Marquette Savings Bank
The Case Study

Marquette Bank was looking to build up its disaster recovery capabilities without the cost and complexity of building, virtualizing and implementing a new IT infrastructure.

BUSINESS CHALLENGE:

With 12 offices serving Erie and Crawford counties, Marquette Savings Bank needed to build up its disaster recovery capabilities, since only the bank's mainframe and core data (mortgages and customer applications) were protected. Although Marquette could still support its customers should a disaster occur, it was increasingly reliant on email and auxiliary applications such as check imaging and daily reports that ran on 15 Windows servers. Data on the Windows servers were backed up to tape each day, but if a disaster destroyed the main office servers, Marquette would have to order five new servers, wait for them to be shipped out, set up, restore data, etc. By relying solely on tape in the event of a disaster, employees would be denied access to data for about a week and that delay was unacceptable.

THE SOLUTION:

Marquette looked at several alternatives including buying all new servers, and duplicating them. They also looked at virtualization, but the cost and lengthy implementation were prohibitive as they would have to purchase a SAN, purchase two servers to build a virtual environment, then replicate for a DR environment, etc. Then VP Blaine Fellows learned about the onQ Site Recovery Appliance, which was "exactly what we were looking for. The cost of the onQ solution is relatively inexpensive if you compare it with alternatives. Not only does onQ provide complete copies of our servers, but if the servers go down, we can boot a virtual server within 5-10 minutes and seamlessly recover our data!" Plus, onQ's test capability is a "godsend" eliminating after hours testing, which incurred after-hours personnel time and expense. Now, Marquette can test its disaster recovery plan anytime.

BUSINESS BENEFITS:

- Eliminate tape backup for Windows servers—no longer need to purchase tapes, back up every night, pay couriers, storage costs, etc.

- Recovery time in minutes vs. days or weeks.

- Test DR plan anytime, eliminating after-hours time & expense.

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BLAINE FELLOWS
Vice President