



Case Study: Marlborough Savings Bank



Summary: This large corporate retail reseller is the leading off-price retailer of apparel and home fashions in the U.S. and was ranked in the 2016 Fortune 500 listings. With more than 1,000 stores in the United States and close to 500 stores in Canada with locations in the United Kingdom, Ireland, Germany, Poland, Austria, and the Netherlands this company has achieved great success within the industry

Challenges: A large corporate retail reseller needed a valued partner to help with the technology needs as they sought expansion among their brands. They needed a partner that could provide OEM and Depot support, handle fluctuation as projects dictate and have dedicated personnel to coordinate with corporate initiatives.

Solution: WCA worked very closely with MSB staff to present several options. Upon a very in-depth analysis, it was decided that the Dell Equalogics platform would be the best solution for Marlborough Savings Bank. The various options within the Equalogics platform allowed MSB to deploy a storage solution with both the capacity and performance requirements they demanded for their current applications as well as for the future. Whalley Computer Associates provided the professional services to migrate all the mission critical applications to the new platform. WCA also implemented Veeam Backup and Replication for the VMware environment to create a Backup and Disaster Recovery solution. As part of the engagement, WCA and MSB staff performed a live failover and failback test to ensure that MSB's Disaster Recovery systems were fully operational.

Benefits: By providing consultative services, WCA was able to help Marlborough Savings Bank in choosing a manufacturer and a platform. WCA's agnostic approach allowed the customer to see a fair view of the available technology. WCA was able to provide the professional services necessary to seamlessly migrate the live environment to the new hardware. Marlborough Savings Bank now has a platform to support their current business applications as well as future initiatives like desktop virtualization.

Industry

Finance/Banking
Marlborough, MA

Environment

- Virtualization & high availability
- Multi-location

Challenges

- Failing Hardware
- Timeline
- Need for DR/BC

Solution

- Dell Equalogics
- Veeam Backup / DR
- Virident PCI Flash
- WCA Professional Services