



# BAR HARBOR BANKING AND TRUST COMPANY



**ds** dynamic solutions international  
www.dynamicsolutions.com  
1.800.641.5215

*"Our clients love the DS13200's performance, value and reliability"*

—Sean Phillips  
DSI Regional Sales Manager

## Why upgrade your servers?

### CUSTOMER'S OBJECTIVE:

*To shorten batch processing and improve data warehouse application.*

### SOLUTION:

*DS13200 Solid State Disk from DSI.*

### BENEFITS:

*Dramatic system performance improvements, elimination of I/O bottlenecks, faster response times.*

### DSI3200 QUICK SPECS:

*3 Gigabytes per Second  
250,000 IOPS  
16-64 GB Storage  
2-8 FC Links (2Gb)  
Hot-swap Modules*

### BAR HARBOR BANKING AND TRUST COMPANY

With a safe, capital stock of \$50,000, six chairs and a tin breadbox cleverly masquerading as a check case, Bar Harbor Banking and Trust Company (BHBT) opened for business on December 7, 1887. BHBT credits its success and longevity to strong and lasting customer relationships. And while they will greet customers by name at their eleven branch locations in "Downeast and midcoast Maine", technology enables BHBT customers the convenience of banking via Internet, telephone and ATM.

### HANDLING GROWTH

BHBT has grown significantly since its humble beginnings. Recently, MIS management noticed that four years of rapid growth had slowed routine processing, negatively impacting two time-sensitive processing windows. The data warehousing application and their mainframe's nightly batch processing were performing at unacceptably slow levels. While both applications are critical to customer satisfaction, they run on separate platforms.

Now that these systems were fully depreciated, BHBT, like all good banks, wanted to enhance its return on investment. But would it be possible to breathe new life into older systems that had seemingly passed their prime?

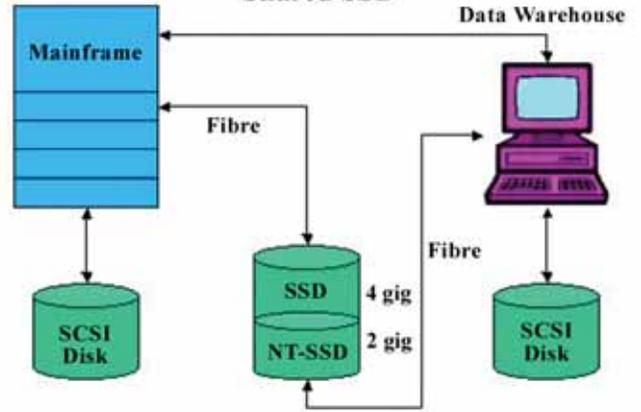
*"Turbocharge I/O Performance with Solid State Disk from Dynamic Solutions International"*

© Copyright 2004 Dynamic Solutions International. All rights reserved.



At 250,000 I/Os Per Second and storage of up to 64 GB, the DSI3200 balances performance with capacity

## Mainframe - Data Warehousing Application Shared SSD



### A SHARED SOLUTION

After conducting extensive research, BHBT turned to Dynamic Solutions International (DSI) for assistance. DSI, a leading provider of storage management solutions, assessed Bar Harbor's needs. BHBT initially suspected that they needed more processing power. However, analysis revealed that they were suffering from I/O bottlenecks. BHBT required high-speed data access, unparalleled reliability and heterogeneous connectivity to solve this problem.

Based on these requirements, the bank selected the new Fibre-based DSI3200 Solid State Disk (SSD). The ability to share the DSI3200 between multiple servers played a major role in BHBT's decision. In addition to satisfying the requirements for speed and reliability, the DSI3200 allows the bank to simultaneously access two separate partitions on the SSD: one for the mainframe application, and one for the server-based data warehouse application.

"Installing DSI's SSD enables IT managers to escape the high cost and complexity associated with upgrading or adding servers in an effort to boost application performance," said Sean Phillips, Regional Sales Manager with Dynamic Solutions International. In fact, Phillips continued, "the competition for the DSI3200 is not

other disk solutions, but rather the cost of purchasing and managing new servers, additional memory, and software upgrades."

### IMPLEMENTATION

BHBT implemented an 8GB DSI3200 Solid State Disk. The bank used DSI's assessment tools to determine which files are accessed most during data processing. Armed with this knowledge, those files were moved to Solid State Disk to maximize performance.

### RESULTS

Did the SSD solve the I/O bottleneck problem?

The DSI3200 reduced processing time by as much as 35%. Moving the previously identified files to the 8GB Solid State Disk completely eliminated the I/O bottlenecks. As it turns out, the bank's servers actually had processing power to spare. SSD enables existing servers to perform at their highest possible level, and at a lower total cost of ownership.

"Our financial sector clients demand high performance data storage solutions. They love the DSI3200's performance, value and reliability," said Sean Phillips, Regional Sales Manager with Dynamic Solutions International. Phillips continued, "The DSI3200 delivers."

### CONCLUSION

With this type of cost/benefit ratio, BHBT encourages others to consider DSI's Solid State Disk. Why buy more servers when Solid State Disk provides a superior return on investment. Based on their experience, BHBT recommends DSI and their Solid State Disk without hesitation.

For more information on solid-state disk products, please contact DSI at:

**TOLL FREE:**  
800.641.5215

**DIRECT:**  
303.754.2000

**ONLINE:**  
[www.dynamicsolutions.com](http://www.dynamicsolutions.com)

**EMAIL:**  
[sherlock@dynamicsolutions.com](mailto:sherlock@dynamicsolutions.com)

**SOLID STATE DISK**  
TURBOCHARGE I/O PERFORMANCE

from



**dsi** dynamic solutions international  
[www.dynamicsolutions.com](http://www.dynamicsolutions.com)  
1.800.641.5215