

Industry:  
Banking/Finance

# Keeping IT on the Leading Edge

Dollar Bank Upgrades its Network and Data Center with Help from ePlus® Technology

*ePlus was one of only a few solution providers that could deliver all the equipment needed for the upgrades, simplifying the project from a design and procurement perspective.*



Dollar Bank, headquartered in Pittsburgh, Pennsylvania, is the largest independent mutual bank in the United States. With assets topping \$5.5 billion, the bank operates branches and loan centers in northeastern Ohio and southwestern Pennsylvania. Dollar Bank's subsidiaries include Dollar Bank Leasing Corporation, Flenniken Settlement Services, and the Security Savings Mortgage Corporation.

## Two Upgrades, One Solution Provider

Two of the IT initiatives that Dollar Bank had to undertake in 2008 included a Cisco router and switch upgrade at its branch locations as well as replacement of its Liebert UPS unit and two Liebert HVAC units for the main data center.

"Our networking equipment was acquired via a leasing program and was up for lease termination," explained Glenn Roos, Vice President of Data Processing Operations at Dollar Bank. "We were looking to make a massive upgrade of more than 50 devices. In addition, we were powering our data center with a UPS that was at its end of life, experiencing intermittent failures, and required replacement."

Dollar Bank had a few options from different vendors to choose from. ePlus, along with equipment manufacturer representatives, assessed the bank's needs and offered a solution that utilized equipment from both Cisco and Liebert to accomplish the upgrades needed. With strong, strategic partnerships with both manufacturers, including status as a Cisco Gold Certified Partner, ePlus was able to register these opportunities and pass along an aggressive price point. ePlus was also instrumental in the design of these projects, which offered added value to the bank.

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## A High Performance Solution

ePlus was one of only a few solution providers that could deliver all the equipment needed for the upgrades, simplifying the project from a design and procurement perspective. The implementation went off flawlessly from inception to completion on both projects, with all phases finished on time and within budget.

ePlus sourced Cisco Edge routers / switches and Cisco Network Access Control (NAC) in addition to a Liebert Uninterruptible Power Supplies (UPS) System for Dollar Bank. With state-of-the-art

equipment now in its network and data center, the bank has redundant components to mitigate a single point of failure, enhanced security, improved system reliability and performance, and better power protection.

By deploying the technology ePlus recommended for its needs, all Dollar Bank branch locations are upgraded to support high bandwidth applications over the WAN. In addition, the bank can now introduce more applications with better efficiency at the branch level. The new UPS solution delivers reliable back-up electrical power capabilities with far less heat issues and vulnerability from the old platform.

“ePlus played an integral role in coordinating a variety of activities with manufacturers, getting us quotes for the specific equipment and configurations in a very timely manner, and giving us favorable pricing,”

said Roos. “In addition, the ePlus team also worked closely with the leasing company to help minimize the amount of paperwork needed and lessen the effort and burden on our part—making the acquisition process smooth and efficient.”

**For information on how ePlus can help your organization realize significant savings, contact us at 888-482-1122 or visit us on the Web at [www.eplus.com/datacenter](http://www.eplus.com/datacenter).**

## Client Success Summary

*Organization:*  
Dollar Bank

*Industry:*  
Banking and Finance

*Solution:*  
Cisco network equipment upgrade,  
Liebert UPS upgrade

*ROI:*  
Cisco network equipment upgrade,  
Liebert UPS upgrade

