Zerto

kaminario.

Enterprise-Class Data Replication for Virtualized Environments

Today's organizations expect performance, efficiency and data availability that were unattainable just a few years ago. When consistent, predictable application performance and data availability are needed, the combined technologies of Kaminario and Zerto can easily meet and even exceed the most demanding requirements. Kaminario's K2 all-flash storage array with Zerto's hypervisor-based Virtual Replication software can help maximize the efficiency of the IT environment, allowing mission critical data to be highly available to end users. By using hypervisor-based data replication with the cost-efficient K2 array, organizations can reduce DR complexity and hardware costs while protecting virtualized applications, servers, and databases in VMware's vSphere environment. K2 and Zerto replication solution achieves RPO in seconds, and RTO in minutes.

Flexible and Scalable BC/DR Platform

Kaminario K2 and Zerto can deliver a cost-efficient, flexible and scalable infrastructure for production and disaster recovery. The synergies and alignment between these two solutions help alleviate some of IT's top concerns related to the service disruption such as loss of employee productivity, revenue and business opportunities. K2 delivers enterprise reliability,

"As a result of your most significant disruption, which of the following turned out to be the greatest impacts to your organization?" (Rank 1-3)

Loss of employee productivity	72%
Loss of employee morale	37%
Lost business opportunities	37%
Lost revenue	35%
Loss of customer confidence	33%
Damaged corporate reputation	26%
Loss of partner trust/confidence	16%
Customer compensation	13%

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Base: 66 global disaster recovery decision-makers and influencers who have declared a disaster or had a major business disruption (multiple responses accepted)

Source: Forrester/Disaster Recovery Journal November 2013 Global Disaster Recovery Preparedness Online Survey

including five 9's of high availability, no single point of failure, a robust RAID scheme (K-RAID™) and isolated and scalable fault domains for consistent MTBF.

Kaminario K2 All-Flash Array with Zerto Virtual Replication Address Key Challenges in the Datacenter

Problem	Solution
Time-consuming and high-cost expansion of the storage infrastructure along with the subsequent business continuity and disaster recovery plans.	K2 array allows to scale performance and capacity linearly with the unique scale-up/scale-out architecture. Zerto Virtual Replication scales seamlessly, no matter how fast or large the infrastructure expands, always ensuring that the virtual machines are protected.
Complex management that requires many tools across several management interfaces.	Manageability with task automation is the core tenet of both products. K2 array and Zerto Virtual Replication solutions can be managed from the virtual management console such as VMware vSphere Client, reducing management complexity and streamlining operations.
High and inconsistent latencies on HDD or hybrid storage affect the application and productivity.	The K2 all-flash array delivers performance with consistently low latency thus removing any IO bottlenecks from the hypervisor and application side which subsequently benefits Zerto Virtual Replication.
Inefficient use of the infrastructure across storage, bandwidth and servers.	Kaminario uses inline deduplication and compression to achieve highly efficient storage, which can be leveraged by Zerto Offsite Backup to ensure efficient use of storage for data protection. Zerto employs compression and throttling to ensure efficient use of networking assets.

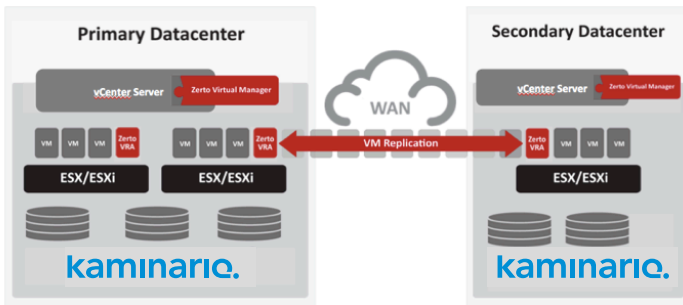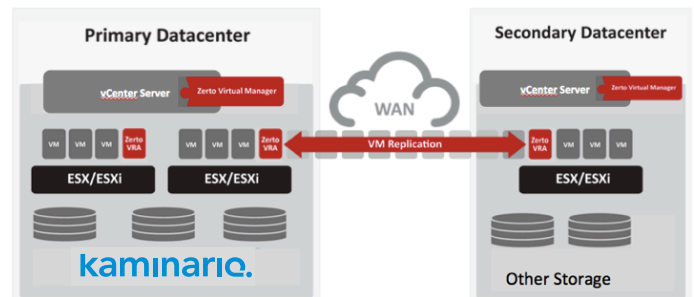|	Manual processes create errors and increase service levels.	The K2 array makes storage tuning redundant by providing a fully automated and non-disruptive storage platform, with the RESTful API to facilitate automated management and monitoring. Zerto Virtual Replication automates disaster recovery processes, so that the application data is immediately available to end-users, maximizing employee productivity.
	Lengthy and complex installations can delay time-to-service and negatively impact the overall ROI.	Kaminario K2 and Zerto can be installed and ready for use in less than one hour, accelerating the delivery of value to the business.

Use Cases

Replication between sites with homogeneous storage platforms

- Leverage Zerto Virtual Replication for BC/DR across homogeneous storage
- Achieve K2's predictable and consistent application performance for both production and DR sites
- Maximize storage efficiency and maintain low CAPEX and OPEX for both storage and DR infrastructure

Replication between sites with heterogeneous storage platforms

- Leverage Zerto Virtual Replication for BC/DR across heterogeneous storage
- Deploy a superior K2 array for production while protecting existing investment in legacy storage for DR
- Seamlessly upgrade the DR site with a K2 all-flash array by leveraging Zerto's hypervisor based replication

About Kaminario

Kaminario is the leading provider of enterprise-class all-flash storage, delivering unparalleled cost efficiency, with an average price of $2/GB and the industry's only guaranteed effective capacity. Built from the ground up to take advantage of the most modern flash SSD capabilities, Kaminario K2 is the only all-flash array to feature a true scale-out and scale-up architecture that allows organizations to grow capacity and performance based on their needs. The Kaminario K2 array is ideal for workloads that require consistent, predictable performance, including server virtualization, desktop virtualization (VDI), and database (OLTP, real-time analytics). For more information, visit **www.kaminario.com**.

About Zerto
Zerto has developed a software-based platform for workload mobility, migration, protection and recovery in hybrid-cloud environments, allowing for seamless flexibility and manageability of applications whether they reside on-premise or in the cloud. Zerto Virtual Replication software has become the standard for protection, recovery and migration of data in cloud and virtualized datacenters. For more information, please visit www.zerto.com.

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