THE TRUE COSTS OF
ZERTO DR IN THE CLOUD

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

Comparing 11:11 DRaaS to Zerto DR in Azure

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11:11 Systems has become a leader in disaster recovery as a service (DRaaS) by working 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, including a customer-implemented (DIY) solution utilizing Azure that may seem deceptively simple at first glance. 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, utilizing conservative numbers applied to the chart on the second page of this brief, 11:11 can provide a much simpler DR solution for less than half the price no matter the size of the protected infrastructure.
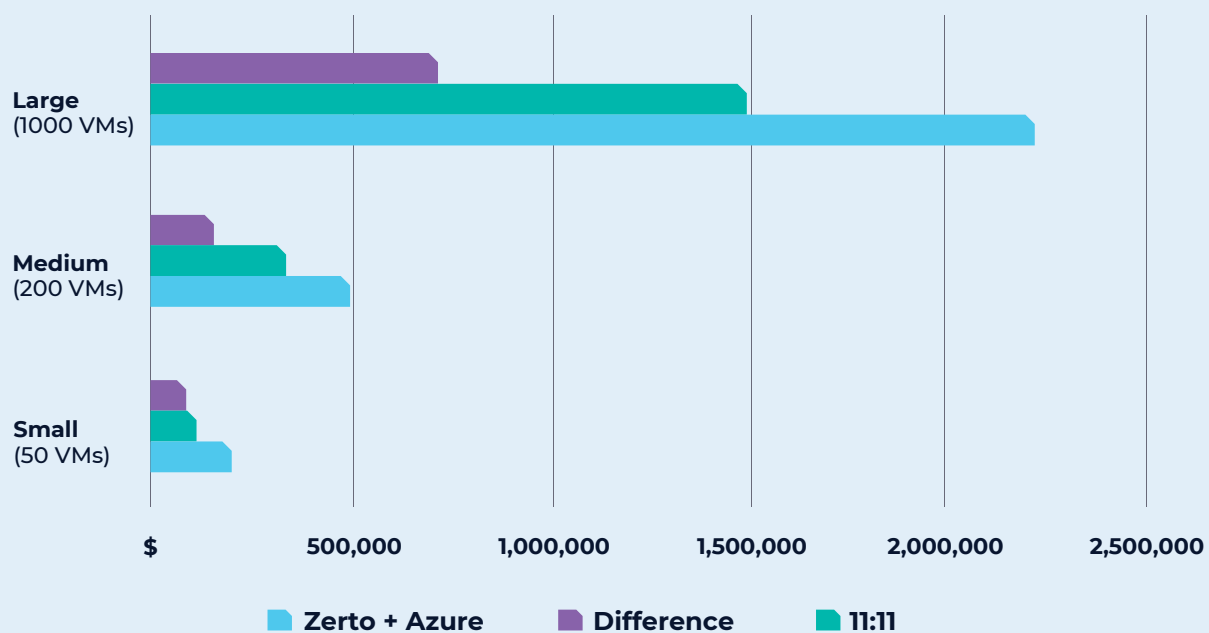
In addition to these raw service costs, it is important to keep in mind that the DIY nature of a Zerto solution in Azure will naturally increase the staff time spent on the solution, especially for the initial implementation but also throughout the life of the solution and during failovers. Given the high variability of these costs, they were not included in this cost model but should be added to any detailed analysis and will only further differentiate the TCO of the two solutions.

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

INFRASTRUCTURE COMPONENT	11:11 Systems COST MODEL	AZURE COST MODEL	NOTES
Replicated Storage	💲 Per reserved GB	💲 Per reserved GB and transactions	*In addition to transaction fees, be aware of limitations imposed on storage pools*
CPU	💲 Per Ghz	💲 Per instance deployed	· *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	✅ VPN included 💲 Additional cost for dedicated connections	💲 Additional cost for dedicated connections	*11:11 provides much more flexibility for connecting into the DR environment, including customer-provided equipment*
Backup	✅ Available on a per GB cost based on primary storage	💲 Additional cost per VM and GB	*Additional costs for restorations may apply in Azure*
Bandwidth	✅ Included	✅ Ingress: Included 💲 Egress: Per GB 💲 Cross vNET: Per GB	*Bandwidth charges between vNETs and reverse replication for failback operations could result in unexpected steep costs in Azure*
Security in DR	✅ Included (anti-malware, IDS/ IPS, vulnerability scanning, and web reputation services)	💲 Additional cost per VM and transaction	*Customer must deploy and manage multiple services in Azure to create a comparable solution to 11:11*
Virtual Gateways	✅ Included	💲 Additional cost per instance and bandwidth	*At a minimum, there should be a firewall and VPN for both replication and failover networks. 11:11 fully manages the replication firewall*
Support	✅ Included	💲 Self service support (KBs) or additional cost	*To match 11:11's included phone-based support, Azure customers would need to add premium support.*
Zerto Licensing	✅ Included	💲 Additional cost and contract for Zerto Enterprise Cloud Edition licensing	*All needed Zerto licensing is included with 11:11 (no additional on-prem licenses needed)*
Failover Zerto Infrastructure	✅ Included and managed by 11:11	💲 Additional cost for always on instances for ZCA (DS3 v2) and customer management	*All Zerto components in the 11:11 infrastructure are fully managed by 11:11*

For more details on this analysis, including an estimation of the additional management cost differences, please see the full whitepaper or work with your 11:11 sales representative.

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THANK YOU.

About 11:11 Systems

11:11 Systems is a managed infrastructure solutions provider that holistically addresses the most pressing cloud, connectivity, and security challenges of today while preparing businesses for tomorrow. The 11:11 model empowers customers and partners to "Rethink Connected," by providing fully integrated, fully automated services, activities, and data, powered on a unified platform, that ensures their applications and data are always running, accessible, and protected. 11:11 delivers increased performance and savings to organizations, while freeing up IT resources to focus on the core business.

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