

THE TRUE COSTS OF ZERTO DR IN THE CLOUD

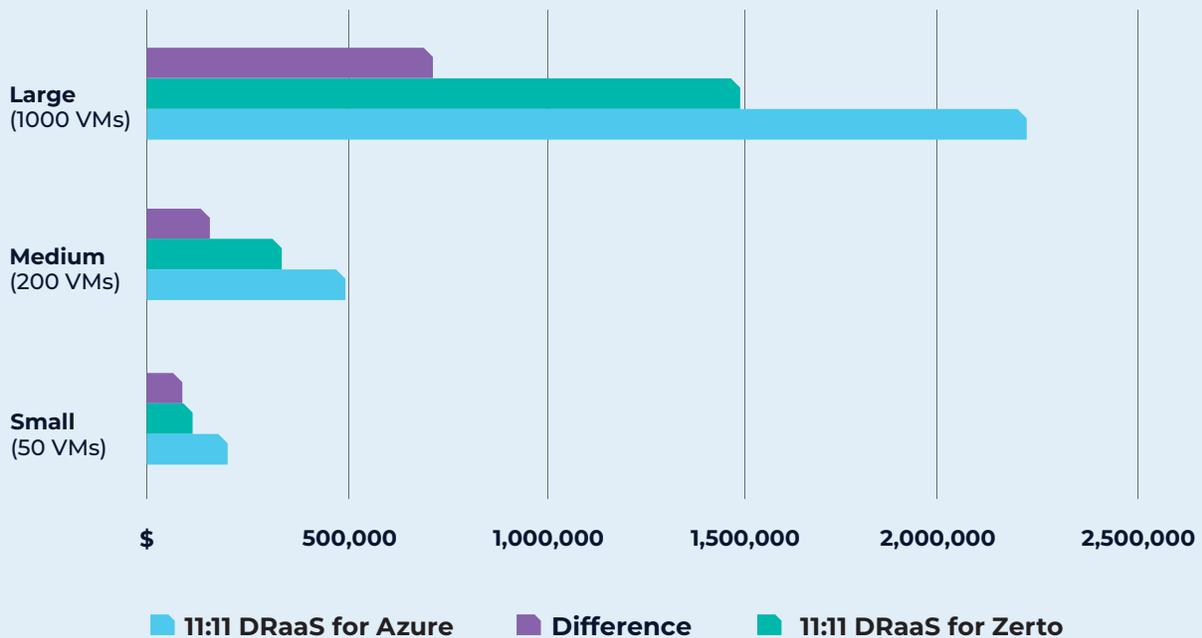
11:11 Systems is a leader
in disaster recovery as a service (DRaaS)

**Comparing 11:11 DRaaS for Zerto DR
to 11:11 DRaaS for Azure**



11:11 Systems is a leader in disaster recovery as a service (DRaaS) and works with leading vendors like Zerto to create simple and robust replication and failover solutions.

However, Zerto offers many paths to implementing disaster recovery (DR) infrastructure in the cloud. 11:11 Systems supports these solutions, including a managed solution leveraging Azure as a recovery target: 11:11 DRaaS for Azure. Developing a true total cost of ownership (TCO) between the two requires a detailed analysis of a variety of costs to create a true comparison. The details will vary, but with these options, 11:11 can provide a tailored DR solution that meets your unique business needs.



On page two, we'll look at a breakdown of the differences in costs to help you determine which solution works best for your organization.

The following items were used to develop the above cost model and represent a complete DR target environment.

INFRASTRUCTURE COMPONENT	11:11 DRaaS for Zerto COSTS	11:11 DRaaS for AZURE COSTS	NOTES
Replicated Storage	💰 Per reserved GB	💰 Per reserved GB and transactions	<i>In addition to transaction fees, be aware of limitations imposed on storage pools</i>
CPU	💰 Per Ghz	💰 Per instance deployed	<ul style="list-style-type: none"> Charges incurred only during test or failover An instance of equal or greater size must be selected for each VM when configuring protection to Azure. For 11:11, the recovery VM will have the same configuration as the protected VM
Memory	💰 Per GB	💰 Per instance deployed	
Network connectivity	<ul style="list-style-type: none"> ✔️ VPN included 💰 Additional cost for dedicated connections 	💰 Additional cost for dedicated connections VPN Included	<i>11:11 provides flexibility for connecting into the DR environment, including customer-provided equipment</i>
Bandwidth	✔️ Included	<ul style="list-style-type: none"> ✔️ Ingress: Included 💰 Egress: Per GB 💰 Cross vNET: Per GB 	<i>Bandwidth charges between vNETs and reverse replication for failback operations could result in unexpected steep costs in Azure</i>
Security in DR	✔️ Included (anti-malware, IDS/IPS, vulnerability scanning, and web reputation services)	💰 Additional cost per VM and transaction	<i>Customer must deploy and manage multiple services in Azure to create a comparable solution to 11:11</i>
Virtual Gateways	✔️ Included	💰 Additional cost per instance and bandwidth	<i>At a minimum, there should be a firewall and VPN for both replication and failover networks. 11:11 fully manages the replication firewall</i>
Support	✔️ Included	✔️ Included	<i>11:11 provides phone-based support.</i>
Zerto Licensing	✔️ Included	✔️ Included	<i>All needed Zerto licensing is included.</i>
Failover Zerto Infrastructure	✔️ Included and managed by 11:11	✔️ Included and managed by 11:11	<i>All Zerto components are fully managed by 11:11</i>

For more details on this analysis, including an estimation of the cost differences, please see the full white paper or work with your 11:11 sales representative to understand the complete cost breakdown.

The Americas

EMEA

APAC



THANK YOU.

About 11:11 Systems

11:11 Systems is a managed infrastructure solutions provider that empowers customers to modernize, protect, and manage mission-critical applications and data, leveraging

North America: +1.800.697.7088

UK: +44 20.7096.0149

Netherlands: +31 10.808.0440

Singapore: +65 3158.8438

Australia: +61 2.9056.7004

Learn more at 1111SYSTEMS.COM

11:11 SYSTEMS