

Green Bank™

GreenBank
Greenville, TN
www.greenbankusa.com

Industry

- Finance

IT Profile

- IBM IBM i

Benefits

- Easy installation and intuitive web-based GUI
- Strong encryption and robust key management
- Restores accelerated by 50% with optional product suites
- Faster backups with selective save/restore feature
- Excellent customer and product support

GreenBank Meets IBM i Backup and Encryption Goals Using SPHiNX

“Retrieving data is much faster in that it eliminates finding the right tape from the backup location, mounting it and then getting it back offsite. SPHiNX cuts our restore time in half.”

~Jason O’Dell, VP, IT Manager, GreenBank

GreenBank’s IT department supports about 75 sites with their IBM i (IBM i) system. “It’s the bread and butter of the company,” said Jason O’Dell, VP, IT Manager at GreenBank, “Without it, it’s difficult to do business.” GreenBank is a Tennessee-based commercial bank with its principal executive offices in Greeneville, Tennessee with total assets of approximately \$2.6 billion.

Although the IBM Power System works well for GreenBank, O’Dell hoped to be able to remove tapes entirely from his environment while still being able to encrypt data while switching to a disk-based backup product with replication. “Our current backup provider was only allowing us to choose one option, and it was still tape encryption, not disk-to-disk backup,” said O’Dell. Tape has its inherent challenges, requiring staff to travel offsite for both media storage and data restores. If data needed retrieval, a staff member would drive to retrieve the correct tape, bring it back to the office, remount the tape and begin the restore process. After the restore, the tape had to be returned to the offsite storage location. This led O’Dell to search for a solution that would not only eliminate tape altogether, but to make sure the data being transferred over the network was secure via encryption.

GreenBank Discovers SPHiNX, a Virtual Tape Appliance for IBM i Environments with Encryption

GreenBank engaged Crossroads Systems regarding SPHiNX, a dedicated virtual tape appliance delivering optimized data protection and resiliency while decreasing the operational costs of maintaining a backup and recovery solution. SPHiNX is a purpose-built appliance dedicated to provide data protection for IBM i, AIX, and Windows Server environments. With SPHiNX, storage administrators can improve performance, increase storage capacity while leveraging existing investments in disk and tape backup infrastructures. “The installation of SPHiNX was easy,” said O’Dell. GreenBank found the Web-based GUI easy to use and intuitive, allowing the IT department to operate SPHiNX without any trouble—and from any location with a standard Web browser.

SPHiNX uses strong AES-256 encryption and a robust key management infrastructure to satisfy regulatory compliance and company security policies. SPHiNX replicates backups remotely by synchronizing data copies over the WAN between a local SPHiNX and one or more remote SPHiNX systems. Replication can reduce offsite storage or eliminate tape handling

altogether while enabling immediate access of data. SPHiNX only transmits the delta changes, optimizing available network bandwidth.

Tape is Completely Removed, Data is Encrypted & Restore Times Cut in Half

By utilizing SPHiNX with its optional Data Replication and Data Encryption Suites, GreenBank's restores are accelerated by 50 percent. "Retrieving data is much faster in that it eliminates finding the right tape from the backup location, mounting it and then getting it back offsite," said O'Dell. "It cuts our restore time in half." SPHiNX allowed GreenBank the ability to eliminate tapes completely while having onsite and offsite storage of backups. "Now, our backup is in two locations rather than one," said O'Dell. The IT department was keeping the tapes offsite in the same town. With SPHiNX, they are able to get 100 miles of separation between the IT office and the backup site using data replication.

SPHiNX Enhances Performance, Improving the Speed and Operation of the IBM i

Today, GreenBank gets a faster backup than doing a selective save/restore, which they had done in the past. "We have multiple streams of data transfer for replication purposes," said O'Dell. GreenBank is able to "run the backups encrypted and replicated encrypted, rather than backup unencrypted then encrypt before transmitting, so our speed and operating of the system is improved," said O'Dell.

Crossroads Dedicated to Customer Satisfaction

"The development team and support team are what make a good partnership, and what keep people happy with the product. We worked directly with the folks at Crossroads to make SPHiNX work for GreenBank," said O'Dell. The dedication level and quick call back from support was excellent.

"Additionally, the executive management team listens to the customers' needs and ideas," said O'Dell. "Not all executives do that."

SPHiNX Virtual Tape with Encryption Met GreenBank's IBM i Backup Goals

With the addition of SPHiNX, GreenBank's IBM i backup environment now functions the way O'Dell had envisioned. His data is securely backed up offsite using data replication, allowing for faster restores and an improved speed and operation of the IBM Power System—the backbone of GreenBank's backup environment. Additionally, all information is encrypted so the transfer of data is very secure, and there are two copies of each backup—one onsite and one further offsite than before, increasing the security of data even more. "SPHiNX is doing exactly what we need," said O'Dell.

About Crossroads Systems

Crossroads Systems, Inc. (NASDAQ: CRDS), is a global provider of solutions and services that ensure stored data is proactively protected and reliably recovered. Crossroads offers organizations powerful data protection, proactive data security, intelligent storage connectivity, unmatched performance, and significant cost savings. Founded in 1996 and headquartered in Austin, Texas, Crossroads holds more than 100 patents granted and pending and has been honored with numerous industry awards for innovation in data protection and storage. Visit www.crossroads.com.



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