

A Financial Institution Relocation

\$8 Million Averted in Annual Costs

“Business as usual is the sign of a successful project, and this migration allowed us to operate as such. There were no impacts to customers or employees throughout...”

-Chief Executive Officer

Overview

With \$27B in assets under management this financial services organization relocated their data center operations, staff and infrastructure to a newly purchased facility with wholly upgraded infrastructure. As a result, their data center performance dramatically improved and positioned them for significant business growth and acquisitions for the next 5-10 years while averting \$8 million in annual costs.

Before Migration

This organization had been operating out of the same building for 90 years. They were out of space and unable to upgrade for future growth and security requirements. They sold their current facility, purchased a new one, and faced an aggressive vacate timeline of 12 months.

Their data center was a complex high-performance environment with 50% of their systems operating as tier 1 requiring zero downtime. They had 163 applications, over 1,200 servers and 260 Terabytes of data. The

Client

Our client is the largest agricultural lending institution in the United States, servicing over 80,000 farmers, agribusinesses and rural homeowners.

Business Objectives:

- Accommodate business growth
- Improve agility to manage change
- Strengthen security
- Faster delivery of services

Project Goals

- Zero interruptions to business
- Complete build-out of a new data center facility
- Support move of both the data center and staff
- Complete relocation schedule in 12 months

Industry

Financial services

Region for Engagement

United States

new facility required design and construction from the ground up, along with the added dependency of a staff move.

The impact on daily business operations was the top concern. These combined factors, along with the lack of internal experience with a relocation project, required they seek outside help, and David-Kenneth Group was engaged to lead the project.

Key Findings & Solutions

While the immediate challenges were significant, equally important was the opportunity to capitalize on the broad range of opportunities a new data center facility presented.

To safeguard these opportunities, strong executive leadership established specific goals and priorities for the project that streamlined everything from the IT project group to employee communication. It also helped to minimize political mongering and expedited the decision-making processes at both the strategic and tactical levels.

By maintaining a holistic view of the data center, big wins were captured for the project. First, equipment, utility, and licensing costs were reduced by consolidating and retiring equipment. And second, the composition of move groups, i.e., applications and systems that must move together to avoid a break in service, were adjusted for relocation. This one-two punch clarified requirements for new equipment, eliminating unnecessary and costly purchases.

Equipment purchases were also strategically timed to secure an additional 5-10% in discounts. Six figure savings rapidly added up to over \$2 million in savings, yielding immediate and lasting effects.

Results After Migration

Multiple solutions and strategic considerations required meticulous planning that achieved significant results. Here are some of their expressed benefits:

“Moving from our home location of more than 90 years to a brand new location presented numerous challenges, not the least of which was opening one data center, closing another, and migrating our entire operation and data. And to accomplish this in under 12 months really set the bar high.”

- \$8 million in annual costs averted
- Data storage system has 100% more power
- 500% faster network infrastructure with the latest technology standards
- 28%-40% increase in performance for key applications
- 10% reduction in server population
- 50% reduction in mainframe processing times

These results were accomplished with a record setting 12-month uptime rate of 99.999% for the client and zero disruption to business operations.

Key Findings

- A small, focused team increases efficiency and reduces the risk of political mongering.
- Setting goals and priorities ensures other competing priorities do not become a distraction.
- Strong, supportive executive leadership enables faster decision making at both the strategic and tactical levels.
- Meticulous project planning proffers immediate and long-term operational efficiencies and cost savings.

Contact Us

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