



## VMware EVO:RAIL enables creation of an easy-to-use, low-cost disaster recovery site and lowers TCO 40%

Fukuoka Hibiki Shinkin Bank sought to meet its security obligations by establishing a server virtualization framework and virtual desktop environment using VMware technology. In a move to ensure smooth business continuity, EVO:RAIL was adopted as an integral part of a disaster recovery site for the bank's systems. Choosing this hyper-converged infrastructure appliance from VMware gave rise to significantly positive results including shorter adoption lead times and reduced costs.

### Disaster recovery site created swiftly and with limited resources

Based in the Yahatahigashi district of Kitakyushu City, Fukuoka Hibiki Shinkin Bank has supported the local economy by providing community-based financial services for 90 years. It operates throughout Fukuoka Prefecture, as well as in Shimonoseki City, Yamaguchi Prefecture, Nakatsu City and Oita Prefecture. Fukuoka Hibiki's pioneering spirit has given rise to in-house creation of systems, such as completion of an open-architecture project back in 1999.

VMware vSphere was chosen when Fukuoka Hibiki started virtualizing business systems some time ago. More than 100 applications operate as 80 virtual machines on four on-premise blade servers. These cover loan approval and arrears management, plus online operating report and mission-critical systems.

However, disaster recovery planning has been deemed insufficient. Atsushi Yoshida, Vice President of the Office of the Faculty's System Group, said: "Business system backups have been performed on a file basis – so when something happened, we could restore them providing it had no effect on normal operations. We were not backing up systems as whole virtual machines. Furthermore, we considered creating backups at a separate location for disaster preparation – but never found a solution that would create them while allowing short adoption times at reasonable cost."

### EVO:RAIL wins acclaim for easy implementation and operation

Yoshida discovered VMware EVO:RAIL when searching for a solution. This hyper-converged infrastructure appliance combines server, storage, hypervisor and virtual environment management software within a 2U footprint. He saw an EVO:RAIL demo during a vForum Tokyo event in late 2014 and decided it was the bank's best option.

His greatest disaster recovery site concern centred on how long it would take to build. The bank's Systems Department is run by a six-strong team, which is responsible for planning the design, development, device procurement, installation, operation and maintenance of all systems – in-house. When the current business system infrastructure was created, it took two weeks for

### CHALLENGES

- Hardware needed to continue functioning in the event of disaster
- Creation of a disaster recovery site despite staff and budget constraints
- The bank wanted a solution that could be operated by staff with little IT know-how

### SOLUTION

- VMware EVO:RAIL enabled creation of easy-to-use, low-cost disaster recovery site
- Reliable backups of VMware vSphere-compatible business systems to facilitate smooth business continuity

### BUSINESS BENEFITS

- Creates disaster recovery sites instantly and at low cost
- User-friendliness means staff need little IT training
- Operating costs drop to 10% of what they would have been using the individual server approach
- TCO lowered 40%

### VMWARE FOOTPRINT

VMware EVO:RAIL



Atsushi Yoshida  
Vice President  
Office of the Faculty's  
System Group  
Fukuoka Hibiki  
Shinkin Bank



Masayuki Miyaji  
Office of the Faculty's  
System Group  
Fukuoka Hibiki  
Shinkin Bank

*“After deploying EVO:RAIL, operation management costs dropped to a 10th of what they would have been if we’d opted for a redundant blade server approach. The EVO:RAIL package is a great bargain. We’ve calculated EVO:RAIL adoption has lowered our TCO by 40%.”*

Atsushi Yoshida  
Fukuoka Hibiki  
Shinkin Bank

procurement of a blade server, installation, wiring design and connection and operations testing. Applications development is handled by staff experienced in sales, but not in systems development and operations. In fact, half the team’s complement has been part of the Systems Department for less than three years.

This meant they would have needed to face up to the task of creating and operating a disaster recovery site with near zero knowledge of virtual environments.

Yoshida said: “VMware EVO:RAIL resolved the greatest of our concerns. We had no need to worry about storage composition because the solution was complete when it arrived. We really valued the fact that EVO:RAIL could be installed by staff members after minimal training – even though they held little knowledge of virtual environments. When I witnessed the demo at vForum, I saw how amazingly easy it was to ascertain system status from the management console.”

Yoshida was also impressed by EVO:RAIL’s compact nature. He said: “The 2U footprint means it is compact and portable enough for employees to move it around, making it an ideal disaster recovery platform.”

Fukuoka Hibiki opted for EVO:RAIL – and began building a disaster recovery site.

**EVO:RAIL lowers TCO by 40%**

Installation was swift. Yoshida explained: “The process from unpacking and racking EVO:RAIL to powering up and creating a virtual machine took just 15 minutes. This represented a world of difference compared with the time and effort needed for procuring servers individually.”

The bank’s previous methodology was complicated and required a high level of expertise – but EVO:RAIL automatically displayed best practice settings recommended by VMware after the host name, IP address and password were entered on the management screen via the wizard.

Masayuki Miyaji of the Office of the Faculty’s System Group was transferred from a retail branch to lead disaster recovery site operations – and was pleased to find EVO:RAIL so user-friendly.

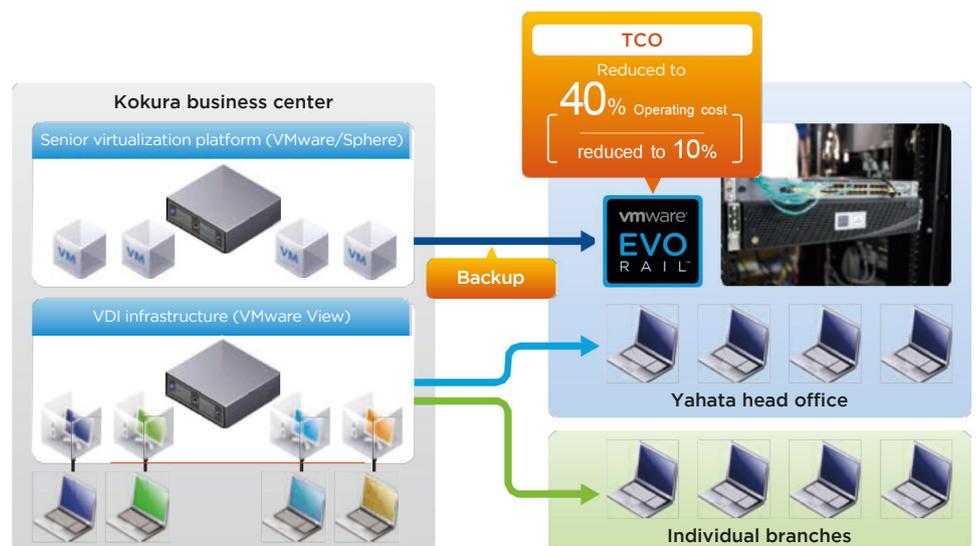


Diagram: Overview of the system introduced by Fukuoka Hibiki Shinkin Bank

## FINANCE

*“I started using EVO:RAIL without hesitation, even though I have only just begun studying systems. Only the most necessary information is displayed on screen, making everything easier to understand in terms of what needs to be done. Virtual machines are created with just a few clicks.”*

Masayuki Miyaji  
Fukuoka Hibiki  
Shinkin Bank

## CUSTOMER PROFILE

Kitakyushu Yahata Shinkin Bank and Wakamatsu Shinkin Bank merged in 2001 to form Fukuoka Hibiki Shinkin Bank. A further merger in 2003, involving financial entities such as Fukuoka Hibiki Shinkin Bank, Shin Kitakyushu Kinko Bank, Moji Shinkin Bank and Chikujo Shinkin Bank, was largely responsible for creating today's Fukuoka Hibiki Shinkin Bank, based in Kitakyushu, Japan.

He said: “I started using it without hesitation, even though I have only just begun studying systems. Only the most necessary information is displayed on screen, making everything easier to understand in terms of what needs to be done. Virtual machines are created with just a few clicks, while the screen shows any changes in CPU and memory usage in at-a-glance fashion.”

VMware vCenter can be used to adjust advanced settings. As a VMware Certified Professional (VCP), Yoshida said: “vCenter is simple enough for beginners to use, while experienced users can adjust detailed settings whenever needed. This kind of management flexibility is very attractive to us.”

He added: “After deploying EVO:RAIL, operation management costs dropped to just a 10th of what they would have been if we had opted for a redundant blade server approach. The EVO:RAIL package is a great bargain, especially when taking cost of equipment, procuring separate servers, storage and licences into consideration. We've calculated that EVO:RAIL adoption has lowered our TCO by 40%.”

### Expanding EVO:RAIL's footprint throughout Fukuoka Hibiki

The bank is now exploring the possibility of deploying EVO:RAIL for other purposes. Yoshida explained: “In view of EVO:RAIL's benefits, we are considering it for our data centre production environment. This would free up time normally spent on operations, allowing us to invest time and resources in strategic projects, such as development of new systems and enhanced security.”

Fukuoka Hibiki's EVO:RAIL experience has laid a solid foundation for future utilisation of new technologies from VMware.