About Insight Global

Insight Global is a staffing and services company that specializes in sourcing short-term, long-term, direct placement, and executive-level positions. They empower and enable individuals to pursue opportunities because they believe when we all work together, anything is possible.

> Zerto has over-exceeded our expectations. We've benefited greatly from implementing Zerto targeting Azure as a DR datacenter—not only from a cost perspective but from a flexibility, scalability, and reliability perspective as well.

TJ Kasabia,
Senior Systems Engineer, Insight Global

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.

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Insight Global Cuts Costs by 40-50 Percent by Pairing Zerto with Microsoft Azure

Insight Global delivers service-based staffing solutions to Fortune 1000 companies, so applications—such as their CRM system—are critical. This system is where contractors log time and do invoicing, and, on the back end, it's an accounting tool to ensure accurate time entry and billing. If they couldn't access this data, the company would risk revenue loss and the ability to pay its employees.

Insight Global's previous disaster recovery (DR) solution was mirroring critical systems from their primary location in Atlanta to their secondary colocation facility on the West Coast. They used a combination of database replication, storage array replication, and syncing application code via scheduled jobs.

Although these DR methods worked, they created several challenges, from having insufficient hardware resources to constantly needing to troubleshoot database replication problems to dealing with lengthy failover processes, with one of their older CRM systems taking four hours for a full recovery. Staying with their existing solution would require significant investment to upgrade their hardware, including an increase in facility costs.

Insight Global needed a DR solution to meet the growing demand of their business and IT environments that was cost-effective and efficient. Additionally, they were tasked with migrating all their environments from their primary datacenter to a new datacenter, so they needed a solution that offered minimum downtime. They also knew they wanted to leverage Microsoft Azure for DR since they already had a large footprint in Azure, and they valued the scalability, reliability, and cost efficiency it provided.

To meet these requirements, Insight Global chose Zerto. To ensure Zerto was the right solution, Insight Global ran a proof of concept. Insight Global liked Zerto's quick and easy setup, which required no network configuration and featured simple integration. With Zerto, Insight Global found that they were able to reduce their failover process from four hours to four minutes.

In addition to cutting costs and time, the company has leveraged Zerto for Azure's region-to-region DR. Using a fully automated process, Insight Global is able to replicate data between sites with low recovery point objectives and low recovery time objectives while saving money.

"We were paying close to $4,500 a month to replicate our CRM environment from Azure to Azure, and we were able to cut costs by 40 to 50 percent by using Zerto. On top of that, the time frame for us to run failover tests is 15-20 percent faster in comparison to Azure Site Recovery," said TJ Kasabia, senior systems engineer at Insight Global.