# Zerto | Case Study

# Leupold & Stevens Protects Oracle with Zerto Virtual Replication

Leupold & Stevens has several mission-critical applications to protect, including Oracle, Microsoft SQL Server and CAD design software that is used for product development. If any of these applications becomes unavailable, manufacturing productivity is directly impacted. The company investigated VMware vCenter Site Recovery Manager with SnapMirror on NetApp arrays. The complexity of this solution was overwhelming its environment and its small IT team, who, like in many organizations, were asked to do more with less. Additionally, SRM did not offer the level of testing and incremental rollback that was needed. Zerto Virtual Replication delivered a much better service level with a recovery point objective (RPO) of 9 seconds. It is so easy to use that the team is not burdened with BC/DR activities and is able to focus on projects and other activities to move the business forward.

## The Problem

Like many organizations, Leupold & Stevens virtualized for increased flexibility and agility. However, once it started investigating BC/DR solutions, it realized that with most solutions, it would lose that flexibility. The array-based replication solution with an orchestration tool was overwhelming the very small team. Management and maintenance of the environment was complex and detracting from the flexibility the company realized from virtualization.

Additionally, protecting Oracle is challenging. The application is large and ensuring the I/O gets replicated in the correct order is difficult. Leupold & Stevens was looking for a product which delivered write-order fidelity across the VMs to ensure the application was recoverable. The danger is, if write-order fidelity is not enforced, the application cannot be recovered. Leupold & Stevens trialed Zerto Virtual Replication and it was so simple, it seemed impossible that something so easy to use could deliver the service levels their Oracle database, Microsoft SQL Server and other critical applications require.

## Why Zerto Virtual Replication?

Leupold & Stevens evaluated Zerto Virtual Replication and experienced an immediate positive impact within its IT environment. They are now able to realize real-time replication across all its applications, providing consistency to the business.

- **Consistency groups for application protection:** Applications like Oracle can be difficult to protect. With virtual protection groups (VPGs), Leupold & Stevens can easily group VMs into collections with its related VMDKs, which have dependencies and must be recovered with write-order fidelity. Delivering the consistent replication and recovery of critical applications enables the team to meet its SLAs. Zerto is instrumental in maintaining the integrity of our filesystems, and the recovery process ensures that our data is restored in the correct order.

## Challenges

The business continuity solution must:

- Deliver robust protection for Oracle and other mission-critical applications
- Reduce operational expenses with an easy-to-use solution
- Support replication between Dallas and Beaverton

## Solution

The Zerto Virtual Replication solution:

- Delivers RPOs of seconds and RTOs of minutes
- Consistency groups deliver strong application protection
- One-click to protect, test or failover

" Oracle is a key application within our infrastructure and we need to ensure it is protected. Zerto Virtual Replication is so simple; we were very surprised to get such robust protection, especially for Oracle, with something that is so easy to use. We have a small team and are unable to add more resources at this time; this delivers the protection we need with the resources available. Zerto (Virtual Replication) delivers the service levels we need to ensure there is no interruption in product development and productivity."

— Zac Streelman, Manager, Information Technology

- **Aggressive recovery point objectives (RPOs) and recovery time objectives (RTOs):** ZVR delivers RPOs of seconds and RTOs of minutes, so applications are available quickly and with minimal data loss.
- **One-click disaster recovery testing:** The testing of the BC/DR process is simple and can be done with one click, giving peace of mind that the solution will perform as advertised and information and applications will be protected.
- **Simple management:** The team at Leupold & Stevens is small. It cannot afford to dedicate one person to BC/DR, and with ZVR, it doesn't have to. The product is so simple to use that several administrators are able to set up VPGs, run DR tests and manage the software. It plugs right into VMware vCenter, keeping management centralized and simple.

> " The flexibility and usability of the Zerto solution was the deciding factor in our decision. Because the technology is hardware and storage agnostic, it provides us superior protection encompassing our entire environment, without the need for vendor-specific solutions. The singular management interface allows us to seamlessly manage our replication groups within the vSphere client, and provides excellent visibility of the replication statistics and process. Setup and configuration was quick and painless, and were completed within only a few hours. Zerto has proven to be indispensable in our environment and we are very pleased with the results we've seen."

— Erik Rasmussen, System Administrator, Leupold & Stevens, Inc.

## About Leupold & Stevens

Leupold & Stevens, Inc., is an American, family-owned, fifth-generation company that has been designing, machining, and assembling precision optical instruments and other products for 100 years. Founded in 1907, Leupold's® success has been built on our commitment to our customers' absolute satisfaction, and our commitment to building the best optics for the shooting sports, general and wildlife observation, and the military and law enforcement communities.

## About Zerto

Zerto has developed the first hypervisor-based, disaster recovery and replication software for virtualized environments, offering simplicity and greatly reduced operational and maintenance costs. Developed exclusively for virtualized and cloud environments, Zerto's award-winning solution, Zerto Virtual Replication (ZVR) is rapidly becoming the standard for disaster recovery and business continuity in the modern data center. ZVR received 'Best of Show' at VMworld 2011, as well as 2012 and 2011 'Product of the Year' Gold Awards. For more information, please visit: www.zerto.com. ∎

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Contact us today to learn more or request a free trial at **www.zerto.com** or **info@zerto.com.**

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