

Industry:  
Banking and  
Finance

## Banking on Data Center Reliability

Large Financial Institution Selects ePlus® Technology  
for Business Continuity Plan

*With an upgraded data center, the financial institution enjoys reliable, continuous performance from its network with peace of mind that its disaster recovery strategy is well equipped to handle the unexpected.*



A large, full-service financial institution with multiple community branches and many members was reassessing its disaster recovery readiness. It needed a cost-effective yet robust solution capable of hosting all of its systems and applications. The organization required increased scalability and the ability to move its development environment to the disaster recovery site. The storage solution must also be able to host Unix in the future and accommodate three-year technology refreshes.

### Search for a Disaster Recovery Solution

The financial institution had a clear vision of its disaster recovery business requirements, now it needed a solution provider to turn this into a technology solution. It selected ePlus to perform a thorough assessment based on ePlus' depth of technical expertise and breadth of service offering, best practices demonstrated at other customer sites, and high-level partnerships with HP, Cisco, Microsoft, Sun, IBM, Citrix, VMware, and other key manufacturers. ePlus earned credibility with the organization during a previous network infrastructure redesign engagement, which aided the organization in its decision to work with ePlus again.

### A Map to Disaster Recovery Readiness

ePlus reviewed the organization's systems, applications, and network architecture in order to verify its business requirements for restoring critical systems. ePlus recommended a comprehensive solution to ensure the company's recovery from a disaster that met its budgetary and scalability requirements and which was based on consolidating onto HP MSA storage, HP Blades, and leveraging VMware. The ePlus solution included

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# Disaster Recovery and Data Center Success with ePlus



## Client Success Summary

**Organization:**  
Full-service \$1 billion+ financial institution

**Industry:**  
Banking and Finance

**Solution:**  
Data Center Upgrade,  
Disaster Recovery

**ROI:**  
Enhanced network control, reliability, and performance; lower total cost of ownership

full disaster recovery network design, storage architecture, server farm architecture, off-site data backup (eliminating tape backups to a third party), and cost containment on Veritas software.

The financial institution's network was costing it money due to periodic downtimes. The disaster recovery solution designed and implemented by ePlus gave the institution the tools it needed to be prepared for the worst with the smallest impact on the organization.

### A Smooth Road to Disaster Recovery

ePlus upgraded the company's network and related systems in order to meet its disaster recovery needs without unscheduled downtime or disruption to its core business. The new infrastructure delivers an efficient and cost-effective solution by leveraging the latest technology in advanced virtualization, Blade servers, and consolidated storage technologies. The organization has lower total cost of ownership with ease of management and operation enhancements, allowing IT staff to be more proactive.

The financial institution is able to enjoy reliable, continuous performance from its network with peace of mind that its disaster recovery strategy is well equipped to handle the unexpected. Now its customer service reps can maintain their focus on clients' needs and no longer have to worry about network downtime.

### Poised for Future Growth

With its upgraded infrastructure, the organization benefits from significant improvements in response time as well as the ability to seamlessly scale the network to support the growth of more branches. It is well positioned to grow its business and is confident that its network can handle the expansion. The solution from ePlus delivers immediate benefits today and will accommodate future needs, including additional storage and technology refreshes.

**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).**

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