



## ABOUT ASTA

Asta are the leading third party managing agent at Lloyd's having helped pioneer the turnkey start-up model for Lloyd's syndicates over a decade ago. They have established 18 Lloyd's businesses with 100% track record on approvals.

The insurance sector is constantly evolving and changing and the success story of Asta shows how they can respond and adapt to change, but in order to maintain this agility Asta need a solution that goes above and beyond traditional disaster recovery capabilities.

**"Before Zerto our DR Tests would never be complete until the next day and they needed monitoring the whole time. Now we can do it at any time of day and have a report ready in less than 5 minutes. It's just so easy and controlled that anyone can do it!"**

**THOM TURNER**  
INFRASTRUCTURE SYSTEMS  
ADMINISTRATOR

# Asta Future-Proof IT with Zerto Virtual Replication

## Challenges

- Remove complexity of managing multiple point solutions which increased risk exposure
- Perform regular recovery testing without impacting business operations or out-of-hours work
- Meeting recovery SLA's to ensure minimal data loss and downtime

## Solution

- One product for real-time replication, automation and monitoring removing multiple point solutions
- Testing completed in 5 minutes during production hours with zero impact to operations
- Any point-in-time recovery journaling providing RPOs in seconds and RTOs in minutes

## Zerto Results



### 250X FASTER DR TESTING

Reduced from 18-24hrs to less than 5 minutes - now performed in working hours by 1 person



### INSTANT ROI

Storage-agnostic replication enabled new, cheaper storage, repaying the Zerto investment immediately



### RESILIENT & FUTURE-PROOF IT

More pro-active approach to BC/DR enables a resilient, flexible and future-proof infrastructure

## The Power of Zerto Virtual Replication

As soon as Zerto Virtual Replication was trialed by Asta its benefits immediately became clear. The simplicity of the solution was almost overwhelming. Asta had ZVR installed and performing successful failover tests within 45 minutes. Replication and recovery was now easily managed through a single web-based interface that integrates directly into the hypervisor management platform, significantly reducing the operational overheads of managing storage based replication separately.

Before Zerto, the WAN connecting Asta datacenters would often become saturated by large snapshot based replication which in turn breached SLAs. ZVR replicates continuously by sending small compressed packets of changed blocks as they are occurring, rather than sending large chunks of data on a schedule. This reduced the bandwidth requirements, freed up network capacity and minimized the RPOs to just seconds, ensuring SLAs are always met.

### ASTA AT A GLANCE



380 VMs protected  
VMware vSphere 5.1



58 TB Storage  
Nimble & VNX Series

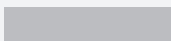


45 Minute Trial Install  
No impact, no downtime

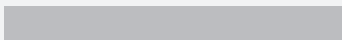


Applications Protected  
SQL (1.4TB), SharePoint, Custom  
In-House Apps

### THE ZERTO SOLUTION

Old RPO  4 hours

Zerto RPO  10 seconds

Old RTO  8 hours

Zerto RTO  5 minutes

## Proving Compliance with Non-Disruptive Testing

DR testing at Asta used to be a highly disruptive experience, typically taking 18-24hrs to complete and requiring constant operational oversight throughout. In contrast, the first DR test with Zerto was completed in 5 minutes by just one person, with no disruption to production workloads or the ongoing replication.

The detailed report that was received on completion of the test instigated an audible sigh of relief among the team, as they knew that now, they could have their weekends back! The 250x reduction in time to test means Asta can always prove compliance with financial regulations at the drop of a hat.

## Removing Lock-In to Future-Proof IT

Freedom of choice was crucial for Asta. As Zerto is storage agnostic, it meant that during a storage refresh, Asta could purchase just one SAN instead of two by mixing storage vendors. This cost saving immediately returned the investment in Zerto making it free. In future, Asta now have the freedom to implement new hypervisors, storage technologies or build hybrid clouds with Azure or AWS to meet evolving business needs or effect cost savings as required, without impacting their existing investments or requiring new tooling. This is how Asta future-proofed their IT with one simple solution by switching to Zerto Virtual Replication.

### 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 platform eliminates the risks and complexity of modernization and cloud adoption across private, public, and hybrid deployments. The simple, software-only platform 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.