



# Prosperity Through Virtualization

## St. Mary's Bank Sees Dividends with Flexible IT

This case study is brought to you by PC Connection, Inc., parent of the PC Connection family of companies, a collection of best-in-class information technology (IT) solutions providers. Its subsidiaries include PC Connection Sales Corporation, GovConnection, and MoreDirect, which service small- and medium-sized businesses, government, and enterprise markets, respectively.

### » A History of Success

St. Mary's Bank is no stranger to growth—for 100 years they've been evolving alongside the Manchester, NH, community they serve. From their origins as the first credit union in the United States to their current role as one of the leading financial institutions in New Hampshire, St. Mary's Bank has a long and distinguished history of personalized service and quality products.

The secret to St. Mary's Bank's success is clear: sound investment strategies, an unfaltering commitment to the customer, and the flexibility to adapt to changing business demands. So when their server infrastructure was struggling to keep pace with the pressures of significant growth, they turned to a trusted IT partner to ensure a successful resolution to the problem.

### A Virtual Solution

To improve operational efficiencies, St. Mary's Bank started by examining their server performance. The MoreDirect team conducted a Server Assessment which gave them accurate performance and utilization facts about their equipment. The Server Assessment offered insights into their current inventory, system performance, and model consolidation ratios. This comprehensive review revealed that St. Mary's Bank's IT infrastructure faced the challenges common in today's business world: expensive investments that were delivering inadequate returns—with 87% of their servers running at 10% or less processor utilization. A financial analysis indicated that St. Mary's Bank could save 38% in capital expenditures and 52% in operational costs by implementing virtualization technologies.

We worked with St. Mary's Bank to identify target servers for consolidation and design a virtualization solution that would both fit their budget and allow for 2–3 years of continued expansion. Server virtualization works much like a credit union, pooling resources to achieve greater prosperity. St. Mary's Bank took the same principle that has generated millions of dollars for local families and applied it to their IT infrastructure. MoreDirect virtualized over 90% of St. Mary's Bank's existing servers—resulting in a cost-effective 6-server-per-core average consolidation.

### Investing in the Future

MoreDirect helped St. Mary's Bank implement a virtual infrastructure that delivers the flexibility they need to provide the very best level of customer service possible. New servers now can be provisioned in less than 20 minutes, and a refreshed SAN-based storage infrastructure allows for expansion with zero downtime. Virtual servers can move from one physical server to another via drag and drop—making disruptions to service for server maintenance a thing of the past. Now equipped with an IT strategy that enables them to react quickly and efficiently to the needs of their customers, St. Mary's Bank is well on its way to yet another century of prosperity.

» Turn the page to learn more about how a Server Assessment can help you increase IT performance and flexibility.



# What's Your Server Scenerio

## Take the Guesswork Out of Consolidation and Virtualization with a Server Assessment

» With energy costs continuing to rise, now is the time to optimize your resources. GovConnection is ready to help. Our Server Assessment examines your existing IT environment and offers insights into your current inventory, system performance, and model consolidation ratios—so you will have a plan for server virtualization. You will receive a customized report detailing:

- How your servers are performing today
- How your servers stack up against industry norms
- Specific ways to save money and lower your total cost of ownership

1-800-800-0019

[www.govconnection.com/serverassessment](http://www.govconnection.com/serverassessment)

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