



Executive Overview

More than 90 percent of the homes built in the last 50 years have included window- and door-related products from AmesburyTruth. As the North American division of London-based Tyman plc, AmesburyTruth employs more than 3,000 workers in its manufacturing plants across the United States, Canada, and Mexico to produce components for residential and commercial window and door manufacturers.

From its headquarters in Edina, Minn., AmesburyTruth has been in high-growth mode through major acquisitions over the last couple of years with the potential for more in the future. With each new purchase and expansion in sales and operations, AmesburyTruth must frame and lock down processes for merging datacenters, maintaining services and protecting data with an effective and straightforward IT resilience program.

Even though we were already impressed with what we heard about Zerto, I asked one of my teammates to get a free trial, and lo and behold it worked as advertised.

Pat Bayer
Amesbury Truth, CIO

AmesburyTruth Combines Rapid Growth and IT Resilience with Zerto

Challenges

- Previous DR method wasn't delivering desirable RPOs/RTOs, was cumbersome and resource intensive
- Cloud-first initiative requires a solution that gives flexibility to use Microsoft Azure as a disaster recovery (DR) target
- Rapid growth by acquisition introduces new data centers and applications to consolidate and protect

Solution

- Zerto works with Azure to enable greatly reduced RPO/RTOs with less overhead
- Ability to replicate to, from, and between multiple clouds
- Quickly integrate new companies into existing infrastructure by consolidating datacenters

Zerto Results

- Resource reallocation allows employees to be assigned to more strategic initiatives and eliminates the need to continuously manage backups
- Reduced RPO by over 90% and cut RTO in half which helps serve business needs and requirements
- Enables cloud-first strategy to support future IT needs by enabling fast and simple adoption of Microsoft Azure

Zerto—A Better View into IT Resilience

Any company that experiences growth and success at the rate of AmesburyTruth knows the challenge of consolidating IT operations like datacenter management and disaster recovery. AmesburyTruth is growing at a blistering pace as nearly every home built these days incorporates some part of its window and door components such as frames, locks, and hinges. Over the last couple of years, the company has made major investments in strategic acquisitions and expanded from 2,000 to 3,000 employees in a matter of months.

With every company purchased comes a datacenter that must be consolidated, along with new data to be protected under an IT resilience plan. In the past, AmesburyTruth relied on tape backups, which was considered a “major headache” and cloud-based solutions to secure data and maintain operations. The old approach also required dedicated personnel to oversee the backup procedures.

AmesburyTruth needed an IT resilience solution to provide replication of production servers to the company’s primary datacenter in Owatonna, Minn., along with remote sites across the United States, Mexico, and Canada. They needed to protect critical applications that included ERP software, databases and web servers as part of its Microsoft environment of Office 365 and Azure.

After searching the market for options, the company began looking at Zerto through a free trial, and found the solution was everything it claimed to be.

“Even though we were already impressed with what we heard about Zerto, I asked one of my teammates to get a free trial, and lo and behold it worked as advertised,” said Pat Bayer, CIO of AmesburyTruth. “We were all so impressed with how easy it was to implement. It’s especially rare when you find software that just works, and I couldn’t say that about the other options we explored.”

Since implementing Zerto, Bayer says his organization is more confident in the company’s DR strategy, giving them the peace of mind that their infrastructure is stronger and more secure than before.

The company was able to migrate two datacenters at a fraction of the time it would have taken before Zerto, without extended outages to their protected systems. They also no longer need dedicated resources to monitor backups. Those employees are now able to focus on more strategic issues.

Zerto also facilitated an easy connection with the company’s investments in Microsoft including Office 365 and Azure for easy data transport to and from the cloud.

Zerto also enabled Bayer and his team to roll back from several failed servers.

“Zerto really saved us while in testing mode when we thought we had a good backup of a particular server. It turns out we didn’t, so we recovered with Zerto and got the settings we needed to restore full operation to the live environment in no time,” Bayer said. “We also managed to reduce our RTO down to 4 hours and our RPO down to seconds.”

Moving forward, AmesburyTruth is excited to take advantage of converged backup and DR with Zerto and is planning for more frequent DR testing.

“Zerto has really won us over for its simplicity, reliability, and support,” Bayer said. “Anytime we’ve had a question or ran into an issue, which seldom happens, we’ve always been able to connect with a support rep who stayed with us until the problem was resolved. Because the product is so intuitive and easy to use, our team absolutely loves it.”

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. Built for enterprise scale, Zerto’s simple, software-only solution uses continuous data protection to eliminate the risks and complexity of modernization and cloud adoption. www.zerto.com

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