



#### KEY CHALLENGES

- Implement new infrastructure storage using existing equipment
- Ensure high availability and resources to support an operational continuity plan
- Improve data security

#### SOLUTION

Hyper-converged storage without dedicated resource

#### BUSINESS BENEFITS

- Cost reduction
- Performance improvement
- Increased security
- High Availability
- Scalability

A subsidiary of Auchan Group, Oney Banque Accord supports its retail partners across all sales channels to redefine and optimize customer experiences by leveraging its shared identity as a merchant and banker.

The company is a stalwart in the field of consumer credit, insurance and electronic banking and is on par with other leading firms such as Decathlon, Leroy Merlin, Norauto, Baker, iDTGV.com, Darty.com and ShowroomPrive.com. Overall, Oney Banque Accord has 7.7 million customers and about 2,000 employees, achieving revenue of € 383 million and net income of € 51.5 million (2014).

#### The Challenge

As part of its 2020 growth strategy, Oney Banque Accord is committed to "enrich and simplify the customer experience." This strategic vision was realized through diversification programs for innovation, digitalization and expansion of electronic banking services. As a symbol of this transformation, the company opened its new headquarters in Croix (Nord) France in September 2014, which brought together two former locations to a single site. The move involved implementing a new technology infrastructure and taking a new approach to data storage.

"We previously operated traditional hard disk bays, which with the evolution of our business, proved increasingly costly and complex to administer. The market is moving more towards "software-defined" solutions, so we studied different alternatives that would allow us to reduce costs and complexity while maintaining a high level of security," says Sylvain Monborgne, Support for Systems Infrastructure and Storage of Oney Banque Accord. "The VMware Virtual SAN™ solution responds exactly to our needs and is essential to our business continuity plan. It covers all of our 900 workstations that connect to 150 applications, including 50 business applications."

The main objective of the company was to improve performance and reduce costs while no longer having to depend on dedicated equipment. Oney Banque Accord selected VMware Virtual SAN primarily for its tight integration into vSphere. The solution simplifies storage operations through a single interface: the VMware administrator manages his own storage needs and does not need additional resources. In addition, the solution supports redundancy, but now through software rather than hardware as it had in the past.

***“With VMware, Oney Banque Accord ensures high availability of services, an essential asset for the headquarters office which hosts 90% of employees, including the main call center and business management teams.”***

- Sylvain Monborgne,  
Support for Systems Infrastructure and  
Storage of Oney Banque Accord

## VMWARE FOOTPRINT

- VMware Virtual SAN
- VMware vSphere
- VMware Horizon® View™ technology (VDI)
- VMware vSphere vMotion

## The Solution

“The solution’s advantage is that it reverses many processes previously in place and lets us focus on exactly what is needed. When creating a virtual machine, we simply create storage policies through classes of service—for example by looking at things like what availability or what performance is needed. VMware then ensures the necessary copies to ensure high availability,” says Sylvain Monborgne. “The high availability is critical. Our headquarters houses 90% of company employees, including our main call center and business management teams. Having responsiveness is one of our main growth drivers, so information system performance is critical.”

By supporting the VMware vSphere® environment, VMware Virtual SAN acts as a distributed storage platform that leverages existing equipment and conventional servers by aggregating locally-attached disks of servers to form the distributed storage platform. It also provides storage for a virtual desktop infrastructure (VDI). The interface provides information to the VMware administrator who helps to monitor in real time storage volume and performance; all administrative operations are transparent to users.

VMware Virtual SAN today replicates Oney Banque Accord’s data in an asynchronous mode. The company has defined a replication frequency of every quarter hour, so if an incident happens, the risks of data loss is minimized. With eventual implementation of the “Stretched Cluster” feature, this replication will occur in real time in the future.

“Implementing the solution was very easy. In the initial stage, we achieved a model that has helped us to become familiar with the tool and conduct tests for redundancy and availability. We used VMware vSphere vMotion® to move live VMs without disrupting daily operations to business users. No incidents were recorded. This allowed us to embark on the migration with confidence,” says Sylvain Monborgne. “We also benefited from VMware’s advice and guidance, as well as the user community including pilot users of VMware Virtual SAN.”

## Business Benefits

VMware Virtual SAN has helped reduce storage costs significantly by facilitating resource management and administration as well as managing virtual machines. The solution does not require dedicated SAN hardware and offers improved storage density (less equipment per square meter). It also helps to reduce power consumption of the infrastructure. With VMware Virtual SAN, it is no longer necessary to maintain a third-party storage solution or a dedicated storage network (SAN). In addition, data is transmitted via a traditional IP protocol without slowing network performance.

“Even if we can’t quantify the cost savings in terms of full-time employee support, we’ve been able to see it through the volume of data managed, which far exceeds the capability of the previous environment.” Since the installation, we have not intervened once to resume stranded processes, and adding additional resources requires very little time. We have freed time for operations with greater value,” says Sylvain Monborgne.

Regarding performance, Oney Banque Accord believes that access to application data, databases and even file servers are now superior to those of the old environment, particularly through the use of flash storage technology, which is also more affordable. But the company believes that the biggest gains relate to data security and scalability of the environment. “We have taken a first step toward high availability with the introduction of VMware Virtual SAN. Our data is more secure thanks to a more streamlined solution to administer. The second step is to set up real-time replication that will allow us to include all our storage applications. Adding or removing storage resources is so simple that we are now equipped to respond efficiently to business needs,” concludes Sylvain Monborgne.

