

BRIEF



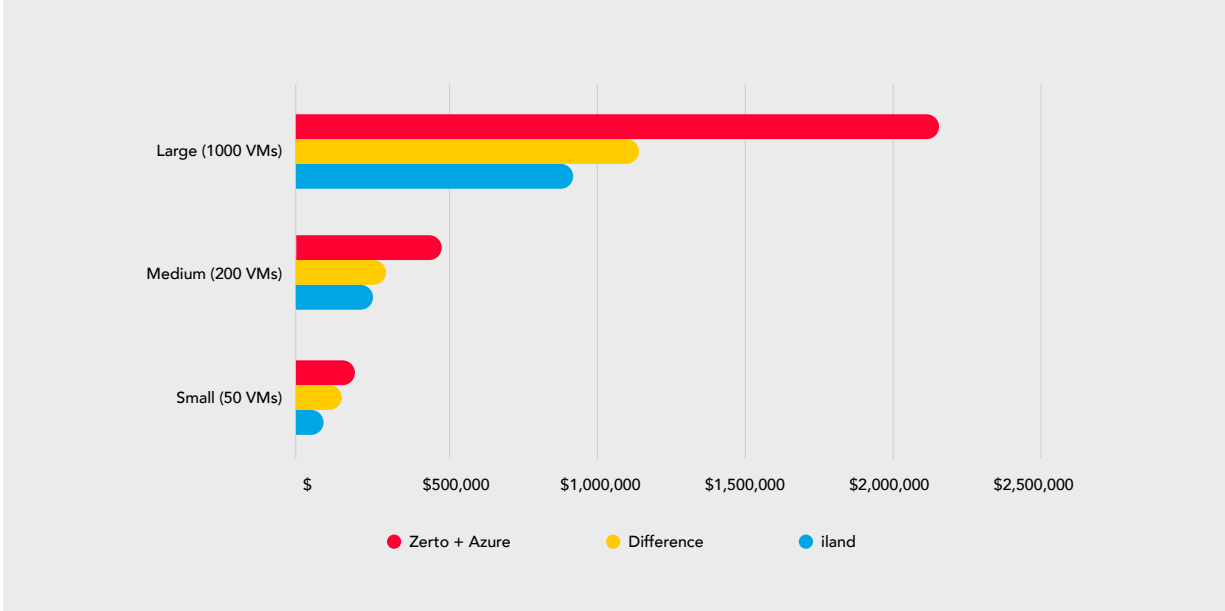
# The True Costs of Zerto DR in the Cloud.

Comparing iland DRaaS to Zerto DR in Azure.



iland 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, iland 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.

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

INFRASTRUCTURE COMPONENT	iland COST MODEL	AZURE COST MODEL	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"> <li>Charges incurred only during test or failover.</li> <li>An instance of equal or greater size must be selected for each VM when configuring protection to Azure. For iland, the recovery VM will have the same configuration as the protected VM.</li> </ul>
Memory	\$ Per GB		
Network connectivity	<ul style="list-style-type: none"> <li>VPN included</li> <li>\$ Additional cost for dedicated connections</li> </ul>	\$ Additional cost per VPN or dedicated connection	<i>iland provides much more flexibility for connecting into the DR environment, including customer-provided equipment.</i>
Backup	\$ Available on a per GB cost based on primary storage	\$ Additional cost per VM and GB	<i>Additional costs for restorations may apply in Azure</i>
Bandwidth	<ul style="list-style-type: none"> <li>Included</li> </ul>	<ul style="list-style-type: none"> <li>Ingress: Included</li> <li>\$ Egress: Per GB</li> <li>\$ Cross vNET: Per GB</li> </ul>	<i>Bandwidth charges between vNETs and reverse replication for failback operations could result in unexpected steep costs in Azure</i>
Security in DR	<ul style="list-style-type: none"> <li>Included (anti-malware, IDS/IPS, vulnerability scanning, and web reputation services)</li> </ul>	\$ Additional cost per VM and transaction	<i>Customer must deploy and manage multiple services in Azure to create a comparable solution to iland</i>
Virtual gateways	<ul style="list-style-type: none"> <li>Included</li> </ul>	\$ Additional cost per instance and bandwidth	<i>At a minimum, there should be a firewall and VPN for both replication and failover networks. iland fully manages the replication firewall</i>
Support	<ul style="list-style-type: none"> <li>Included</li> </ul>	\$ Self service support (KBs) or additional cost	<i>To match iland's included phone-based support, Azure customers would need to add premium support</i>
Zerto licensing	<ul style="list-style-type: none"> <li>Included</li> </ul>	\$ Additional cost and contract for Zerto Enterprise Cloud Edition licensing	<i>All needed Zerto licensing is included with iland (no additional on-prem licenses needed)</i>
Failover Zerto infrastructure	<ul style="list-style-type: none"> <li>Included and managed by iland</li> </ul>	\$ Additional cost for always on instances for ZCA (DS3 v2) and customer management	<i>All Zerto components in the iland infrastructure are fully managed by iland</i>

For more details on this analysis, including an estimation of the additional management cost differences, please see the [full whitepaper](#) or work with your iland sales representative.



# 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.

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