



Case Study: Disaster Recovery as a Service for VMWare

The Challenge:

Given their market leadership and rapid international growth, Bettcher Industries needed to reliably operate 24 hours a day, every day. However, a risk assessment revealed that Bettcher Industries was exposed to continuity and disaster risks. They needed to invest in a solution.

Previously, Bettcher's internal IT systems had redundancy via their multi-host VMWare environment. However, it resided in the corporate data center, which created a single failure point that could cause a complete outage from weather or other internet issues at their office. And since each remote location utilized the same core HQ-based IT resources, an outage could impact the entire organization.

To remedy this, Bettcher requested proposals from industry-leading off-site DR providers. As with any organization, cost was a critical issue. Given Bettcher's global IT requirements, the solution also needed to provide near instantaneous failover with an absolute near-zero Recovery Point Objective (i.e., having data in an identical state both at the on-site IT infrastructure and off-site DR location).

Since Bettcher Industries is a global organization, each US-based office and international office also needed access to the failover IT infrastructure and the ability to failover their own infrastructure when facing an outage.



Client Profile: Bettcher Industries

Bettcher Industries, Inc. was originally founded in 1944 by Louis A. Bettcher under the name of Bettcher Dieweld Company. Mr. Bettcher started his company with a capital investment of \$800 in a small machine shop in the old meat district of Cleveland, Ohio. Today, Bettcher Industries is a recognized product innovator in the manufacturing of food machines, food research, and cutting-edge ergonomics technology, and they have locations in the United States, Brazil, China and Western Europe.

[Learn more](#) about Bettcher Industries, Inc.

Solution Overview:

1

Bettcher Industries engaged Stratus Innovations Group to design and implement a disaster recovery solution based on Microsoft Azure Site Recovery. As part of our commitment, we provided a quick pilot to help Bettcher get more comfortable with Azure Site Recovery and to validate the solution via the Azure Site Recovery test failover functionality.

2

We provided connectivity from Bettcher's three remote locations (including their Switzerland location) to their Azure environment in order for each site to failover their VMWare-based Virtual Machines. This connectivity was accomplished by provisioning a Windows server routing and remote access (RRAS)-based firewall into a Microsoft Azure dynamic routing, multi-site virtual network.

3

After a short implementation project, Bettcher was able to successfully failover individual virtual machines as well as their entire Syteline ERP environment. They could then fail back to the on-premises based VMWare environment as well.

Results:

The primary advantage that Bettcher was able to benefit from with Stratus Innovations was the incredibly low cost of this solution compared to other disaster recovery options, which require a dedicated mirrored physical or virtual environment to be available in order to failover a production environment. As part of the initial evaluation and RFP process, Bettcher found that **Stratus Innovations' Microsoft Azure Site Recovery solution** was approximately 15 to 20 times less expensive than other proposed solutions by Verizon and Sungard.

Additionally, the dynamic routing virtual network provided Bettcher an additional benefit by enabling client-based VPN connectivity to their Azure environment, which can be used at times of complete HQ or office outage. As long as their employees can go somewhere with internet access (such as home or a library), they can continue to conduct business and service their customer base.

Finally, Bettcher has the ability to run monthly tests to ensure that they can successfully failover their environment in the event of a system outage. They can also test whether the failover data is an exact replica of their production environment prior to the outage.

"We were impressed when we calculated the cost to protect our VMWare environment with Azure Site Recovery."

Kevin Miller, Bettcher Industries IT Director



Is Your Data at Risk? Stratus Innovations Can Help!

If you want to explore cost-effective disaster recovery options for your business, contact Ron Savoia right away.

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Want more information on this solution?

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