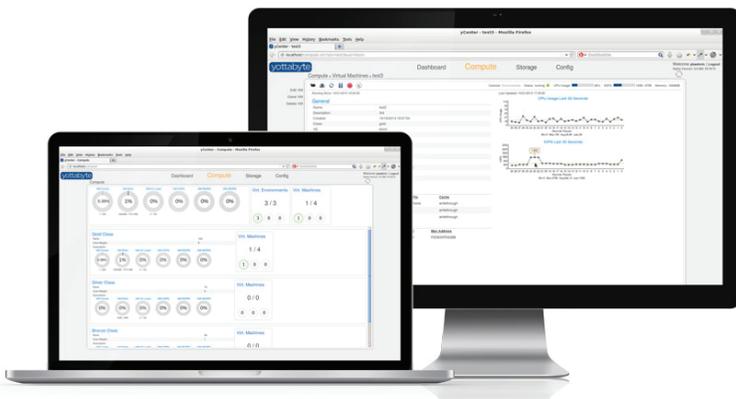


# Soothing Growing Pains At Chemical Bank

For over 95 years, Chemical Bank's hometown approach to banking has remained steadfast and focused on community banking, highlighted by local leadership and decision making, a devotion to community and personalized service. Chemical Bank is the second largest bank headquartered in Michigan, with over 150 branches and assets of \$6.2 billion.



## The Challenge

Chemical Bank's aggressive growth strategies had pushed data retention and backup needs to a head. The current tape backup system was maxed out and in need of an expensive upgrade. Due to regulatory requirements, multiple copies of all data needed to be retained, causing even more data explosion and pushing backup windows to nearly 24 hours.

Tad Sumner, Vice President, Information Technology at Chemical Bank, needed a flexible, scalable, and reliable enterprise storage system to manage its massive data growth and enhance its disaster recovery capabilities.

"The amount of information our business is generating is growing exponentially which was driving complexity and cost into our organization," said Sumner. "It was clear we needed to address our storage and back-up requirements with technology that could keep up with the changing business climate. "

## Solution Summary

*"In our analysis of back-up solutions, Yottabyte distinguished itself with its software approach to back-up and archiving"*

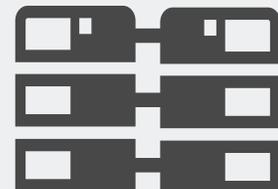
Tad Sumner  
Vice President, Information  
Technology  
Chemical Bank

## Organization

Chemical Bank  
Midland, Michigan

## Key Challenges

- Rapidly expanding business
- Regulated data retention
- Outdated hardware that could not scale to match demand



## Solution

Chemical Bank replaced their legacy tape backup infrastructure with yStor, delivering a faster, more flexible solution at a fraction of the cost.

Chemical Bank's existing solution was contingent on hardware to make it work -scaling the legacy solution would require additional hardware and more fixed cost. Many of the other solutions Sumner's team evaluated had proprietary hardware requirements thus adding additional cost.

### The Solution

Sumner and his team recognized that they would need to move away from a hardware-oriented solution in order to meet their objectives, selecting Yottabyte's yStor in a managed implementation.

"In our analysis of back-up solutions, Yottabyte distinguished itself with its software approach to back-up and archiving", said Sumner. "Our legacy solution was contingent on hardware to make it work. Scaling the legacy solution would require we add more hardware and more fixed cost. Yottabyte solved our business problem by archiving our data via their software on to commodity hardware at a cheaper variable cost point. The other feature that attracted us was the 85% compression ratio we achieved with the Yottabyte software thus dramatically reducing the need for physical storage and its associated costs."

Chemical Bank and Yottabyte architected a system that that incorporated three yStor appliances distributed over two locations to provide multiple layers of redundancy. At their headquarters in Midland MI, two appliances were mirrored to provide protection against an appliance failure. Data is also synchronized to a third appliance deployed at Chemical Bank's disaster recovery site.

Sumner and his team appreciated the flexibility and performance of Yottabyte's software-driven solution, but they expected more from their technology partners than a quick transaction. Yottabyte worked closely with Chemical Bank over several months to design, test, and implement the new storage solution.

"While other suppliers were more about the sale, Yottabyte spent a great deal of time getting to know our business and our storage needs" said Sumner. They were then able to help us craft a solution with their software that made the most sense and was scalable for future growth. Yottabyte then designed the final solution and tested it with us to our satisfaction."

### The Result

Today Chemical Bank has migrated 75% of their data to yStor and is scheduled to complete their transition by the end of the year. "Our backup windows have been reduced from a full day to a matter of hours. While we've got plenty of storage for the near future, the scalability of the system – either through adding an appliance, archiving to the cloud, or both – puts us in great shape for the future" said Sumner.

To further maximize their resources, Chemical Bank engaged Yottabyte to manage the day-to-day details of their backup and storage operations.

"Yottabyte has taken over responsibility for the success of our back-ups on a daily basis. Yottabyte monitors our environment, ensures back-ups complete successfully and if a problem were to occur, Yottabyte has the ability to jump in and take care of it", said Sumner. "We've received great value from Yottabyte. We've been able to purchase a complete, end-to-end storage and backup solution for a very low cost point"