HAPO Community Credit Union Saves 40% with Zerto

The Zerto Solution Reduces Storage Footprint by More than 40%

HAPO Community Credit Union (HAPO) began a virtualization initiative to better meet changing market requirements—with virtualization, they would be able to quickly provision resources to meet business needs. To ensure the availability of their environment, they were using an array-based solution that consumed more storage than they liked and lead to concerns regarding replication frequency. With Zerto, HAPO reduced their storage footprint by 43% and eliminated the need to purchase additional storage for the foreseeable future, helping them dramatically reduce costs.

The Problem

HAPO followed the banking industry trend and had gone paperless, increasing the importance of protecting their IT infrastructure. They were replicating once per day or hour (depending on the importance of the application), which was really impacting their recovery point objectives (RPOs) and recovery time objectives (RTOs). They had 1 GB in bandwidth and were still limited in terms of how often they could replicate data. This was especially concerning because their lending software constantly updates throughout the day. They had virtualized to improve their BC/DR process, and it was getting better, but there were still concerns.

Why Zerto?

Upon the referral of their technology services reseller and Zerto Alliance Partner, Right! Systems, HAPO evaluated the Zerto solution and experienced an immediate positive impact within their environment. They now realize real-time replication across all their applications, providing operational consistency for their entire enterprise.

- **Virtual-aware, granular VM-level replication:** HAPO replicated exactly what they needed: the virtual machines supporting a specific application. This ensures they are not wasting storage by replicating “white space” and resulted in a 43% storage savings. They will not have to purchase storage for the foreseeable future.
• **Aggressive recovery point objectives (RPOs) and recovery time objectives (RTOs):** Near real-time replication minimizes data loss and ensures fast access to applications and data. The Zerto solution matched the performance of their physical environment, providing a consistent Service Level Agreement (SLA) across the environment. Applications and data can be back online in five minutes or less.

• **Reduced bandwidth requirements:** HAPO had significant bandwidth available, but still had to limit their replication to ensure production would not be impacted. Zerto not only replicates the virtual machine, but also offers compression and throttling capabilities to minimize the data going over the network and ensure that production applications have access to the resources they need.

• **Simple failover testing:** The testing of the BC/DR process is simple and can be done with one click, giving peace of mind that the solution will perform as expected and that critical information and applications will be protected.

**Challenges**

The business continuity solution must:

• Minimize data loss
• Efficiently utilize existing resources
• Support aggressive service levels with near real-time replication
• Simplify DR testing

**Solution**

The Zerto Solution:

• Continuously replicates for near-zero data loss
• Reduced storage requirements by 43%
• Delivers RPOs of seconds and RTOs of minutes
• Allows one-click testing, easily verifying protection

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**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. [www.zerto.com](http://www.zerto.com)

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