

# Why Did Ultra Petroleum Move to Datrium DRaaS with VMware Cloud on AWS for Backup and Disaster Recovery? Simple.

## ULTRA PETROLEUM CASE STUDY



Oil and Gas Producer  
[www.ultrapetroleum.com](http://www.ultrapetroleum.com)

### Challenge

Ultra Petroleum needed to slash IT costs and improve backup and DR without sacrificing performance or overburdening IT staff.

### Results

- Cost savings of 50% compared to previous model
- Deployment in less than 8 hours
- Streamlines manual tasks, saving IT staff time
- Delivers instant RTO and supports RPO of 4 hours
- Easy to add new applications/workloads as needed
- Able to reinvest IT savings back into the business

“Datrium won on simplicity and savings. Built-in backup, built-in security, VMware compatibility, cost savings of 50%, future-ready... What’s not to like?”

**Josh Rein**  
Network Manager, Ultra Petroleum

### Company Challenge

#### Find a Backup and DR Model that Fits Our Business Model

When it comes to backup and disaster recovery (DR) requirements, no two companies are alike. Yet many backup and DR solutions are standard-issue, inflexible, and complicated. For Ultra Petroleum, a Wyoming-based oil & gas producer, finding the right mix of effectiveness, cost-efficiency, and flexibility was a daunting challenge.

“We’ve gone through several iterations,” said Josh Rein, Ultra’s Network Manager. “Five years ago, we used a co-lo model, but the backup and emergency DR sites were in the same city, and it was tough to manage. There were a lot of hoops to jump through.” More recently, Ultra went with a managed service model that physically separated the backup and DR sites. But this solution was still inefficient and expensive, requiring a pricey MPLS circuit between the sites.

The IT team began looking at other options. They evaluated the latest offerings from the usual mega-vendors and then heard about Datrium from a colleague. “We were intrigued, so we did some digging into Datrium’s architecture and references,” said Rein. “We’re glad we did. We found a solution that finally fits our situation – today and tomorrow.”

### Results

#### Cost Savings and Simplicity on a Whole New Scale

Datrium DRaaS with VMware Cloud on AWS provides failproof on-demand DR in the cloud and on premises. It includes cloud backup, DR orchestration, and on-demand DR sites in VMware Cloud on AWS. DRaaS eliminates the need for costly physical DR sites as customers only pay for DR resources when disaster strikes or for testing. It keeps data safe and secure, and continuous compliance checks enable users to confidently execute failover and failback. The simplicity of DRaaS was the key differentiator, according to Rein. “Everything we wanted to do was supported and easy to implement,” he said. “It had a better backup solution than the one we were using, built-in. It made it simple for us to replace tape backup with something more robust. Everything rode on VMware, which is important because we’re 95% virtualized. It had built-in security features, like encryption. And it was 50% less expensive than our managed services model.”

DRaaS with VMware Cloud on AWS was also simpler to manage. “It wasn’t cumbersome like our previous solution,” said Rein. “We had it deployed in less than 8 hours, and we spent maybe a total of 8 more hours learning the ins and outs, validating, and so on.”

“We manage dozens of systems, applications, and both IT-specific and business-specific technologies. With Datrium, we have more time, and we’re saving money that can be re-invested in business priorities.”

**Josh Rein**  
Network Manager, Ultra Petroleum

#### **Flexibility for Future Needs**

While Ultra Petroleum’s immediate need was a better backup solution, the company also wanted to move to cloud-native DR. “Datrium had a cloud-based DR solution that would give us on-demand DR for all our VMware workloads,” said Rein. “That saves us money by eliminating the need for a physical DR site. We only pay for DR resources we actually use.”

Ultra sees enormous potential in DRaaS with VMware Cloud on AWS. “With DRaaS, we can extract ourselves from the managed services model, take back control, and save a lot of money – but we aren’t giving up any freedom of choice in the future,” said Rein.

DRaaS also adds new capabilities without additional costs. The IT team has been able to automate some of the key backup processes to save time, and new functionality benefits both IT and the business. “We can instantly restart any workload from S3 after a disaster, and that gives us protection from things like ransomware,” said Rein.

#### **It All Comes Back to the Business**

Ultimately, the benefit of moving to DRaaS with VMware Cloud on AWS is it’s simply good for business, according to Rein. “This isn’t just about making life easier for IT,” he said. “It’s about making IT more effective for our business. We were asked to cut our costs without cutting service levels, and we’ve come through. That savings gets plowed right back into the business. And that benefits all of us.”

#### **About Ultra Petroleum**

Ultra Petroleum Corp. is an independent exploration and production company focused on developing its long-life natural gas reserves in the Green River Basin of Wyoming – the Pinedale and Jonah Fields. The company’s headquarters are in Englewood, Colorado, and it’s committed to strong environmental stewardship and reduction of emissions through aggressive, and in many cases, voluntary measures, including a Liquids Gathering System, advanced controls on drill rig and completion engines, electrification of natural gas engines, and more. The company also makes substantial annual contributions to wildlife conservation and protection funds.

Learn more about Datrium at [www.datrium.com](http://www.datrium.com).

