VELOCITY TO VALUE

Transforming enterprise data plane with high performance integration and protection fabric

Major Banking Client Case Study
A Top 5 Financial Services Firm

MBC Corporate Overview

The *Major Banking Client** (MBC) featured in this case study is a leading US-based banking and financial services company, headquartered in New York City.

MBC provides a wide range of products and services to personal, commercial, and large corporate and institutional customers.

> "We needed an integrated enterprise-wide storage service, but were faced with 19 interdependent enterprise platforms, 17 different APIs, multiple clouds, and significant cyber security challenges."
>
> -Technology Executive, MBC

Executive Summary

MBC was looking to deliver a unified global enterprise-wide object storage service for hundreds of internal clients and applications across dozens of lines-of-business (LOBs). This endeavor was complicated by the existence of 3 different on-premise storage vendors onboarded over 5 years across the various LOBs. Additionally, the bank wanted to augment and gradually replace on-prem storage with cloud-based storage across multiple public clouds.
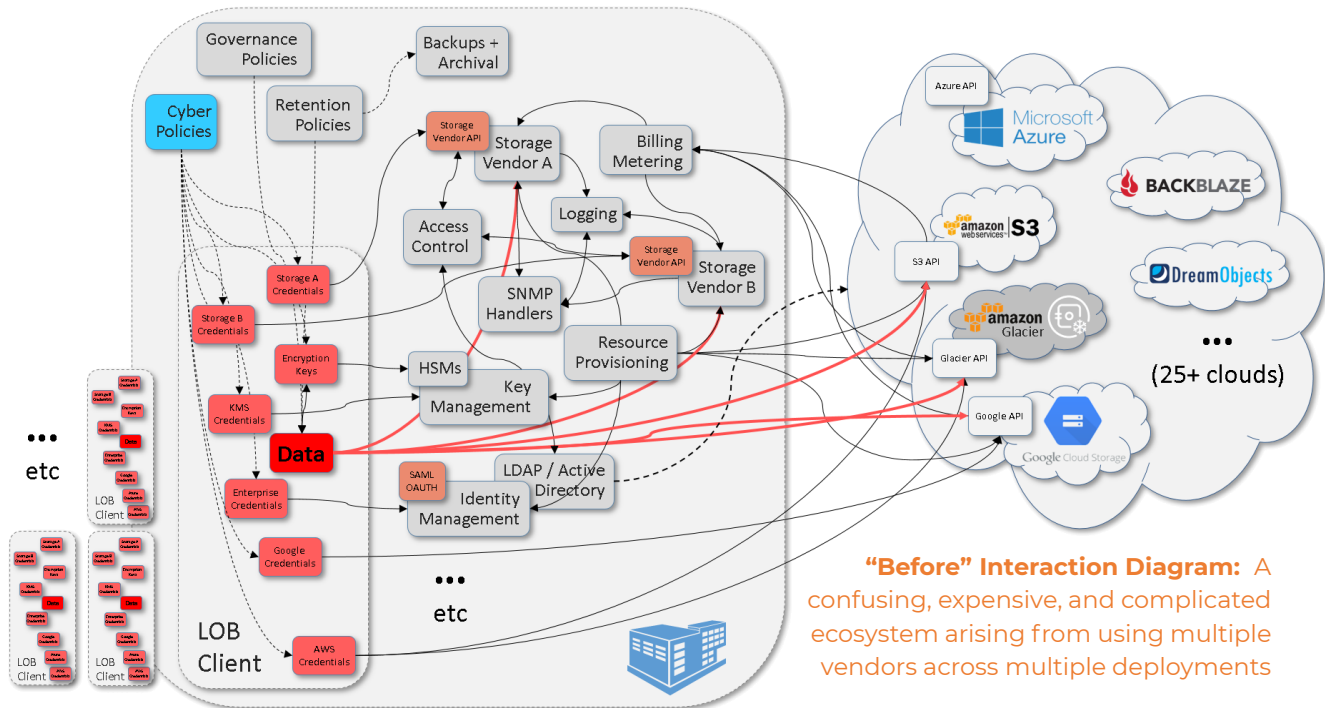
StorageFabric™ was able to seamlessly and securely integrate these disparate vendor solutions and accelerate the migration to the cloud. This resulted in hard cost savings while improving security and overall infrastructure agility.

Key Results
- Complex deployment successfully delivered in weeks
- Positive ROI achieved within 18 months
- 83% cost reduction on storage migrated to the cloud
- $12M+ annual savings from inter-vendor agility
- Avoided thousands of hours of application re-writes
- Avoided costly staff re-training

Major Integration Challenges

The diagram below illustrates the challenges facing the major financial services customer. With hundreds of on-prem clients across dozens of LOBs, MBC needed a reliable, secure solution for integrating 3 disparate on-prem storage vendors. These different storage solutions had been implemented over 5 years by different teams under the various LOBs, resulting in a fragmented, expensive ecosystem.

"Before" Interaction Diagram: A confusing, expensive, and complicated ecosystem arising from using multiple vendors across multiple deployments

Additionally, the bank was embarking on a new cloud strategy and wanted to access multiple different cloud storage vendors. This storage would then be offered as a service to their internal clients and applications. A key goal was to grow the cloud share quickly in order to drive down costs.

Integration was further complicated by the 19 interdependent enterprise systems and 17 APIs that all needed to orchestrate seamlessly with zero room for data loss or the introduction of security vulnerabilities. Security was of utmost importance, given the sensitive information transacted. *Any integration solution needed to incorporate:*

- Multiple policy enforcement layers
- Existing key management platforms, including HSMs and one cloud HSM service
- Existing identity management using Active Directories and Kerberos credentials
- Multiple existing on-prem provisioning layers and control planes
- 3 existing on-prem storage vendors, 2 new cloud services
- Different performance requirements across LOBs and systems
- An efficient scale-out across multiple jurisdictions and continents

How StorageFabric™ Makes Integrations Painless

StorageFabric is a high-performance full scale-out customer-hosted software platform that integrates and protects enterprise-scale data storage services across both on-prem and in-cloud deployments. A vendor agnostic approach frees clients from costly vendor lock-in. StorageFabric facilitates easy migrations between sets of various vendors and deployment strategies (e.g. on-prem to cloud based) as business and financial considerations dictate. Next–gen innovations including in caching, fast transaction management, and compression, significantly reduce network latencies and consumed bandwidth, and provide a seamless user experience. Security is in the DNA of StorageFabric. Data is encrypted and end-to-end integrity-protected enterprise-side in a Zero Trust paradigm.
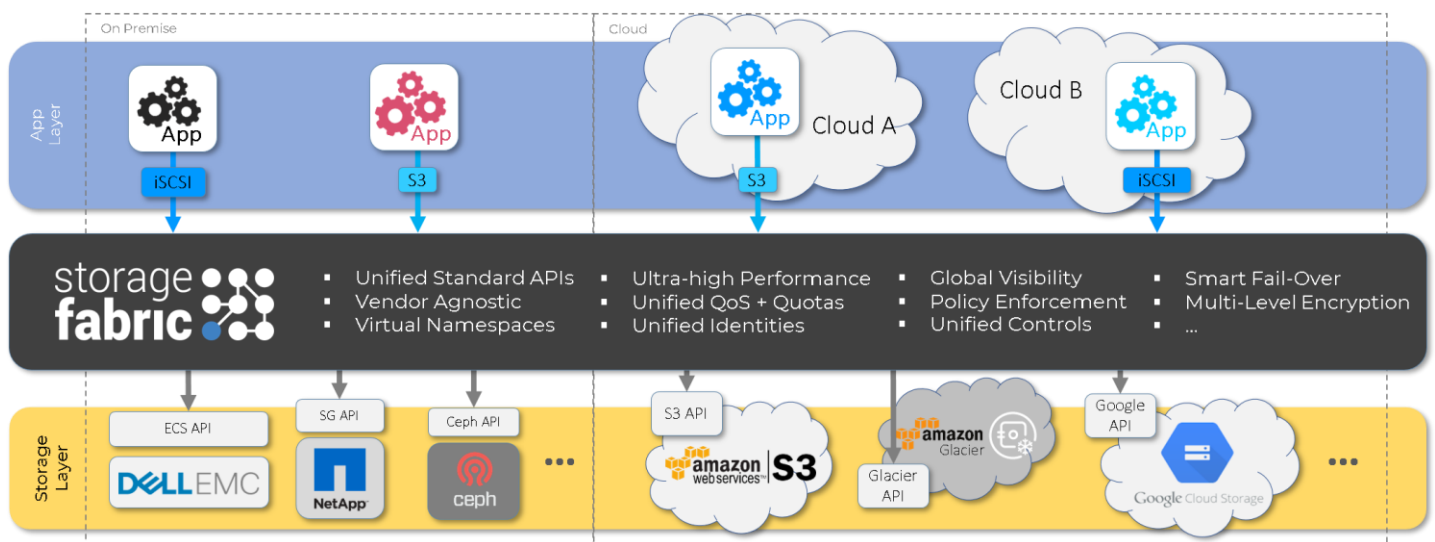
MBC and StorageFabric

Virtalica was already working with MBC on a separate engagement when it became clear that StorageFabric could easily address a majority of the bank's storage integration challenges. Production commenced quickly with an initial pre-production testbed roll-out for a general-purpose backup service. Several other early-access LOBs also signed on eager to benefit from the much more cost-effective storage service. Over time, additional on-prem and cloud storage vendors were added and easily integrated with no changes necessary to either clients or applications, saving MBC tens of millions of dollars.

At the same time, the modular architecture of StorageFabric allowed for customizations which further simplified many additional workflows. Examples included custom policy modules, and special integration components for an existing control and provisioning plane, enterprise logging and auditing infrastructure, and the bank's existing global key management platform. Custom integrations were built, tested, integrated and delivered in weeks, far ahead of schedule.

Results, Return on Investment, and Future Plans

Overall, MBC achieved a positive ROI within 18 months, and spot savings often exceed 83% of previous on-prem costs. Further, globally, LOB and client experiences are now seamless and independent of underlying vendors. In fact, the bank is currently in the process of eliminating one on-prem vendor, saving tens of millions of dollars annually, with no impact to clients and applications.

Global clients and applications access a unified industry standards-based storage interface using existing enterprise credentials and entitlements. Enterprise data is fully protected. Cloud breaches do not affect the security of the data. The customer is in the process of activating the cross-provider redundancy and live fail-over capability of StorageFabric to also eliminate the impact of cloud downtimes.

83% savings from migration to cloud storage	**$12M+** savings from inter-vendor agility	**18** month payback period	**1,000s** of hours saved; no staff retrain or app rewrites	**weeks** vs. years to achieve unified storage

By the Numbers: StorageFabric saves significant time and money while delivering infrastructure agility and security

About Virtalica

Virtalica was established by world-renowned Computer Science PhDs and Professors doing research in Cyber Security and Cloud Computing for decades. Our mission is to create enterprise technology that is secure, hype-free, and easy to use.

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