



BancVue Prepares Small Banks for Battle Through Virtualization

Feeding resources to millions of bank consumers requires an agile, high-performing IT environment to keep every piece running smoothly 24/7. Whether it's one or one million consumers using BancVue-delivered services and applications, consumers should never notice a difference in performance. That means uptime is not just an IT goal; it is a business requirement for serving and keeping consumers. To maintain uptime and serve a growing number of customers, BancVue needed to virtualize its data center. This cloud and virtualization solution needed to (1) support its heterogeneous IT environment, (2) provide flexibility and performance and (3) offer ongoing support from the vendor, starting at the initial implementation.

Sunny Nair, VP of IT and Systems Operations, knew from experience that VMware could support BancVue's heterogeneous IT and data center environment. The ability to run Windows just as well as Linux, Red Hat and Debian was a primary reason for the switch from Microsoft Hyper-V to the VMware platform. Nair also valued the enterprise-level experience at VMware, the extensive support of its consulting team and its close partnership with Dell. In addition, Nair won his executive team's support with a compelling return on investment (ROI) by measuring new consumer conversion rates and using that data to calculate the number of licenses and servers required.

Results

With VMware vSphere®, VMware vCloud® Director and VMware vCenter™ Operations Management Suite™, BancVue gained resource visibility, more successful testing and quality assurance and the flexibility to meet consumer and internal demand at any given moment. In addition, BancVue has

- Reduced server costs by 30 percent
- Reduced hosting and energy costs by 45 percent
- Redeployed 12 software developers to work on new product offerings

Virtualizing the BancVue infrastructure with vSphere was just the start. BancVue's next step is to create a private cloud. The elasticity of a robust cloud platform allows BancVue to stretch its services and capabilities when it needs to—accommodating more banks, users and staff—and to scale down these services easily and automatically, based on changes in demand.

BancVue.

ABOUT BANCVue

BancVue is a mid-sized financial services company that offers online and mobile banking and marketing services to community financial institutions.

NUMBER OF EMPLOYEES

300

ANNUAL REVENUE

>\$50 million

HEADQUARTERS

Austin, Texas

Bancvue.com

“We’ve seen great results across our business because of virtualization. Beyond the cost savings associated with this transition, we’ve seen a decrease in time to deploy for new products and a lift in overall customer satisfaction.”

— Mitch Bader, CFO,
BancVue