



Migrating and Protecting against Ransomware with Zerto to Support Logistics at Scale

USE CASE

Migrations, multi-cloud, data protection, outages

Executive Overview

For more than 25 years, a leading freight brokerage firm in North America has solved its customers' shipping needs by connecting them with carriers that have availability and capability. With annual revenues in the billions and more than 3 million loads moved last year, the company's rapid expansion required AT architecture scale without risking downtime.

“Zerto eased the minds of leadership because they were concerned about ransomware. Now that we have Zerto set up and are DR testing, it has given us more confidence in our DR strategies.”

— Systems Engineer II

Challenges

- Scale out IT architecture to support a rapidly expanding company
- Migrate VMs from Hyper-V to VMware
- Implement a disaster recovery (DR) testing program

Solution

- Migrate 1,500 VMs from Hyper-V to VMware with Zerto
- Reduce downtime while increasing scale
- Begin regular failover testing with Zerto

Results



Reduce migration time

Migrate 30 VMs at once with Zerto rather than one VM at a time with VMware Converter



Increase ransomware resilience

Protect 400 mission-critical VMs with Zerto



Reduce downtime

Eliminate costly VM migration downtime with Zerto's seamless migration capability

Zerto Supports Growing Logistics Enterprise with Effective Migration

As they rapidly expanded, a major shipping logistics company needed data center solutions that could keep up with the scale of their ambition. Their journey began with Hyper-V, but eventually they switched to VMware for its scalability. When they required a solution to migrate all 1,500 of their VMs from Hyper-V to VMware, they turned to Zerto, a Hewlett Packard Enterprise company.

The company chose Zerto after a proof of concept facilitated by Ahead, a Zerto Alliance Partner. Out of all the options, they went with Zerto primarily for its easy migration, vendor agnosticism, and replication capability.

“Along with the migration, we also liked the replication piece,” says a systems engineer at the company.

Zerto helped the company migrate approximately 1,500 VMs from Hyper-V to VMware in a fraction of the time it would have taken VMware Converter, the freeware solution they were considering. The company also benefits from scheduled migrations for specific VMs.

“It’s made our migration seamless,” said another systems engineer. “Zerto solved a lot of the roadblocks that we’d run into in the past.”

Zerto migrated 30 VMs at once as opposed to VMware Converter’s one-at-a-time approach. The company also used Zerto to migrate between its production data center in Cincinnati and failover data center in Chicago. They save time by creating virtual protection groups during the day and migrating them as soon as the change window opens.

The IT team appreciates the ease of Zerto’s point-in-time recovery, whether that’s six seconds or six minutes in the past. Zerto also supports the company’s scalability goals. Because Zerto can maintain protection at scale without a negative resource impact, the company had newfound freedom to scale up. They have now more than doubled their server capacity, and they remain confident in Zerto’s ability to continue delivering as they increase capacity by another 25-50%.

Reducing downtime is another way Zerto promotes growth—the company estimates 15 minutes of downtime costs them approximately \$1 million. Before Zerto, VMs that ran in Hyper-V had to be shut down for almost an hour every night to migrate to VMware. Now, Zerto migrates those VMs seamlessly, without interruption.

Zerto opened up other use cases for the company beyond migrations alone. Prior to Zerto, they didn’t have a BC/DR strategy in place or a routine for testing their environment. With Zerto, the company performs live failovers regularly and protects mission-critical VMs.

“Now that we have Zerto set up and we are DR testing, it has given us more confidence in our DR strategies,” says their systems engineer.

The company uses Zerto data protection to protect approximately 400 VMs, including IIS servers, SQL servers, Biztalk, and Microsoft applications.

By choosing Zerto for migration, the company saved countless hours while simultaneously increasing data security and confidence in their recovery capability.

“Zerto improved our organization by giving us flexibility with migrating VMs,” says the systems engineer. “I look forward to the future when we utilize Zerto for more DR situations.”

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