

First National Bank of Central Florida Improves Backups, Saves Costs with Disk2Disk2Disk™ Data Archiving Technology



CASE STUDY

BACKGROUND

In financial services, margins are slight yet data protection requirements are considerable, presenting a challenging juxtaposition to take advantage of “best of class” backup, archive and restore technologies to ensure streamlined, secure operations while taking into account the bottom line.

For First National Bank of Central Florida, a full-service commercial bank serving the central Florida region, this environment of competing interests—security versus expenses—is also its reality.

For years, the bank had backed up critical data from its SQL and Access databases, Microsoft Exchange servers and its Word and Excel files using tapes. When it became apparent that its current backup agents would need to be replaced at a considerable cost, First National Bank of Central Florida decided that its current archiving system should also be audited to determine if there was a more efficient and cost effective way to archive its data.

After evaluating several tape-based and hosted solutions—high cost, tape storage inconvenience and rigid service contracts were key determinants that led First National to seek a reliable, secure and cost effective backup solution.

SEEKING AN ALTERNATIVE TO TAPE

What the Information Systems staff at the bank identified was the affordable Disk2Disk2Disk™ backup system offered by Revinetix™.

“The key factors that stood out about Revinetix’ disk-based solution were system ease of use, minimal storage space requirements as compared to tapes, and affordability,” said Wayne Cochran, Vice President of Information Systems at First National Bank of Central Florida. “Revinetix is really there to meet the needs of small business. They provide a robust, affordable system and don’t nickel and dime you with extra fees for remote backup agents or Exchange recovery.”

The bank deployed two Sentio™ Pro rack-mounted data protection appliances, each with 800GB capacity. The Disk2Disk2Disk system supports storage and protection of the institution’s encrypted data.

First National Bank of Central Florida has implemented the disk-based system at its main operations center location and

one of its seven branch offices. Archiving takes place at the operations center and, for disaster recovery, a daily replication takes place from the branch location. In the event of a disaster resulting in damage to the appliance, Revinetix will loan a replacement unit to First National Bank of Central Florida so that it can complete its own data restore.

Backups now are fully automated, restores are quick and reliable, and archive drives are hot swappable, enabling removal and offsite storage. Before the Disk2Disk2Disk system, backups required tapes to be manually swapped out. Because the data volume was so large, this practice was extremely time consuming. An additional benefit of the disk system is that it eliminated the risk and waste of tapes that are damaged or otherwise unusable.

FLEXIBILITY AND CONTROL

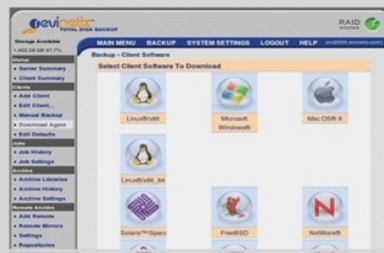
“We really appreciate the flexibility that the Revinetix system offers our institution,” said Cochran. “We are not locked in to using a specific disk drive because the Sentio system is engineered to work seamlessly with drives from Revinetix as well as drives from other vendors.”

ADVANCED DATA PROTECTION SOFTWARE

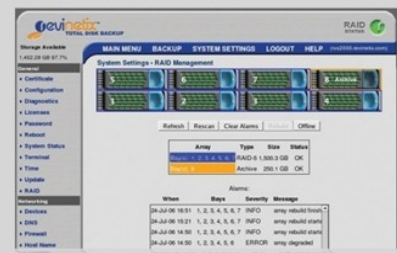
ARCHIVE DISK REMOVAL



SUPPORTED AGENTS



RAID CONTROL



Compared to tape, the financial institution sees its ability to be able to easily locate and view a specific archive on the disk as a tremendous advantage and something that was very difficult to accomplish with the previous tape backup system.

DATA RECOVERY AND COST SAVINGS RESULTS

The institution's data is easily accessible and recoverable through bare metal restore. IT managers are able to quickly and easily create a complete disk image to add new users or get current users back up and productive after a fatal system crash.

A recent occurrence of an end user deleting files resulted in a quick restoration of the files and no disruption to business.

"We have an enterprise-level system at an incredibly affordable cost," said Cochran. "While the ease of use and the reduced space required to store the disks compared to tape are of great benefit, the tremendous savings to our bottom line is what clinched the deal for this institution."

"Financial institutions need a proven backup solutions partner dedicated to helping them with data protection and to meet backup compliance regulations mandated by the banking industry," said Thomas G. Hogan, Revinetix president and CEO. "We have a deep portfolio of working in the financial sector and look forward to supporting First National Bank of Central Florida with disk-to-disk-to-disk backup appliance technologies to be more efficient and effective in their daily operations."

For more information on the Disk2Disk2Disk Total Backup Solution, call 888-264-5116 or email sales@revinetix.com

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Wayne Cochran
Vice President of information Systems
First National Bank of Central Florida



ABOUT REVINETIX, INC.

Revinetix provides innovative data protection solutions that ensure continuity of business, control of critical information and confidence in recovery systems. Revinetix offers the first total disk backup and recovery solution that allows automated backup schedules for every user on the network and allows critical data to be stored safely off-site from a single appliance. For more information, customers are encouraged to contact Revinetix at 888-264-5116 or sales@revinetix.com to locate a reseller in their local area.

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