

ZERTO CUSTOMER CORNER | Q3 2023

Welcome! Check out the highlights in this quarter's edition of the Zerto Customer Corner:

- Take a look at **What's New in Zerto 10** and a recap of our launch event!
- Learn more about **HPE GreenLake for Disaster Recovery**.
- Are you attending **VMware Explore** in Las Vegas August 21-24? Come pick up your special gift!
- Listen in on upcoming webinars that can help you battle ransomware and improve your cloud migration strategies.
- Check out some of our new customer reviews on their Zerto experience.
- We have new customer-facing videos on ZVMA & hands-on labs to try out!

If you have suggestions on how we can improve future editions, please send us an [email here](#).

Past Newsletter Editions:

[April 2023](#)

[January 2023](#)

[November 2022](#)

[August 2022](#)

01

[Zerto 10 Launch](#)

02

[HPE for GreenLake
Disaster Recovery](#)

03

[Webinars and Events](#)

04

[Customer Spotlight](#)

05

[Trainings & Labs](#)

Zerto 10 Launch



If you missed our live-streamed Zerto 10 launch event with our guest speaker & one of the world's most famous hackers, Kevin Mitnick you can watch a replay [here!](#)

For more information on the Zerto 10 new features, datasheets, and demos please visit our [Zerto 10 Launch Page!](#)

Here are the 4 key highlights of our Zerto 10 launch:

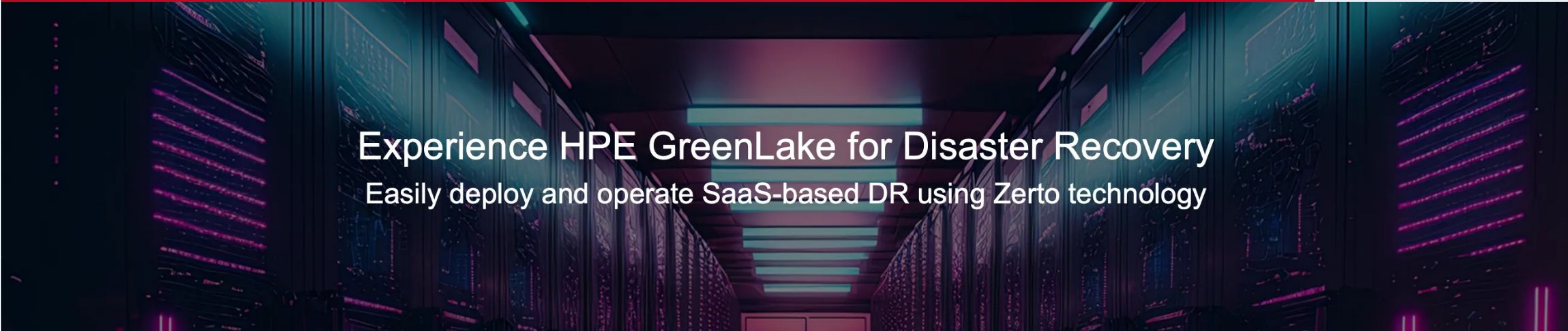
Real-Time Encryption Detection: Earliest warning alarm so you can take action within seconds of a malicious encryption event.

Cyber Resilience Vault: Ensure recoverability after even the worst attacks with Zerto 10's new Cyber Resilience Vault, a completely isolated, air-gapped recovery environment with immutable copies on secure, high-performance hardware. The Cyber Resilience Vault uses zero trust architecture and a combination of best-in-class software and hardware to provide a highly secure clean room—all while enabling rapid recovery in minutes or hours, not days or weeks.

Enhanced Cloud Protection for Azure: Enhance in-cloud data protection for Microsoft Azure with new replication architecture for more efficient scale out protection of 5000 VMs to, from, and within Azure.

Secure Zerto Appliance: Minimize the attack surface and experience seamless migration with the new Linux-based appliance. The Zerto Virtual Manager Appliance (ZVMA) is easy to deploy and is more secure, including support for multi-factor authentication (MFA) and role-based access control (RBAC).

HPE GreenLake for Disaster Recovery



Experience HPE GreenLake for Disaster Recovery

Easily deploy and operate SaaS-based DR using Zerto technology

Zerto is now available as a SaaS-based disaster recovery (DR) subscription service on the edge-to-cloud platform, known as HPE GreenLake for Disaster Recovery! Experience Zerto as a self-service solution on a secure, global management platform alongside other cloud services like HPE GreenLake for Backup and Recovery, storage, networking, and more.

You get that same fast, flexible recovery from any disruption with industry leading low RPOs and RTOs using Zerto's continuous data protection (CDP) technology, on a single cloud control plane with multi-site visibility.

Learn more about HPE GreenLake for Disaster Recovery in this blog and get started now for free by signing up for a [90-day full-featured trial!](#)

If you have more questions, contact our team directly at gldr-product@hpe.com to get the user guide, other resources and ask about a free sandbox environment to test it.

[Learn More and Register Here](#)



EVENTS

Are you coming to VMware Explore 2023?

We want to see you there!

Zerto is a gold sponsor at this year's VMware Explore event on August 21st – August 24th in Las Vegas. If you're planning to attend, [email us](#) to let us know. Then, come see us at **booth #301** to pick up a special gift we'll reserve for you!

[Sign up](#) to do a PeerSpot review onsite during the event to share your Zerto experience and get a **\$50 Amazon gift card** in addition to your special gift.

WEBINARS

Ransomware: Best Practices for Prevention, Mitigation, and Recovery

Thursday, August 17 at
12:00 pm ET | 9:00 am PT | 5:00 pm BST

Hosted by: ActualTech Media

[Join us for this ActualTech Media MegaCast](#) on 8/17 as our very own Mike Nassis and Bob Brown from TierPoint discuss best practices for ransomware prevention, mitigation, and recovery with TierPoint powered by Zerto! Register here and attend live for a chance to win 1 of 5 New 15" MacBook Airs as well as a \$300 Amazon gift card every 30 minutes during the MegaCast.

[Register Now](#)

Building a Cyber Resilience Vault with Zerto

Thursday, August 17 at
11:00 am ET | 8:00 am PT | 4:00 pm BST

Hosted by: Andrew Silva, Technical Marketing Manager

The next evolution of data protection requires ironclad cyber vaults as a key part of your ransomware resilience strategy. Introduced in Zerto 10, The Zerto Cyber Resilience Vault uses a decentralized zero trust architecture to achieve rapid air-gapped recovery designed for mitigating even the most devastating ransomware scenarios.

Join this session as we go in-depth on the vault architecture to show you how we have combined Zerto's ultra-low RPOs and RTOs with the untouchable performance of HPE Alletra and HPE ProLiant hardware, enabling you to architect and customize an ironclad recovery vault.

[Register Now](#)

WATCH ON DEMAND

Zerto Virtual Manager Appliance (ZVMA)

Hosted by: Andrew Silva, Technical Marketing Manager and Justin Paul, Senior Product Manager

Zerto 10 is just around the corner—and with it, the powerful new Zerto appliance for easy, secure management of your Zerto deployments. Watch this on-demand webinar to learn all about the Zerto Virtual Manager Appliance (ZVMA), its key role in Zerto architectures, and a live demo of how to easily migrate your existing Zerto managers to this new virtual appliance.

Andrew & Justin share all the highlights in this webinar, including:

- Top ZVMA benefits that customers are excited about
- Critical appliance features for security
- Pre-migration considerations and requirements
- How to update your automation scripts to work seamlessly with a ZVMA

[Watch Now](#)

Customer Spotlight



CUSTOMER REVIEW

One of our customers highlights how they have low RPOs because of how efficient the near-synchronous replication is:

" Zerto is considerably faster than our previous disaster recovery testing, which has saved us a significant amount of time. Zerto's near-synchronous replication is great. Our RPO is around ten seconds."

[Read the Full Review](#)

CUSTOMER REVIEW

An IT analyst at a wholesale/distributor company has seen significant reductions in RPOs and loves our near-synchronous replication as well:

"The near-synchronous replication is one of the primary reasons we're using Zerto because we have recovery intervals of sub-five seconds. On a scale of 10, where 10 is "very important", this feature is a 10."

[Read the Full Review](#)

CUSTOMER REVIEW

Rohit highlights the ease of use of Zerto's DR Product:

"This tool has changed the way of DR or DR tests. Very simple and easy to manage, and the best part of we can make a point of recovery of protected VMs, and the DR is possible for VMs running with RDMs."

[Read the Full Review](#)



PeerSpot Reviews

Share Your Review.
We'll Show You the

~~\$50
Money!~~

Your point of view matters to us...and it's valuable to your peers too! Share your Zerto product review with us on PeerSpot.

HOW IT WORKS:

- Click the link below to select a time that works for your schedule
- Attend the 20-minute call with PeerSpot and talk about your experiences with Zerto
- PeerSpot will transcribe and edit your conversation into a full review for posting
- Once your review goes live, you'll receive a **\$50 thank you Amazon gift card**

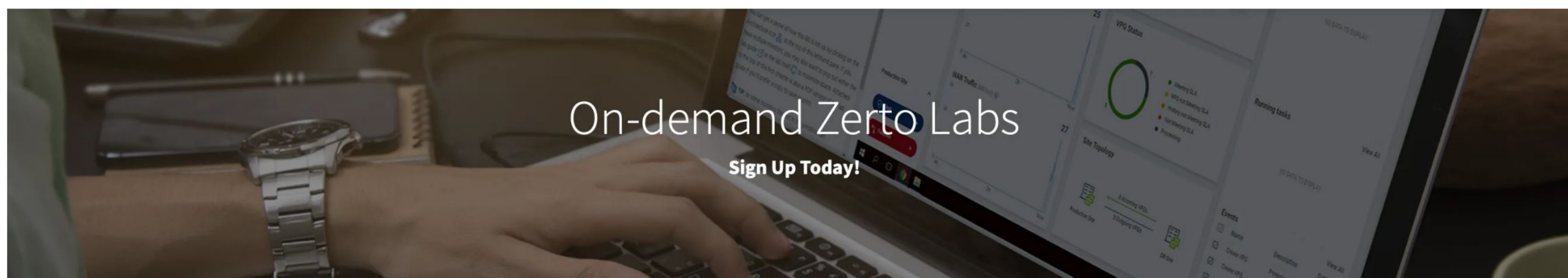
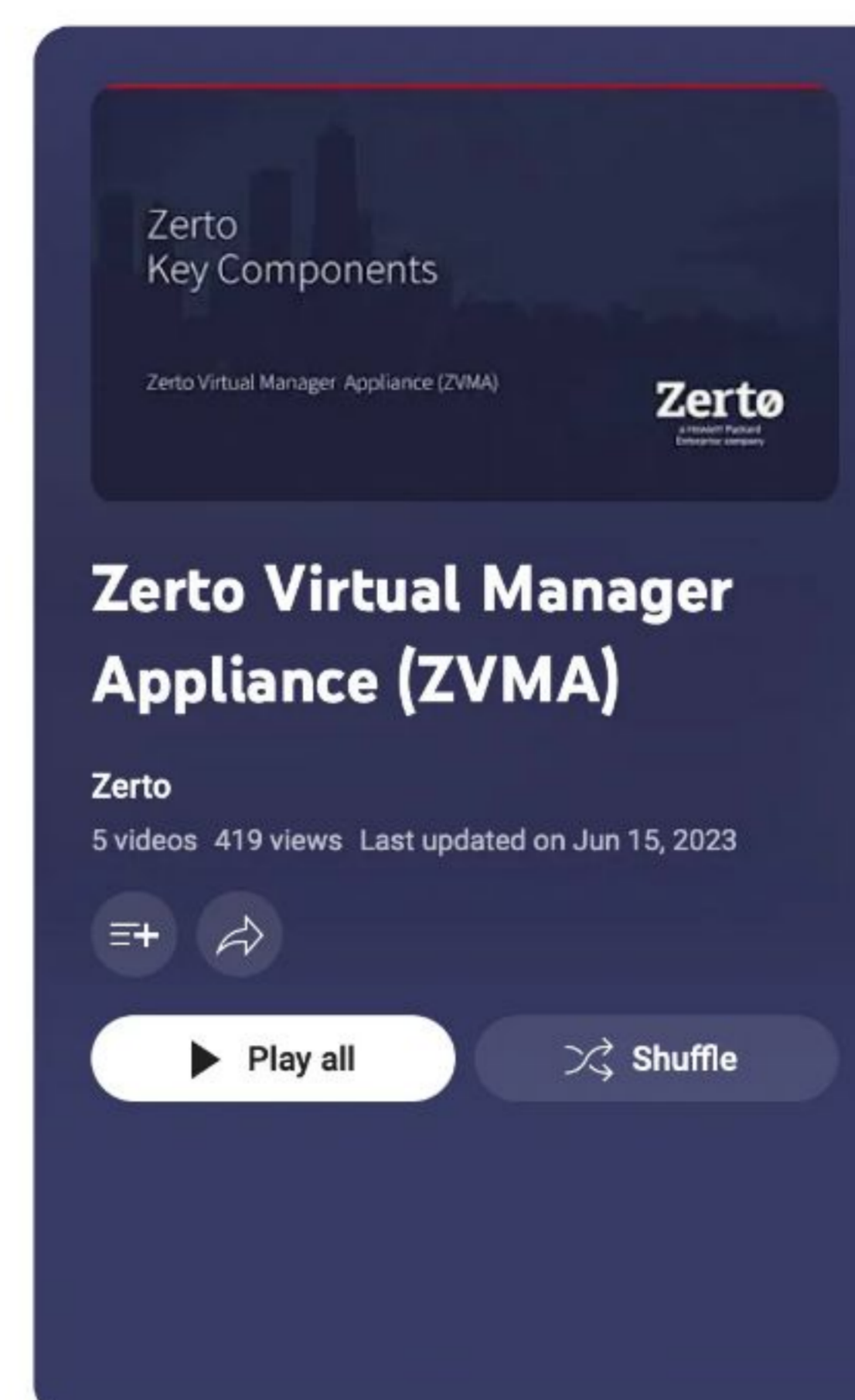
[Schedule Your Call](#)

Get started with the ZVMA

Check out Zerto's 6-part customer-facing video series on the [ZVMA \(Zerto Virtual Manager Appliance\)](#)! Learn about the hardened appliance and how to migrate to it, which is required for Zerto 10. New videos are being added all the time – watch this space for updates!

Want to learn more about Zerto 10 and the ZVMA? Read about its enhanced security and the easy-to-use migration utility in our [blog](#).

[Read Blog](#)



Zerto Hands-on Labs

There are two brand-new Zerto Hands-on Labs to try!

1. In Getting Started with Zerto 10, learn to install the ZVMA, set up protection of VMs in a Virtual Protection Group (VPG) and test for yourself Zerto's rapid recovery capabilities with live and test failovers. Users will learn first-hand how easy it is to get started with the latest version of Zerto's solution and its always-on, continuous replication.
2. In Managing Protection with Zerto 10, explore beyond the basics in this intermediate lab focused on advanced settings and full run-throughs of the major recovery operations. Learners will use Zerto 10 with VMware vSphere to investigate features such as pre-seed and re-IP before practicing restores, failovers, tests, and moves. The lab also focuses on ransomware and uses real infection to practice recovery using Zerto without paying a ransom or losing files!

Ready to see how Zerto 10 works for yourself? Check out our free Hands-On-Labs by signing up below.

[Get Started](#)