# SIDE BY SIDE
## ZERTO TO ZERTO

**COMPARING 11:11 DRaaS FOR ZERTO TO 11:11 DRaaS FOR AZURE**

## INTRODUCTION

There are many key factors to consider with any technology decision. It is very important to make sure that information used to compare solutions includes the same features to provide a complete representation of your options. While 11:11 Disaster Recovery as a Service (DRaaS) solutions have many similar features, the offering can vary due to the underlying technology, architecture, and infrastructure.

This comparison guide will help you determine which Zerto-based 11:11 solution will meet your unique business needs. Understanding what's included and what isn't is critical in order to optimize costs for your organization.

**RETHINK** CONNECTED

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 | 11:11 DISASTER RECOVERY AS A SERVICE FOR AZURE |
|---|---|---|
| PRICING STRUCTURE | Simple. All-inclusive based on storage (used or reserved). | Can be complex. Starts with storage (used or reserved) costs per virtual machine (VM), steady state costs for the Azure infrastructure to support DRaaS, and more. If Azure is your platform of choice, you will want to work with your 11:11 representative to optimize costs. |
| 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. | ✔ Included. |
| ZERTO LICENSING | ✔ Included. | ✔ Included in price quote. |

✔ INCLUDED        ✖ NOT INCLUDED        $ ADDITIONAL COST        ⊖ LIMITED

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# TECHNOLOGY AND ARCHITECTURE

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

| | 11:11 DRaaS FOR ZERTO | 11:11 DRaaS FOR AZURE |
|---|---|---|
| **VMWARE-BASED** | ✅ Yes. | ❌ No. |
| **PLATFORM TECHNOLOGY** | VMware, HPE Nimble, Cisco, Trend Micro | Commodity/White-label |
| **VMWARE FLEXIBILITY** | ✅ Yes. Full VMware flexibility—disks, NICs, etc. | ❌ No. Instance size limitations. |
| **ZERTO MANAGED AT RECOVERY SITE** | ✅ Yes. 11:11 Systems manages all infrastructure components. Customers have no management responsibility or compute charges until failover. | ✅ Yes. 11:11 Systems manages the Zerto virtual infrastructure in Azure. However, customers are responsible for any pass-through costs for each ZVM/ZCA that 11:11 deploys, based on size requirements.   . |
| **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 atll cloud-based components are via a single interface (11:11 Secure Cloud Console). | ✅ Yes.  11:11 manages the Azure infrastructure used for the Zerto-based replication. However, customers may be responsible for managing , security components and net-working if they are not licensing a management contract with 11:11. |
| **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. |

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## 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.

| | 11:11 DRaaS FOR ZERTO | 11:11 DRaaS FOR AZURE |
|---|---|---|
| **EDGE GATEWAYS (FIREWALLS, VPNs)** | Included. Customers can deploy and manage firewalls and 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. | 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. |
| **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 bandwith utilization. |
| **CONNECTIVITY** | Flexible. Customers can bring their own direct circuits (physical or virtual), SD-WAN via 11:11 Multi-Cloud Connect and/or customer-provided, third-party appliance (virtual or colocation). | Additional options available. 11:11 consultants can work with customers leveraging our Network as a Service (NaaS) offering to provide required connectivity. |

## PERFORMANCE AND SCALABILITY

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

| | 11:11 DRaaS FOR ZERTO | 11:11 DRaaS FOR AZURE |
|---|---|---|
| **RTO SLA** | ✅ Yes. | ✅ Yes. |
| **RPO SLA** | 💲 Available. RPO SLA with 11:11 Managed Recovery for DRaaS. | ✅ Yes. 11:11 provides RPO SLAs as part of our service. |
| **SEAMLESS VIRTUAL HARDWARE FAILOVER** | ✅ Yes. 11:11 uses vSphere, so 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. However, 11:11 will set up a recovery target and will pro-vide periodic change management for customers. |
| **SEAMLESS VIRTUAL HARDWARE FAILBACK** | ✅ Yes. 11:11 uses vSphere, so the VM does not need to be changed in any way. | ✅ Yes. 11:11 provides failover orchestration as part of our solution. |
| **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 environ-ment 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.

| | 11:11 DRaaS FOR ZERTO | 11:11 DRaaS FOR AZURE |
|---|---|---|
| **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. Self-service or fully managed options are available. | ✓ Yes. Fully managed by 11:11. |
| **MANAGEMENT OF CLOUD-BASED ZERTO INFRASTRUCTURE** | ✓ Included. Experienced 11:11 engineers manage all cloud-based components. | ✓ Included. Experienced 11:11 engineers manage all cloud-based components. |
| **DR VM AUTOMATIC SIZING** | ✓ Automatic. VMs in the DR environment will be created based on the configuration of the VM at the source site. | ✓ Yes. 11:11 provides management, however this is a manual process. |

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# 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 DRaaS FOR ZERTO | 11:11 DRaaS FOR 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. | ✅ Yes. Available for both presales and postsales consultation. |

## 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 DRaaS FOR ZERTO | 11:11 DRaaS FOR AZURE |
|---|---|---|
| **ON-BOARDING AND DEPLOYMENT PROJECT MANAGEMENT** | ✓ Included. All new 11:11 DRaaS customers will have a project manager and engineers assigned to ensure success through on-boarding and intial deployment. | ✓ Included. All new 11:11 DRaaS customers will have a project manager and engineers assigned to ensure success through on-boarding and intial deployment. |
| **INDIVIDUALIZED CAPACITY PLANNING** | ✓ Included. Completed during presale via 11:11 Catalyst and verified by deployment project team. | $ Not included. |
| **PLANNING AND LONG-TERM STRATEGY (COST + PERFORMANCE RESOURCE OPTIMIZATION)** | ✓ Included. Standard milestone for managed project. | $ Not included. |
| **INITIAL SETUP AND WORKLOAD REPLICATION** | ✓ Included. Standard milestone for managed project. | ✓ Included. Standard milestone for managed project. |
| **VERIFICATION AND RTO TESTING** | ✓ Included. Standard milestone for managed project. | ✓ Included. Standard milestone for managed project. |
| **TIME TO VALUE** | ✓ Fast. The 11:11 Zerto environment is already set up, and customer deployment is highly automated. Project-managed implementation ensures consistency and fast execution. | ✓ 11:11 DRaaS for Azure provides a much faster time to value than a do-it-yourself approach to Azure replication. |

# SUPPORT SERVICES (CONT.)

| | 11:11 DRaaS FOR ZERTO | 11:11 DRaaS FOR AZURE |
|---|---|---|
| **HANDS-ON TRAINING** | ✅ Included. | ✅ Service is fully managed. |
| **FAILOVER EXECUTION DOCUMENTATION** | ✅ Yes. Complete runbook failover execution documentation available through console to all customers. | ✅ Yes. Complete runbook failover execution documentation is available through the 11:11 Console to all customers. |
| **FAILOVER PLAN DOCUMENTATION** | 💲 Available. Thorough failover plan documentation provided as part of 11:11 Managed Recovery for DRaaS. | 💲 Failover documentation is included in the 11:11 DRaaS for Azure solution. |
| **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. | ✅ Included. 11:11 Support is only a phone call or chat window away. |
| **ON-PREMISES ZERTO DEPLOYMENT** | 💲 Available via 11:11 Managed Recovery for DRaaS. | ✅ Included as part of the 11:11 DRaaS for Azure solution. |
| **FULLY-MANAGED SERVICE** | 💲 Available via 11:11 Managed Recovery for DRaaS. | ✅ Included as part of the 11:11 DRaaS for Azure solution. |

## 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 | 11:11 DISASTER RECOVERY AS A SERVICE FOR AZURE |
|---|---|
| ✓ Included email support | ✓ Included email support |
| ✓ Included Zerto tier-2 support | ✓ Included Zerto tier-2 support |
| ✓ Included cloud infrastructure tier-2 support | ✓ Included cloud infrastructure tier-2 support |

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**The Americas**　　**EMEA**　　**APAC**
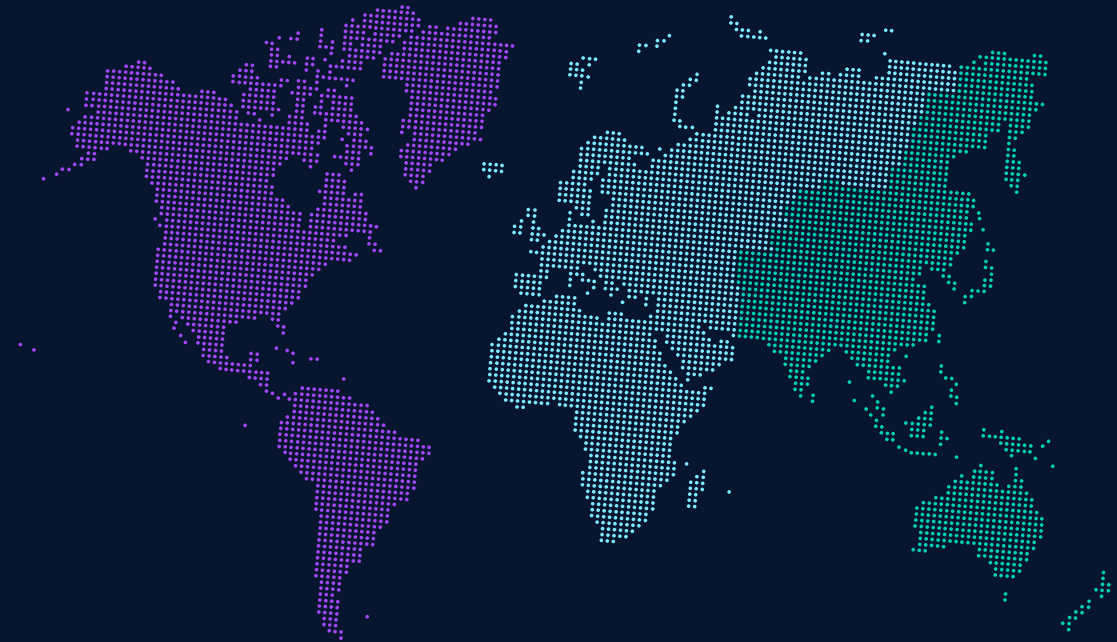
# THANK YOU.

## 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 11:11's resilient cloud platform.

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