

S U C C E S S S T O R Y

## Hitachi Storage Solutions at Work

Banco Leon, S.A.

**INDUSTRY** Finance: Banking

**SOLUTIONS** Consolidation and Business Continuity

**Hardware**—Hitachi Thunder 9585V™ modular storage (two systems)

**Software**—Hitachi TrueCopy® Remote Replication, Hitachi ShadowImage™ In-System Replication, Hitachi Copy-on-Write Snapshot (formerly QuickShadow), and Hitachi HiCommand® Dynamic Link Manager software; Hi-Track® “call-home” service/remote maintenance tool; and Hitachi Resource Manager™ utility package



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*Wilfredo Soto  
Vice President of IT  
Banco Leon*



# Banco Leon Chooses Hitachi Data Systems to Consolidate Storage and Ensure Business Continuity

Located in the Dominican Republic, Banco Leon, S.A., is a financial institution that has been present in the commercial and retail banking segment for two years. At present, it has over 230,000 customers and 54 branches spread throughout the country. To support these branches and customers, Banco Leon turned to Hitachi Data Systems for reliable data storage and proper support at the right cost.

Founded in 2002 as Banco Profesional de Desarrollo, S.A., in 2004 it acquired Bancredito, the fifth private bank in the Dominican Republic, becoming Banco Leon. Since then, the bank has been focused on becoming a model for the domestic financial industry and a long-term partner for its customers, keeping the highest level of customer service.

Nowadays, the bank is one of the top, most dynamic financial institutions in the Dominican Republic.

Banco Leon's leading position, its new image, and a strong portfolio of products and services have driven the bank's growth as well as its objectives and projected results for 2006. "One of our main goals is to be the number one choice in the domestic

retail banking sector, both from the point of view of our assets and our customer base," says Wilfredo Soto, vice president of IT at Banco Leon. He adds, "We expect our revenue to grow by 17 to 22 percent. We want to have continuous growth [over] the next three years."

## Looking for a Partner to Obtain Real-time Redundancy

The bank started looking for a strong, well-rounded solution that would provide "real-time redundancy in its critical applications" by increasing the bank's ability to respond to market needs and guarantee the continuity of the business, resulting in a higher operational processing capability. Furthermore, as a financial institution, the

bank wanted the solution to meet the requirements of regulations such as Basel II, which requires financial organizations to deploy IT applications that are able to assess credit risk.

## Reliable Data Storage and Proper Support at the Right Cost

After reviewing the solutions offered by several IT vendors, the performance of its solutions in areas such as reliability, support, and cost set Hitachi Data Systems apart from its competitors. Banco Leon determined that Hitachi Data Systems solutions would be the most robust and comprehensive.

The seamless connectivity resulting from open Hitachi technology, the quality of Hitachi Data Systems customer care and the service levels it offers in the pre-sale, sale, and post-sale processes, as well as the quick and easy implementation were other items Banco Leon assessed in order to make its final decision.

As part of its IT infrastructure, Banco Leon deployed two Hitachi Thunder 9585V™ modular storage systems. Business applications such as E-Banks Arango (the banking core application) were kept running on Sun servers. And for its e-channels, the bank developed some applications in house, like Internet Banking, Fonobanco, and its ATM network.

## Results

"We are confident that we are going to get a fast return on investment," says Soto. "We are already enjoying the benefits of Hitachi Data Systems solutions. We have been able to increase the speed of data access and data availability by 40 percent. We cut our infrastructure management costs by 50 percent and we grew out productivity by 100 percent," he adds.

Soto goes on to say that the bank's customers also benefit from Hitachi Data Systems solution on a daily basis, since "information is available to them at any time, and especially, in real time."

Usually, when these solutions are implemented, some room for future growth is provided. Right now Banco Leon is only using 20 percent of the total capacity, since the Hitachi storage systems were set up with 3TB in the main site and 2TB in the alternate site, to allow for future growth. The bank is planning on implementing backup solutions that serve its data storage growth



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and meet the bank's compliance demands; the information will be filed and available for many years on Hitachi storage.

## Teamwork

"Having the support of a company such as Hitachi Data Systems makes us feel extremely confident about the products and services that we offer to our customers, and about achieving excellent results together, like the ones we have already accomplished with Banco Leon," says Mr. Virgilio Albert, president of Multicomputos, the partner that assisted Hitachi Data Systems in the negotiation and sales process.

When developing the solution there were two key drivers: providing Banco Leon with high data availability and redundancy, and implementing the solution within a short timeframe. That is the reason why Multicomputos' technical staff deployed the solution in about three weeks, a timeframe that exceeded the customer's expectations.

"At Hitachi Data Systems, it is our goal to launch offerings to help our customers optimize the performance of their applications," says Harvey Worthington, Hitachi Data Systems sales manager for Central America

and the Caribbean. "Our storage solutions perfectly match each organization's requirements and offer the high storage capacity and performance required by customers who, like Banco Leon, manage huge volumes of data."

## Multicomputos S.A.

Multicomputos S.A. was founded in February of 1994 as a technological establishment in the Dominican Republic. Its talented professionals with high levels of technical experience help Multicomputos maintain its global client base. It has always been the mission Multicomputos to create high-quality products, and to offer solutions that are innovative and efficient to the consumer. Multicomputos delivers to clients a combination of valuable resources and technological alliances, and these key elements have contributed to the company's growth within the market.

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