

## Berenschot chooses Zerto for cost-effective and flexible Cloud BC/DR

### Overview

Berenschot is an independent consulting agency with 500 employees in The Netherlands and Belgium that have worked in the public and private sectors providing smart, new insights-combining innovation and creativity. Berenschot is also a partner in the E-I Consulting Group, a European partnership of leading consulting bureaus. Clients opt for Berenschot because their advice gives them a head start and a competitive advantage. To provide this level of service, they are heavily reliant on their IT infrastructure and trust its maintenance and management to ZXFactory.

Berenschot was evaluating their BC/DR processes and needed a solution that was cost-effective and flexible, yet supported their aggressive service level agreements. Berenschot reached out to ZXFactory, their IT partner for over 6 years. Together, they evaluated several BC/DR options, including an orchestration tool and a snapshot-based solution. Neither met the required recovery point objectives (RPOs) and recovery time objectives (RTOs). With a clear understanding of Berenschot's service level and requirements for BC/DR, they recommended ZX Continue built upon the BC/DR Cloud Platform, Zerto Virtual Replication (ZVR) 2.0. ZX Continue dramatically reduced costs, while achieving RPOs of seconds and RTOs of minutes.

### The Problem

Berenschot needed a BC/DR solution that was cost-effective, did not impact the environment and met their aggressive service levels – the issue was speed to recovery. The infrastructure supports 500 consultants that are actively engaging with customers – the infrastructure cannot be unavailable for any reason. At a periodic review Berenschot realized the impact and made BC/DR a priority for their business. They have 4 critical applications that need to be available to run the business:

- File Service – storing project information from 1980 forward
- Mail Service – critical to internal and external communications
- Customer resource management – register of activities within each customer
- Project Administration application – governs the active customer projects and ensures accurate billing

### ZXFactory

ZXFactory had been working with Berenschot as a trusted advisor for over 6 years. ZXFactory provides the entire maintenance of central IT including servers, storage, internet connections and network. ZXFactory and Berenschot had several meetings to gather the right requirements and then evaluated several products. The challenge they continually faced was the high investment and complexity. Together, ZXFactory and Berenschot evaluated Zerto Virtual Replication and it was able to support all of their needs, including delivery as a service.

### Challenges

- Support service level agreements including aggressive RTOs
- Simple installation with no configuration changes
- Ease of management and execution

### Solution

- Fully automated orchestration delivered RTO of minutes
- Seamlessly installed ZVR with no environment updates
- Hypervisor-based replication provided flexibility and centralized management

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**“ We really understood the power of ZX Continue powered by Zerto when we saw how fast we were able to restore the environment when the data stores were locking. Typically, this would take more than one full day at least. With the ZX Continue solution, we were able to fully recover in far less than half a day.”**

— Jan Willem van der Grift, IT Manager,  
The Berenschot Group

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## Why ZX Continue?

The ZX Continue service powered by Zerto was able to meet the demands of Berenschot's highly taxed IT infrastructure within their cost constraints. From the first interaction with the service, they were impressed. The implementation was very fast and did not require any environment changes. Their production environment was working very well, they did not want to disrupt the environment or make any additional investments. This was quite a change from a few years ago when they evaluated a physical DR solution, which was not only complex but out of their price range. A true, virtualized solution was much easier to implement, evaluate and use, while aligning to their budget.

There were several key features that lead Berenschot to ZX Continue powered by Zerto:

- **Aggressive RPOs and RTOs via continuous, near-sync replication:** Replication is occurring constantly to deliver RPOs of seconds and RTOs of minutes with no performance impact to the production application.
- **Seamlessly installs into the existing infrastructure:** No configuration changes needed with a fast implementation and quick knowledge transfer.
- **Network efficiency and resiliency reduces costs:** ZVR replicates just what is written to each VMDK, reducing what is sent over the WAN, reducing network costs.
- **Automated failover and failback:** The team was impressed with how fast the virtual machines were available on the target site through a fully automated process.

## Fast, cost-effective BC/DR

Today, Berenschot has completed the initial phase of protecting their primary applications, and has plans to expand the environment to cover all their mission critical applications. They were able to realize the true effectiveness of ZX Continue powered by Zerto a few months ago, when two datastores became unavailable. Instead of using the restore, they leveraged Zerto to quickly recover the environment. This fast recovery – completed in half the time of a typical restore – demonstrated to Berenschot that they had made the right decision in choosing a BC/DR solution that would more than meet their needs.

## About ZXFactory

ZXFactory excels in managing business critical Internet and back office based solutions. Originally founded as an ISP in 1994, ZXFactory has developed hosting and managed services of Unix, Windows, Linux and VMware platforms as its core business. Their team consists of fifty ambitious professionals that are dedicated to serving their customers. ZXFactory's growth is due to fostering a high level of knowledge and skills, combined with a high commitment and flexibility. "We regard our services to be an integral supporting component of the primary processes of our clients." Together these qualities are the formula for success in a long term partnership with their clients. ZX holds the VMware Enterprise partner status with VMware.

## About Zerto

Zerto provides enterprise-class business continuity and disaster recovery solutions for virtualized infrastructure and cloud. Zerto won Best of Show at VMworld 2011 as well as a 2011 Product of the Year Gold Award. Zerto Virtual Replication is the industry's first hypervisor-based replication solution for tier-one applications replacing traditional array-based BC/DR solutions that were not built to deal with the virtual paradigm. For more information, please visit: [www.zerto.com](http://www.zerto.com). ■



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