# Comparing iland DRaaS with 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 include the same features to provide a complete solution.

✓ Included          $ Additional Cost

| | iland Secure Disaster Recovery with 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 3rd 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** | ✓ | ✓ |
| **BANDWIDTH** | ✓ | $ |
| **SECURITY IN DR** | ✓ | $ |
| **VIRTUAL FW** | ✓ | $ |
| **SUPPORT** | ✓ | $ |
| **ZERTO LICENSING** | ✓ | Seperate purchase and contracts. |

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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.

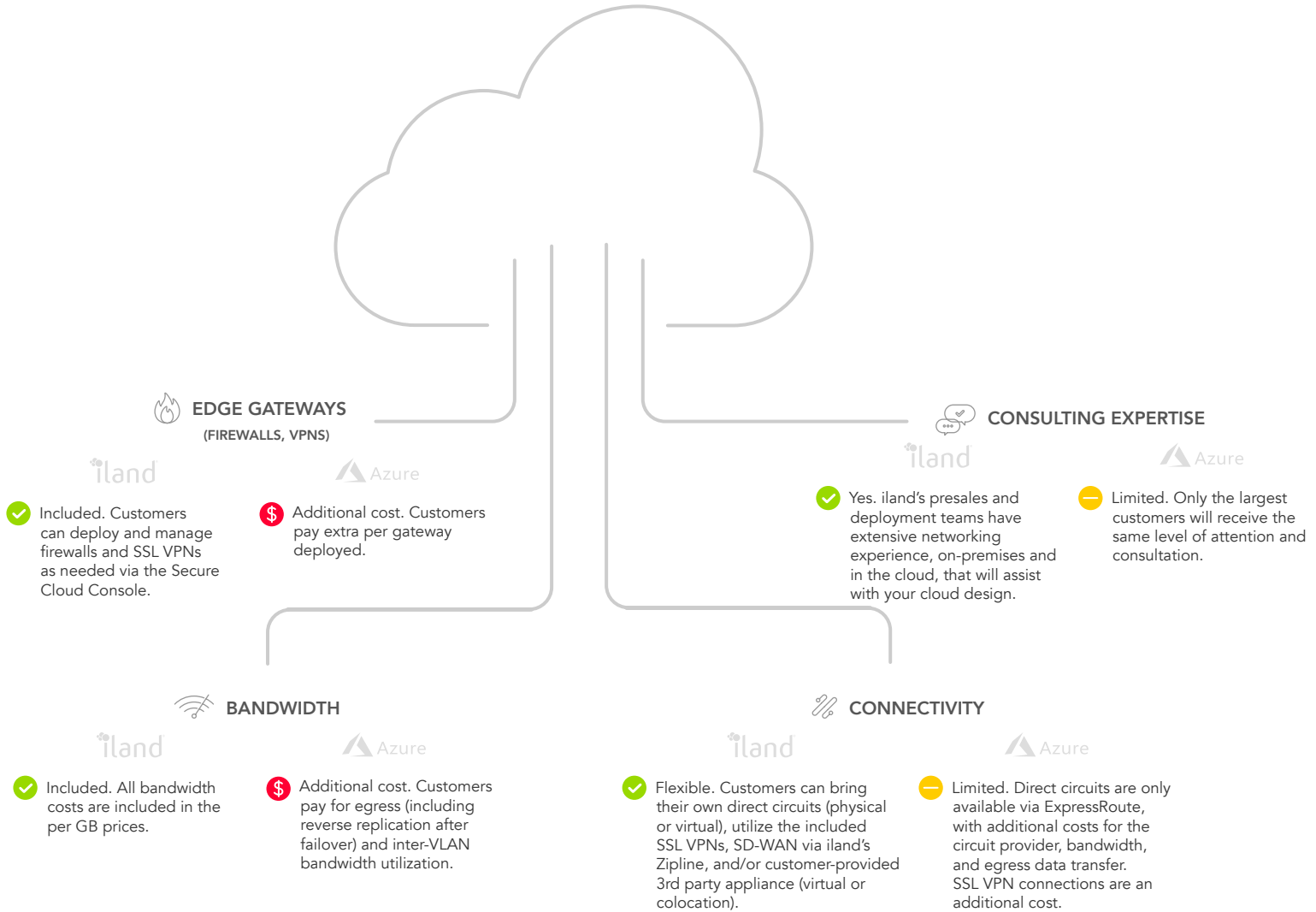| | iland Secure Disaster Recovery with Zerto | Zerto with Azure |
|---|---|---|
| **VMWARE-BASED** | Yes. | No. |
| **PLATFORM TECHNOLOGY** | VMware, HPE Nimble, Cisco, Trend Micro | Commodity/White-label |
| **VMWARE FLEXIBILITY** | Yes. Full VMware flexibility—disks, NIC's, etc. | No. Instance size limitations. |
| **ZERTO MANAGED AT RECOVERY SITE** | Yes. iland manages all infrastructure components—customers have no management responsibility or compute charges until failover. | No. Customers are responsible for deployment and maintanance 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** | Yes. Resource-based. Pay for what you consume. | Limited. Instance-based resource sizing. |
| **COMPLETE SOLUTION INTEGRATION** | Yes. iland 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 (iland Secure Cloud Console). | No. Customer must manage Azure infrastructure, Zerto infrastructure, security components, and networking independently. |
| **NON-VIRTUAL WORKLOADS** | Available. iland 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. |

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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.

## EDGE GATEWAYS
### (FIREWALLS, VPNS)

**iland**

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

**Azure**

$ Additional cost. Customers pay extra per gateway deployed.

## CONSULTING EXPERTISE

**iland**

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

**Azure**

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

## BANDWIDTH

**iland**

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

**Azure**

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

## CONNECTIVITY

**iland**

✓ Flexible. Customers can bring their own direct circuits (physical or virtual), utilize the included SSL VPNs, SD-WAN via iland's Zipline, and/or customer-provided 3rd party appliance (virtual or colocation).

**Azure**

— 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.

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# PERFORMANCE AND SCALABILITY

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

| | iland Secure Disaster Recovery with Zerto | Zerto with Azure |
|---|---|---|
| **RTO SLA** | ✅ Yes. 1 minute per VM. | ❌ No. No contractual obligation possible due to DIY nature and multiple providers involved. |
| **RPO SLA** | 💲 Available. RPO SLA with iland Autopilot Managed Recovery (additional cost). | ❌ 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. iland 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. iland 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 1 ZCA for every 50 to 100 VMs, requiring additional "always on" resources as environment grows. |
| **RETENTION** | ✅ User configurable from 4 hours to 30 days. | ✅ User configurable from 4 hours to 30 days. |

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# MANAGEMENT

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

| | iland Secure Disaster Recovery with Zerto | Zerto with 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. iland Secure 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. iland Secure 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). |
| **MANGEMENT OF CLOUD-BASED ZERTO INFRASTRUCTURE** | ✅ Included. Experienced iland 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. |

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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.

|  | iland Secure Disaster Recovery with Zerto | Zerto with Azure |
|---|---|---|
| **ANTI-MALWARE** | ✅ Included. Built into the platform and available for both Windows and Linux VMs, with reporting via the iland Secure Cloud Console | ❌ No. Customer is responsible for acquiring and properly securing their environment. |
| **VULNERABILITY SCANNING** | ✅ Included. Built into the platform, with reporting via the iland Secure Cloud Console. | ❌ No. Customer is responsible for acquiring and properly securing their environment. |
| **FIREWALL** | ✅ Included. Built into the platform and customer-managed via the iland Secure Cloud Console. | 💲 Additional cost. Customer deployed and configured. |
| **INTRUSION PREVENTION AND DETECTION** | ✅ Included. Built into the platform, with reporting via the iland Secure 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 iland- 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 iland Secure Console (additional cost). | ❌ 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 iland Secure Cloud Console. | 💲 Additional cost. Customer deployed and configured. |
| **DEDICATED CUSTOMER-FACING COMPLIANCE TEAM** | ✅ Yes. Available for both presales and postsales consultation. | ❌ No. |

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# 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?

| | iland Secure Disaster Recovery with Zerto | Zerto with Azure |
|---|---|---|
| **ON-BOARDING AND DEPLOYMENT PROJECT MANAGEMENT** | Included. All new iland DRaaS customers will have a project manager and engineers assigned to ensure success through on-boarding and intial deployment. | Not included. |
| **INDIVIDUALIZED CAPACITY PLANNING** | Included. Completed during presales via iland Catalyst and verfied 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. | Not included. |
| **VERIFICATION AND RTO TESTING** | Included. Standard milestone for managed project. | Not included. |
| **TIME TO VALUE** | Fast. iland Zerto environment is already setup and customer deployment is highly automated. Project managed implementation ensure consistency and fast execution. | Unpredictable. Customer is fully responsible for implementation (unless contracting with a 3rd 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. |
| **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 Autopilot Managed Recovery (additional cost). | Not offered. |
| **FAILOVER ASSISTANCE** | Included. iland Support is only a phone call or chat window away from assisting 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 Autopilot Managed Recovery (additional cost). | Not offered. |
| **FULLY-MANAGED SERVICE** | Available. via Autopilot Managed Recovery (additional cost). | Not offered. |

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# CUSTOMER SUPPORT

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

## iland Secure Disaster Recovery with Zerto



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

## Zerto with Azure
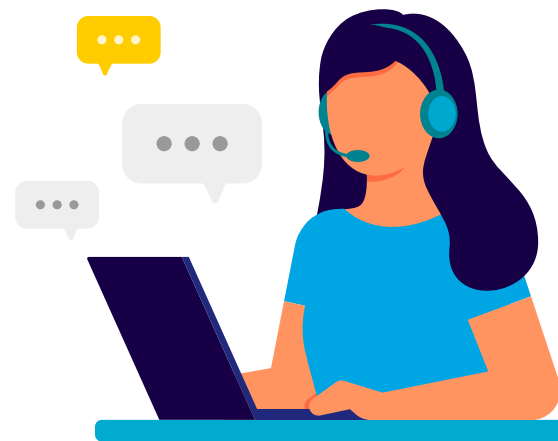


- ✓ Included email support
- $ Additional cost for Zerto tier 2 support
- $ Additional cost for cloud infrastructure tier 2 support

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# Thank you.

## About iland

iland is a global cloud service provider of secure and compliant hosting for infrastructure (IaaS), disaster recovery (DRaaS), and backup as a service (BaaS).

They are recognized by industry analysts as a leader in disaster recovery. The award-winning iland Secure Cloud Console natively combines deep layered security, predictive analytics, and compliance to deliver unmatched visibility and ease of management for all of iland's cloud services. Headquartered in Houston, Texas, London, UK, and Sydney, Australia, iland delivers cloud services throughout North America, Europe, Australia and Asia.

**Map locations:** Toronto, Los Angeles, Dallas, Reston, Sterling, Manchester, London, Amsterdam, Singapore, Melbourne, Sydney

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**Learn more at iland.com**

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