



## FIDELITY BANK GETS A HIGH YIELD ON ITS SILVER PEAK INVESTMENT

### BACKGROUND

Fidelity Bank (Fidelity) is an independent, privately owned business bank located in Minnesota. The bank, founded in 1970, has more than 900 customers in the Twin Cities area with over \$350 million in assets.

*“WE REALIZED THAT WE WOULD HAVE TO DOUBLE OR TRIPLE OUR BANDWIDTH TO ACCOMMODATE OUR DISASTER RECOVERY PLANS.”*

— RICK ERICKSON, ASSISTANT NETWORK ADMINISTRATOR AT FIDELITY BANK

To protect these assets, the bank established a dedicated disaster recovery facility that is used to replicate key business data, including file and email services.

“We started sending 40–45 GB of data per day between our main bank and collocation facility,” said Rick Erickson, Assistant network administrator at Fidelity Bank. “As the volume of data continued to increase, we realized that we would have to double or triple our bandwidth to accommodate demand.”

The Bank’s exposure to risk increased as their WAN bandwidth became more strained. Rather than replicating entire server images across the WAN, they were forced to send only data. This meant that if a disaster occurred, the Bank could not simply fire up a virtual machine for seamless operations. Instead, they would be forced to rebuild the lost server from recovered data, which takes additional time and resources.

“Our disaster recovery model was not in line with our business continuity objectives,” said Erickson. “Our increased vulnerability was the main driver for us to look at WAN optimization solutions.”

### A HIGH-YIELD INVESTMENT

After exploring various solutions in the WAN acceleration space, Fidelity Bank determined that Silver Peak’s NX appliances were a perfect fit for their data replication needs.

“Of the WAN acceleration products we tested, Silver Peak offered the only one to protect stored data using disk encryption,” said Erickson. “This was an important requirements for us, because the bank’s security is constantly scrutinized by the FDIC, state, and private auditors. Because we take the protection of client data very seriously, the last thing we wanted to do was sacrifice security to improve network performance.”

In addition, Silver Peak delivered robust reporting capabilities that quickly and easily enabled Fidelity’s IT department to monitor and manage application performance across the WAN. Using these tools, the bank consistently sees 94% data reduction across the WAN, with peaks reaching 97%. 1-GB transfers have been reduced from 70 minutes to 4 minutes, a 17x improvement that has dramatically improved the performance and reliability of the company’s disaster recovery operations.

Customer: FIDELITY BANK



### Quick Fidelity Bank Facts

- Privately owned bank in Minnesota with over \$350 million in assets
- Dedicated DR collocation facility for data replication
- Trouble sending 40–45 GB of replication traffic across WAN
- DR operations out of synch with bank’s RTO objectives

### Silver Peak Results

- 94% data reduction across the WAN, with peaks reaching 97%
- 1-GB transfers reduced from 70 minutes to 4 minutes, a 17x improvement
- Disk encryption for successful FDIC, state, and private audits
- Foundation for future IT initiatives, including remote queries of SQL database

Going forward, Fidelity has strategic plans to use Silver Peak to accelerate additional business applications. For example, the bank is placing a key database in their disaster recovery facility that will be accessed directly by partners. This would improve customer service and automate an otherwise manual query process. Silver Peak NX appliances will enable Fidelity employees to query the database in real-time and provide regular updates across the WAN.

“We are confident that the Silver Peak solution will play a key role in our future IT plans,” said Erickson. “Because the NX

appliances add very little latency, we expect them to have a significant impact on our ability to perform SQL operations remotely.”

By improving the efficiency of data replication across the WAN, Silver Peak has enabled Fidelity bank to better protect client information and to ensure continuous business operations in the unlikely event of a disaster. In addition, the bank established a foundation for future IT initiatives that will improve customer satisfaction while reducing operational costs. When it comes to secure WAN acceleration, Fidelity banks on Silver Peak.

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