

SIDE BY SIDE

ZERTO TO ZERTO

COMPARING 11:11 DRaaS FOR ZERTO
TO ZERTO WITH AZURE



PRICING

Pricing is a key factor to consider with any technology decision. It is very important to make sure the pricing used to compare your options includes the same features to provide a complete solution.

	11:11 DISASTER RECOVERY AS A SERVICE FOR ZERTO	ZERTO WITH AZURE
 PRICING STRUCTURE	Simple. All-inclusive based on storage (used or reserved).	Complex. Starts with storage (used or reserved). Then add Zerto licensing. Then add separate line items or additional third-party contracts for each feature.
 VOLUME DISCOUNTS	Global. Discounts are calculated based on the sum of all DR storage contracted across all regions.	Regional. Discrete pricing per region (with possible variations between regions).
 WINDOWS LICENSING	 Included.	 Included.
 BANDWIDTH	 Included.	 Additional cost.
 SECURITY IN DR	 Included.	 Additional cost.
 VIRTUAL FW	 Included.	 Additional cost.
 SUPPORT	 Included.	 Additional cost.
 ZERTO LICENSING	 Included.	Separate purchase and contracts.

 INCLUDED

 NOT INCLUDED

 ADDITIONAL COST

 LIMITED

TECHNOLOGY AND ARCHITECTURE

It is critical to understand how the underlying technology of a cloud platform will enable your business goals.

	11:11 DISASTER RECOVERY AS A SERVICE FOR ZERTO	ZERTO WITH AZURE
 VMWARE-BASED	 Yes.	 No.
 PLATFORM TECHNOLOGY	VMware, HPE Nimble, Cisco, Trend Micro	Commodity/White-label
 VMWARE FLEXIBILITY	 Yes. Full VMware flexibility—disks, NIC's, etc.	 No. Instance size limitations.
 ZERTO MANAGED AT RECOVERY SITE	 Yes. 11:11 system manages all infrastructure components. Customers have no management responsibility or compute charges until failover.	 No. Customers are responsible for deployment and maintenance of the Zerto infrastructure within Azure that must be running at all times (minimum of a single D-Series Azure IaaS VM, though multiple VMs may be required if >50 VMs).
 RESOURCE EFFICIENCY	 Resource-based. Pay for what you consume.	 Limited. Instance-based resource sizing.
 COMPLETE SOLUTION INTEGRATION	 Yes. 11:11 manages and integrates all the cloud-based infrastructure, security, networking, and Zerto components. Customer access to all cloud-based components are via a single interface (11:11 Secure Cloud Console).	 No. Customer must manage Azure infrastructure, Zerto infrastructure, security components, and networking independently.
 NON-VIRTUAL WORKLOADS	 Available. 11:11 provides replication options for physical servers and colocation options for customer-managed physical servers, networking, and appliances. Mainframe and iSeries DR options are also available.	 No. Zerto to Azure only covers virtual workloads with no colocation or replication of non-x86 workloads.
 DISK MANAGEMENT	 Simple. All virtual disks are simple VMDKs on either hybrid or all flash storage.	 Complex. Managed disks are required. Storage account limitations need to be considered with multiple storage accounts required if limits are encountered. Disk conversion is required prior to starting reverse replication for some use cases.

NETWORKING

When utilizing the cloud for recovery from a disaster, accessibility of your data is critical, so make sure you understand all the costs involved.

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ZERTO WITH AZURE



EDGE GATEWAYS (FIREWALLS, VPNs)



Included. Customers can deploy and manage firewalls and SSL VPNs as needed via the 11:11 Cloud Console.



Additional cost. Customers pay extra per gateway deployed.



CONSULTING EXPERTISE



Yes. 11:11's presales and deployment teams have extensive networking experience on-premises and in the cloud that will assist with your cloud design.



Limited. Only the largest customers will receive the same level of attention and consultation.



BANDWIDTH



Included. All bandwidth costs are included in the per-GB prices.



Additional cost. Customers pay for egress (including reverse replication after failover) and inter-VLAN bandwidth utilization.



CONNECTIVITY



Flexible. Customers can bring their own direct circuits (physical or virtual), utilize the included SSL VPNs, SD-WAN via 11:11's Zipline, and/or customer-provided, third-party appliance (virtual or colocation).



Limited. Direct circuits are only available via ExpressRoute with additional costs for the circuit provider, bandwidth, and egress data transfer. SSL VPN connections are an additional cost.

PERFORMANCE AND SCALABILITY

Restarting VMs in a new site can be more complex with some cloud vendors than it looks at first.

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 RTO SLA	 Yes. One minute per VM.	 No. No contractual obligation possible due to DIY nature and multiple providers involved.
 RPO SLA	 Available. RPO SLA with 11:11 Autopilot Managed Recovery for DRaaS.	 No.
 RECOVERY SITE RETAINS VM CONFIGURATION DETAILS	 Yes.	 No. Every VM must be mapped to a specific instance size to enable failover. This mapping must be maintained with every VM change. Mapping cannot be done to a smaller instance size.
 SEAMLESS VIRTUAL HARDWARE FAILOVER	 Yes. 11:11 utilizes vSphere, thus the VM does not need to be changed in any way.	 No. Failover to native Azure VMs requires remapping and conversion of workloads from vSphere VM to Azure instance.
 FAILOVER ORCHESTRATION	 Yes. DR-focused runbook engine for automating the recovery beyond standard Zerto functionality, including VM boot order and boot delays.	 No. Standard Zerto functionality (non-orchestrated Recovery Groups), which does not include VM boot controls.
 SEAMLESS VIRTUAL HARDWARE FAILBACK	 Yes. 11:11 utilizes vSphere, thus the VM does not need to be changed in any way.	 No. Failback from native Azure VMs requires conversion of workloads from Azure instance to vSphere VM, including NIC reconfigurations generally necessary. Also, disks may need to be converted in order to enable reverse replication.
 RESOURCE FLEXIBILITY AND SCALABILITY	 Yes. Resource pool-based sizing for flexibility and scale just as with vSphere.	 Limited. Instance-based compute with no downsizing. Limits on storage sizing and performance may apply. Azure-based Zerto deployments requires ZCA for every 50 to 100 VMs, requiring additional "always on" resources as environment grows.
 RETENTION	 User configurable from four hours to 30 days.	 User configurable from four hours to 30 days.

MANAGEMENT

How you interact with your DR environment should be as simple and familiar as possible, especially during a disaster situation.

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 VM KVM INTERFACE	 Yes. Full access. Console-based KVM interface to interact with VMs not connected to the network.	 No. No KVM interface, making non-network-connected OS management impossible.
 UNIFIED MANAGEMENT ACROSS OTHER SERVICES	 Yes. 11:11 Cloud Console provides unified management across DRaaS, BaaS, Object Storage, M365 backup, and IaaS environments.	 No. Multiple interfaces will be introduced for Zerto and any backup products that are utilized.
 VMWARE-BASED MANAGEMENT INTERFACE	 Yes. 11:11 Cloud Console is based on the same concepts as on-prem vSphere.	 No. A whole new console and management philosophy.
 SINGLE INTERFACE FOR FAILOVER AND CLOUD MANAGEMENT	 Yes. Single interface for failover and post-failover VM management.	 No. Separate interfaces for failover (Zerto) and post-failover VM management (Azure).
 MANAGEMENT OF CLOUD-BASED ZERTO INFRASTRUCTURE	 Included. Experienced 11:11 engineers manage all cloud-based components.	 Not included. Customer is responsible for all aspects of the Zerto deployment (on-premises and cloud-based).
 DR VM AUTOMATIC SIZING	 Automatic. VMs in the DR environment will be created based on the configuration of the VM at the source site.	 Manual. Every VM must be mapped to an equal or larger instance size. Remapping may be required after production VM changes.

SECURITY AND COMPLIANCE

The need to secure your data doesn't change during a disaster failover, so make sure you understand how to do that with your cloud provider.

	11:11 DISASTER RECOVERY AS A SERVICE FOR ZERTO	ZERTO WITH AZURE
 ANTI-MALWARE	 Included. Built into the platform and available for both Windows and Linux VMs with reporting via the 11:11 Cloud Console.	 No. Customer is responsible for acquiring and properly securing their environment.
 VULNERABILITY SCANNING	 Included. Built into the platform with reporting via the 11:11 Cloud Console.	 No. Customer is responsible for acquiring and properly securing their environment.
 FIREWALL	 Included. Built into the platform and customer-managed via the 11:11 Cloud Console.	 Additional cost. Customer deployed and configured.
 INTRUSION PREVENTION AND DETECTION	 Included. Built into the platform with reporting via the 11:11 Cloud Console.	 No. Customer is responsible for acquiring and properly securing their environment.
 AT-REST ENCRYPTION	 Included. All data is encrypted with storage array-level encryption. VM-level encryption is available as an integrated option with either 11:11 or customer-managed keys.	 Available. At-rest encryption is available for managed disks within a storage account (not available for templates). However, replicated data will be encrypted at rest if you configure it so.
 BACKUP PROTECTION	 Available. Daily backups can be enabled for failed-over VMs and are managed completely through the 11:11 Cloud Console.	 No. Customer is responsible for acquiring and properly protecting their environment.
 BUILT-IN VPN FUNCTIONALITY	 Included. Built into the platform and customer-managed via the 11:11 Cloud Console.	 Additional cost. Customer deployed and configured.
 DEDICATED CUSTOMER-FACING COMPLIANCE TEAM	 Yes. Available for both presales and postsales consultation.	 No.

SUPPORT SERVICES

Recovery is only part of the DR journey and is highly dependent on the preparation completed early in the journey. Will your selected DRaaS partner help you throughout the journey?

	11:11 DISASTER RECOVERY AS A SERVICE FOR ZERTO	ZERTO WITH AZURE
 ON-BOARDING AND DEPLOYMENT PROJECT MANAGEMENT	 <p>Included. All new 11:11 DRaaS customers will have a project manager and engineers assigned to ensure success through on-boarding and initial deployment.</p>	 <p>Not included.</p>
 INDIVIDUALIZED CAPACITY PLANNING	 <p>Included. Completed during presale via 11:11 Catalyst and verified by deployment project team.</p>	 <p>Not included.</p>
 PLANNING AND LONG-TERM STRATEGY (COST + PERFORMANCE RESOURCE OPTIMIZATION)	 <p>Included. Standard milestone for managed project.</p>	 <p>Not included.</p>
 INITIAL SETUP AND WORKLOAD REPLICATION	 <p>Included. Standard milestone for managed project.</p>	 <p>Not included.</p>
 VERIFICATION AND RTO TESTING	 <p>Included. Standard milestone for managed project.</p>	 <p>Not included.</p>
 TIME TO VALUE	 <p>Fast. The 11:11 Zerto environment is already set up, and customer deployment is highly automated. Project-managed implementation ensures consistency and fast execution.</p>	 <p>Unpredictable. Customer is fully responsible for implementation (unless contracting with a third party) and may not be familiar with one or both technologies. Any issues encountered will require customer diagnosis and correction, potentially working with Zerto and/or Azure support.</p>

SUPPORT SERVICES (CONT.)

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 HANDS-ON TRAINING	 Included.	 Not included.
 FAILOVER EXECUTION DOCUMENTATION	 Yes. Complete runbook failover execution documentation available through console to all customers.	 Partial. Zerto execution steps documentation.
 FAILOVER PLAN DOCUMENTATION	 Available. Thorough failover plan documentation provided as part of 11:11 Autopilot Managed Recovery for DRaaS.	 Not offered.
 FAILOVER ASSISTANCE	 Included. 11:11 Support is only a phone call or chat window away to assist customers with the infrastructure components of their failover including connectivity, networking, performance, and security troubleshooting and configuration assistance.	 Not included. Support contracts with SLAs and non-email support are available for additional costs.
 ON-PREMISES ZERTO DEPLOYMENT	 Available via 11:11 Autopilot Managed Recovery for DRaaS.	 Not offered.
 FULLY-MANAGED SERVICE	 Available via 11:11 Autopilot Managed Recovery for DRaaS.	 Not offered.

CUSTOMER SUPPORT

It is always nice to have someone who has your back, and this is especially true during a disaster. Not every cloud vendor provides the same levels of support.



11:11 DISASTER RECOVERY AS A SERVICE FOR ZERTO

- ✓ Included email support
- ✓ Included Zerto tier-2 support
- ✓ Included cloud infrastructure tier-2 support

ZERTO WITH AZURE

- ✓ Included email support
- 💰 Additional cost for Zerto tier-2 support
- 💰 Additional cost for cloud infrastructure tier-2 support



THANK YOU.

About 11:11 Systems

11:11 Systems is a managed infrastructure solutions provider that holistically addresses the challenges of next-generation managed cloud, connectivity and security.

The 11:11 model empowers customers and partners to “Rethink Connected,” which includes fully-integrated, fully-automated services, activities and data powered on a single platform delivering increased performance, optimization and savings.

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