



CASE STUDY

MELILLO HELPS BANK CUT COSTS AND BOOST EFFICIENCIES WITH HPE COMPOSABLE SERVER AND STORAGE INFRASTRUCTURE

Overview

A privately owned regional bank was due for a refresh on its existing storage technology. Melillo guided their decision process to integrate their storage into their hybrid cloud data center environment, continuing them down the path of success they'd already seen with their server environment. Today, they have a new, highly efficient infrastructure paradigm that integrates HPE Synergy servers with HPE Primera storage across all their data centers.

Challenge

Four years ago, the client partnered with Melillo to refresh their server environment, ultimately selecting HPE Synergy composable infrastructure to replace their traditional blade architecture. Their storage environment, however, continued to operate in a more traditional model. This was more cumbersome to manage, time-consuming, and labor-intensive than the server management had become. What's more, they were overprovisioning their storage, which tied up valuable cash that could have been applied elsewhere. With a storage refresh on the horizon, the client would soon be faced with a series of decisions about where to go next to support a more efficient storage environment.

Solution

With an intrinsic understanding of their business, Melillo's strategic consultants proactively approached the client to identify and review the most appropriate options for their storage strategy moving forward. In addition, with the client's servers soon up for refresh, they were ultimately faced with the following question: did the bank want to continue down the composable infrastructure journey or move to a new model entirely?

Having realized tremendous value on the server side, they decided to adopt a composable model for the storage as well using HPE Primera. With that, Melillo designed a new infrastructure that connected the Synergy servers to HPE Primera storage across all their data centers. During this process, the client purchased another bank, at which point the Melillo team quickly switched gears and redesigned the infrastructure to accommodate the merger.

Results

With composable server and storage infrastructure in place expanding their hybrid cloud data center environment, the client benefitted from:

- A reduction in server and storage headcount by 35% and 70%, respectively—all of whom were reallocated to other critical areas of the business
- Significantly reduced time-to-build environments (from weeks to minutes)
- Improved automation with infinitely quicker storage and server patching (from weeks to minutes or hours)
- Greater efficiencies and lower costs with servers that run at 50% capacity, up from 12%

What's more, by redesigning the infrastructure to accommodate the merger, the client realized a seamless IT migration that reduced downtime to a minimum.



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