

**About HAPO Community Credit Union**

HAPO Community Credit Union has been serving members for over 60 years in southeastern Washington State. Over 300 employees provide services for more than 100,000 members. We are a full service financial provider, offering savings, checking, money market and savings certificate accounts, as well as loans of all types. Our members take full advantage of our 14 locations and our online banking features.

**About Right! Systems, Inc.**

Founded in 1993, Right! Systems, Inc. (RSI) is a leading Systems Integrator in the Pacific NW, servicing customers worldwide. RSI is a comprehensive provider of engineering, consulting, integration, procurement, and support services. Collaborating with clients, RSI provides insightful analysis and industry-specific counsel on strategy, best-practices, technology, and management; from design through implementation and encompassing all levels of on-going support.

# HAPO Community Credit Union Saves 40% with Zerto

## The Zerto IT Resilience Platform 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. Utilizing the Zerto IT Resilience Platform, 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 with their lending software that 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 IT Resilience Platform and experienced an immediate positive impact within their environment. They are now able to 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.

“Zerto has quickly become one of the most important purchases we have made recently. We have reduced our storage requirements, and greatly improved our BC/ DR process. The service levels we are delivering to the business we never thought would be possible. It really helps me sleep at night. I know the application will be available in five minutes.”

Kevin Jackson,  
Senior Network Administrator,  
HAPO Community Credit Union

“Application and information availability is more important than ever. Zerto provides a unique and elegant solution delivering business continuity and disaster recovery for the many virtual environments we encounter daily. As a multi-vendor systems integrator, Right! Systems values solutions such as the Zerto IT Resilience Platform which provide a consistent BC/ DR solution across a heterogeneous environment. With Zerto, we can continue to differentiate ourselves while creating the highest level of customer satisfaction, today and well into the future.”

Sean Padgett,  
EVP of Sales and Marketing,  
Right! Systems

- **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 IT Resilience Platform 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 5 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 ensuring 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 IT Resilience Platform:

- 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

## About Zerto

Zerto helps customers accelerate IT transformation by eliminating the risk and complexity of modernization and cloud adoption. By replacing multiple legacy solutions with a single IT Resilience Platform, Zerto is changing the way disaster recovery, data protection and cloud are managed. With enterprise scale, Zerto's software platform delivers continuous availability for an always-on customer experience while simplifying workload mobility to protect, recover and move applications freely across hybrid and multi-clouds. [www.zerto.com](http://www.zerto.com)

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