

## What Do Healthcare Providers Care About?

- Improving Patient Care
- Always on, 24 hour requirements
- Critical applications: patient care systems (e.g. Epic, Allscripts)



## WHAT ARE THEIR DR PROBLEMS?

- Any data loss in electronic records leads to critical patient information gaps
- Testing DR in an “always on” environment is near impossible
- Patient care systems consisting of multiple integrated applications (finance, supply chain, CRM etc.) need to be replicated consistently to avoid application breakdown during failover.
- Often only using a single site, or have limited resource on a secondary site, making aggressive SLAS difficult to achieve in true DR scenarios
- Downtime on infrastructure for hours has a large scale negative impact on patient care – pushing back appointments, operations etc.

## POSITIONING THE ZERTO SOLUTION

Zerto enables improved levels of patient care through increased resiliency and confidence in the IT infrastructure

- Through continuous replication, Zerto’s typical RPO is measured in seconds, ensuring minimal data loss.
  - Zerto’s failover is entirely automated, with RTOs measured in minutes ensuring confidence that patient information and patient care systems will be resilient and available.
- Zerto is architected so that individual VMs can be grouped together in virtual protection groups, wherever they sit in the infrastructure.
  - This ensures that applications are replicated and failed over consistently, without losing the mobility gained through virtualisation
- Zerto creates a sandbox environment for testing, which offers a number of benefits:
  - Non-disruptive testing. Replication is never stopped
  - Create dev environments that are just seconds old for patch and deployment testing.
- Zerto is completely hardware agnostic, works with VMWare and HyperV and is compatible with private, hybrid and public clouds.
  - Leveraging co-located datacenters, managed services or cloud platforms to create a low cost off site DR location is easy.

## RELEVANT ZERTO USE CASES & CASE STUDIES

**CASE STUDY:** DMS Health Technologies (US), Liverpool Heart and Chest (UK), Farm Workers Clinic (US), University of Louisville Physicians (US)

**USE CASE:** Zerto – BCDR for Healthcare, Business Continuity for Healthcare