



# About Kingspan

Kingspan is a global leader in high-performance insulation and building envelope solutions. Kingspan differentiates itself through its relentless development of innovative and patent-protected proprietary technology. We help our customers build in an energy efficient manner that reduces running costs and also meets environmental regulations and greenhouse gas emissions targets. We manufacture a suite of complementary building envelope solutions for both the new build and refurbishment markets. The Group manages its business through 5 operating divisions: Insulated Panels, Insulation Boards, Access Floors, Environmental and Light & Air.

## DRaaS Offers Protection for Business-Critical Applications



### Challenges

- Initially lacked disaster recovery solution & location leaving Kingspan's primary business vulnerable
- Previous solution RPO was 28+ days and was unable to replicate ERP & Asset Directory transaction logs
- Extended downtime of ERP Systems would cause significant financial impact to their business



### Meriplex DRaaS powered by Zerto Results

- Granular RPO (Recovery Point Objective)
  - RPO reduced from 28 days to 10 seconds minimizing data loss and revenue impact
- Simplicity of the solution
  - Easy to install & administer
- Successful Test & Production Failovers
  - Confidence in their solution to perform when needed



### Solution

- Zerto powered DRaaS solution fully managed by trusted network managed services partner, Meriplex Communications

"Other provider solutions were complicated in terms of their usability and did not offer a very clear picture. The Meriplex DRaaS solution offered simplicity in terms of its administration, operations, & visibility.

With a backup disaster recovery location for our primary ERP system, Meriplex gives us the ability to meet our RPO/RTO objectives to the business."

- **Conor O'Carro**  
IT Director

## Quick RTO/RPO & Simple Solution

With many locations across North America, Kingspan NA businesses require continuous access to centralized ERP and Asset Directory systems for successful business continuity. Interruption of services for any length of time could greatly affect business operations resulting in significant financial impact.

Kingspan's previous DRaaS solution failed at effectively replicating core ERP transaction logs with an unacceptable RPO and RTO (Recovery Time Objective) of 28-38 days. The solution proved highly complex, both from an administrative and operational perspective which lead to Kingspan NA IT pursuing alternative solutions. Protecting & replicating business-critical systems was high priority for IT Director, Conor O'Carroll, who sought a disaster recovery solution able to handle the business continuity requirements for Kingspan NA technology environment.

When looking for a new solution, Kingspan consulted their trusted network managed services provider Meriplex, who offered a customized managed Disaster Recovery as a Service solution, powered by Zerto. The partnership with Meriplex offered an effortless migration into DRaaS, proving simple to install and easy to administer, with a clear & concise picture into their DR environment from an RPO and RTO perspective making this solution a good fit for Kingspan.

Kingspan can now replicate multiple databases and ERP applications into a secure Meriplex DR location in Las Vegas, with a RPO averaging to under 20 seconds.

Meriplex & Kingspan NA IT performed a test failover to test their new DR strategy. The failover process proved to be simple and straightforward, allowing Kingspan NA IT to develop a game plan for dealing with outages and provide a targeted time frame to initiate a live failover in the event of an outage or disruption. According to IT Director, Conor O'Carroll, this "is a functionality I have not seen with any other solutions."

When failing back applications, Kingspan has visibility into seeing the applications come back up in production in real-time. Kingspan can successfully carry out full ERP production failovers over and back in under two- hours.



## About Zerto

Zerto helps customers accelerate IT transformation by eliminating the risk and complexity of modernization and cloud adoption. By replacing multiple legacy solutions with a single IT Resilience Platform, Zerto is changing the way disaster recovery, data protection and cloud are managed. With enterprise scale, Zerto's software platform delivers continuous availability for an always-on customer experience while simplifying workload mobility to protect, recover and move applications freely across hybrid and multi-clouds. Zerto is trusted by over 6,000 customers globally and is powering resiliency offerings for Microsoft Azure, IBM Cloud, AWS, Sungard AS and more than 350 cloud services.

Business Requested  
RPO 1 hour

Zerto DR RPO  
10 Seconds

Business Requested  
RTO 6-8 hours

Zerto DR RTO  
1 Hour



Meriplex is an IT and SD-WAN solutions provider specializing in intelligent networks, cybersecurity, managed services, and cloud communications including customized disaster recovery solutions for the mid-enterprise market. Meriplex develops lasting customer relationships by demonstrating positive attitudes in providing creative, reliable, and personalized solutions.

[Learn More](#)

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Contact us today to learn more about how you can get a DRaaS Solution at [www.Meriplex.com](http://www.Meriplex.com) or [Connect@Meriplex.com](mailto:Connect@Meriplex.com).

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