reduced from 14 minutes to 14 seconds by replacing snapshots with Continuous Data Protection



Daily DR Testing





Non-disruptive DR Tests are carried out in 15 minutes at 9am every morning for total assurance



Enabling Transformation

Supports future IT strategy by enabling fast and simple adoption of Microsoft Azure for production workloads





COMPANY AT A GLANCE

-  **VMware vSphere 5.5**
Supporting Future MS Azure Strategy
-  **70 Miles Between Sites**
NetApp Arrays → S3 Managed Co-Lo
-  **15 VMs protected**
3.5TB Replicated between sites
-  **All Tier-1 Apps Protected**
Main Trading App, SQL DBs, ERP

"Over the years, I've seen so many problems caused by snapshots. Having a solution that doesn't use them means I can go to bed without worrying about whether things will still be there in the morning."

TRISTAN HARGREAVES
IT MANAGER AT GLEADELL AGRICULTURE

THE ZERTO SOLUTION

Old RPO		14 minutes
Zerto RPO		14 seconds
Old RTO		Never tested
Zerto RTO		15 minutes

Provable Risk Reduction for Mission-Critical Systems

The heart of Gleadell Agriculture is the trading floor, where high-paced transactions and dynamic markets mean that there is a big financial impact if trading applications become unavailable for extended periods, or worse, large amounts of transactional data is irretrievably lost. The company needed to be certain that the mission-critical systems were protected in near real-time and would be recoverable in minutes if needed, but the existing backup and replication solution couldn't provide that assurance.

Gleadell called in a partner of 7 years, Think S3, to assist them with implementing a new solution. Tristan Hargreaves, IT Manager at Gleadell, had first come across Zerto Virtual Replication (ZVR) some 3 years ago and had been "blown away" by its capabilities back then. Think S3 were keen to run a side-by-side comparison of ZVR 5.0 with the existing solution, Veeam v9.5, so advised Gleadell to download the free trial of ZVR and assisted them with the implementation.

The comparison made the advantages of Zerto very clear. With Veeam, a snapshot-based solution, the best RPO achieved was 14 minutes. But using block-level replication, ZVR delivered a 60x lower RPO of just 14 seconds. Complexity and consistency concerns prevented the team from carrying out a test with Veeam, but a successful DR test was completed in only 15 minutes with Zerto. Virtual Protection Groups ensured applications were recovered consistently with just a few clicks, making the process was so easy with ZVR that Gleadell now carry out DR tests every single morning.

Embracing the Cloud with Confidence

Gleadell is one of many businesses already embracing hybrid cloud and the ability of ZVR to align with the future strategy became another deciding factor for the team. At present the main business runs on-premises, but Gleadell is in the process of utilizing Microsoft Azure to develop a bespoke ERP & CRM system. When this goes live, the remaining production applications will also move into Azure.

ZVR will enable Gleadell to migrate workloads into the cloud at will and crucially, protect them back to their on-premises infrastructure once there. Gleadell will then have the flexibility to either replace the physical infrastructure or move the remaining on-premises services, such as DR, to the cloud as well when hardware needs replacing.

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.

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