



Secure. Connect. Transform.

# Avoid Migration Migraines

*The Right Tools and Team Can Accelerate Your Move to the Cloud*

*PRESENTER:*

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# TierPoint and Zerto Partnership

**1,000+** Customers with DRaaS services

**12,000+** Workloads protected by TierPoint

**Top 5** One of top partners worldwide with Zerto (Platinum Tier)

**850+** Professionals (technical and non-technical) who support our DRaaS business

- 
- TierPoint is a leading provider of DRaaS solutions
    - Strong Performer in Forrester's Disaster Recovery as a Service Wave (2019)
    - Challenger in Gartner's Magic Quadrant for Disaster Recovery as a Service (2018)
  - Leveraging Zerto tools for many years
  - Creation and expansion of TierPoint Professional Services Team in 2016 – natural evolution to use Zerto toolset to aid in migrations



# Charting a Path to the Cloud



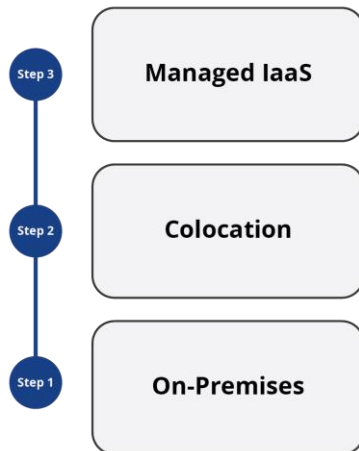
## Conservative

Risk, Complexity, & Resources :



**Low** Medium High

Typical Progression:



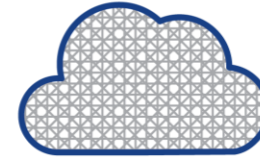
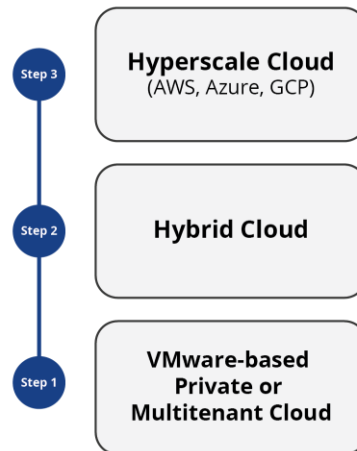
## Moderate

Risk, Complexity, & Resources :



Low **Medium** High

Typical Progression:



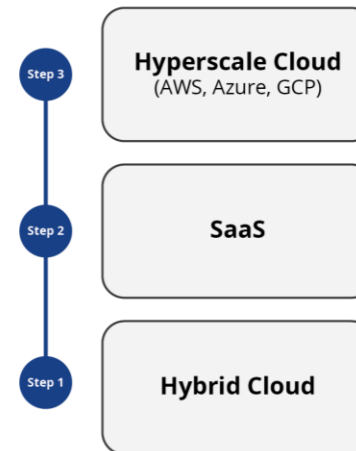
## Aggressive

Risk, Complexity, & Resources :



Low Medium **High**

Typical Progression:



# Public, Private and Hybrid Cloud Migrations

## Private Cloud Migrations

Any Storage, Multi-Hypervisor, Cross Hypervisor



## Public Cloud Migrations

Migrate to and from Public Clouds



## Hybrid Cloud Migrations

Migrations to and from any Zerto CSP



Zerto Virtual Replication + Cloud Provider Expertise =  
Seamless Cloud Migration

- Continuous data protection
- Non-disruptive DR testing
- Support for diverse environments
- Accelerates time to completion for migration projects
- Reduced downtime – from weeks to minutes

# TierPoint Migration Process

## Assess

- Discovery and Inventory
- Application dependencies
- Move groups and order

## Design

- Roadmap
- Migration plan based on dependencies

## Build

- Build customer as though a standard DR solution
- Replicate to isolated test environment
- Validate before scheduling final migration into our environment

## Migrate

- Use same processes and procedures as a failover to be more efficient

# Migration Use Case #1: Medical Supply Manufacturer

## Challenge:

- Migrate into two different TierPoint data centers from current production environment
- Want to have DRaaS protection before/during/after migration

## Solution:

- Use Zerto's one-to-many to both migrate and provide DR in the final destination site at the same time
  - Enable replication of customer servers to both TierPoint production and DR data centers
  - Allow customer to test in isolated environment before main failover

## Process:

- Create VPG for migration to TierPoint data center 1 (TPDC1)
- Create VPG for DRaaS to TierPoint data center 2 (TPDC2)
- Customer tests environment
- Failover customer
- Remove VPGs
- Create new VPG for server going from TPDC1 to TPDC2 and reuse VMDKs from original VPG



# Migration Use Case #2: Insurance Company

## Challenge:

- Cross hypervisor migration (Hyper-V to VMware)
- Re-IP during migration
- Driver compatibility (IDE Driver/Hyper-V NIC)

## Solution:

- Pre-install VMtools and leave dormant
- Load required drivers ahead of time (SCSI/VM NIC)
- Allow customer to test in isolated environment before main failover

## Process:

- Install VMtools and drivers
- Create VPGs
- Customer tests environment
- Failover customer
- Remove disabled hardware



THANK YOU

