



## Executive Overview

**Client:** A university healthcare system with a combined school of medicine and public health services

- Serves more than 600,000 patients each year
- Operates 7 hospitals and more than 80 outpatient sites
- Revenue of \$2.9B

**Environment:** About 2,200,000 GB storage, 2 sites, 2,000+ total VMs

**Workforce:** Employs more than 1,700 physicians and 21,000 staff who engage in research, education, and clinical care

**Goals:** To provide remarkable healthcare through service, scholarship, science, and social responsibility

From the first time we downloaded a trial of Zerto, we were replicating data within 30 minutes and I was able to failover a system. I've never seen software work like that—so simple and easy.”

IT Systems Analyst,  
University Healthcare System

# Healthcare System Protects All Application Tiers, Lowers Cost and Gets a Clean Bill of Data Health with Zerto

A large healthcare system in the Midwest decided to merge its hospital and clinic with its medical foundation. A new unified IT department was tasked with consolidating the infrastructure and implementing a disaster recovery strategy that could scale with rapid data growth while meeting the recovery point objectives (RPOs) and recovery time objectives (RTOs) that physicians and staff expect.

Prior to consolidation, the healthcare system used nine different storage arrays from seven different vendors. The data was protected with four different software applications, which created complexities around finding and restoring the data. “It was time-consuming trying to get to the data and find out where it was,” said the IT Systems Analyst. “We couldn’t meet the RTOs and RPOs required by the business. It would take four to five hours to restore a VM.”

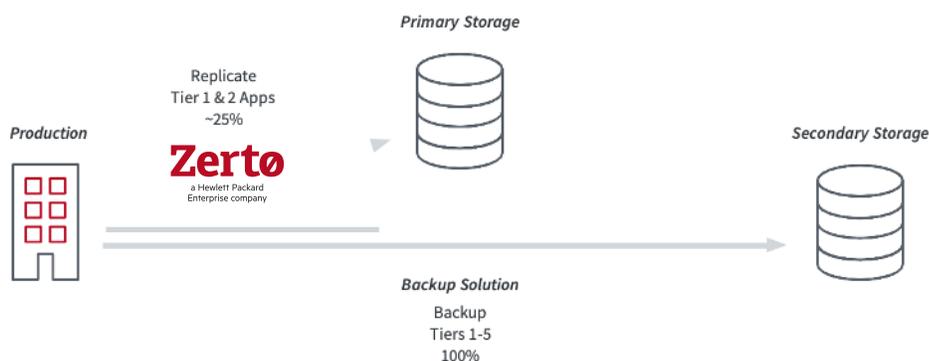
Determined to modernize its infrastructure, disaster recovery, and backup plans, the healthcare system had dual goals of simplification and consolidation. Before Zerto, it took a full-time team of 25 IT staff over six months to move 2,200 VMs from five data centers into two, and from four backup solutions to one.

When the healthcare system chose Zerto, a Hewlett Packard Enterprise company, for its disaster recovery (DR) solution, Zerto quickly became the preferred solution for not only DR, but also for migration and backup. After implementing Zerto, one person moved 400 VMs in less than a week, a significant improvement over the initial six-month migration. The IT Systems Analyst said, “Now our VMware experts don’t use native tools to move VMs because of the risk of failure. They just reach out to me to move their VM, and I can move it within five minutes to an hour.”

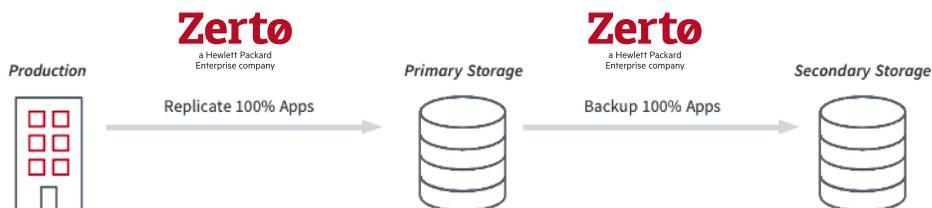
Zerto also simplifies recovery with continuous data protection and journal-based recovery for short- and long-term retention. The healthcare system can rewind and recover from any point in time after a disaster, allowing quick restoration of files and servers with virtually no data loss. After one of its data centers flooded, the healthcare system restored a destroyed server within five minutes.

Zerto helped the healthcare system rethink its IT resilience strategy. “It doesn’t matter how big or small, how important or unimportant the piece of data, when your application owner loses their system, it might not be patient- critical, but it’s still critical to this person and to their job function,” the IT Systems Analyst explained. The healthcare system dispensed with its backup vendor and protects all of its application tiers with Zerto, eliminating the complexities and costs associated with managing multiple tools for migration, DR, and backup.

## Environment Prior to Zerto



## Environment with Zerto



### 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 eliminates the risk 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 solve for ransomware resilience, disaster recovery, and multi-cloud mobility. Zerto is trusted by over 9,500 customers globally and is powering offerings for Amazon, Google, IBM, Microsoft, and Oracle and more than 350 managed service providers. [www.zerto.com](http://www.zerto.com)