Lead Bank cuts latency by 80X, improves recovery 288X – all with lower TCO and less IT time

LEAD BANK CASE STUDY

Financial Services
www.lead.bank

Challenge

As EMC VNX neared end of life, Lead Bank's CIO looked for a solution that would improve performance and support the bank's business continuity strategy.

Results

- 80x faster application latency
- RTO of 5 minutes vs. 24 hours
- RPO down from more than a day to one hour
- 2x the effective capacity
- Better security at host, in-flight and at rest
- Five-figure cost savings

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Darrin Moorer
CIO

Company Challenge

High Latency, Slow Recovery, Difficult Management

For Darrin Moorer, CIO of Lead Bank, availability and security are his top daily drivers. Thousands of individuals and businesses in Kansas communities trust the bank for their financial needs, from day-to-day banking to loans to merchant services.

When the company's EMC VNX data storage neared end of life, Moorer proactively began looking for a replacement that would improve performance, capacity, security and management. The company routinely had to call in external consultants to help with storage-related tasks.

At the same time, the bank wanted a more sustainable long-term plan for business continuity as it anticipated moving away from offsite disk backup managed by a third party.

Results

High Performance, Better Security, Lower Cost

While evaluating solutions, including Pure, Nimble and Dell EMC, Moorer discovered Datrium at an industry conference. He had been attracted to the benefits of hyperconvergence (HCI), but turned off by the trade-offs – particularly the need for a full hardware replacement.

With Datrium's Automatrix platform that converges primary storage, backup, DR, encryption, and mobility, the bank wouldn't have to make tradeoffs. They could gain performance and availability without a full hardware swap. Datrium works with any host, making for a more economical system upgrade.

And because all active data remains in flash on the server, Datrium DVX maximizes speed, with performance improving as servers are added.

At the same time, Datrium would enable the company to move away from disk backup of host data to a third-party offsite disaster recovery site.

"The business case made sense with Datrium," Moorer said. "We could get some of the benefits of hyperconvergence, and more, but leverage our existing equipment. And for an incremental amount, we could get a fully robust DR solution."

> "We love the fact that we no longer have to understand storage and be storage managers. It's one big storage pool so we don't have to deal with LUNs."

Darrin Moorer
CIO

The fact that Datrium offered Blanket Encryption, for both in-flight and at-rest data, gave Moorer greater peace of mind and further cemented his decision. "None of the other solutions we looked at could do encryption on the fly," Moorer said.

80x Faster Performance
Prior to the Datrium deployment, the bank ran a performance test to get a baseline on its existing storage solution, and found latency of up to 80 milliseconds for writes.

From the start, Lead Bank turned on Datrium's Insane Mode, and immediately saw the difference. With the Datrium DVX deployed, latency dropped to one millisecond. "Users didn't know that we'd made a change, but some said, 'Hey, the system seems a whole lot faster.' It's definitely faster on reads and writes, and you really notice with launching apps and accessing files."

With always-on deduplication and compression, the bank gained 2X the effective storage capacity.

RTO and RPO in Minutes vs. 24 Hours
The company added built-in Automatrix autonomous snapshotting, and replication via site-to-site VPN. They now replicate all data across 50 servers hourly, which only takes about 20 minutes. Consequently, their recovery point objective (RPO) dropped from more than a day to just one hour, a 24X improvement.

With Commvault, its disk backup solution, recovery would take at least a day. After the move to Datrium, that dropped to just five minutes, for a 288X improvement.

Do-it-Yourself Storage
Management also changed dramatically for Moorer's team. Instead of pulling in consultants, they now manage Datrium storage on their own – right in vCenter.

"We love the fact that we no longer have to understand storage and be storage managers," Moorer said. "It's one big storage pool so we don't have to deal with LUNs."

Saving Five Figures
The move to Datrium simultaneously delivered higher performance, simpler management, a more secure, robust recovery strategy and cost-savings for Lead Bank. By bringing backup in house and eliminating the need for an outside consultant, the bank expects to save tens of thousands annually.

About Lead Bank

For 90 years, Lead Bank has remained a strong, independent commercial bank dedicated to delivering smart financial solutions for business owners, managers and their families and communities. With locations in Garden City, Lee's Summit and now the Kansas City Crossroads, Lead Bank continues to provide treasury management, lending services, and personal client products. Lead Bank is the 2018 recipient of the prestigious Mr. K Award, named after the late Ewing M. Kauffman. This award goes to companies which have shown growth and sustainability, a positive company culture and a record for giving back to the community.

Learn more about Datrium at www.datrium.com.