

FalconStor CDP helps HANKOU BANK achieve award-winning local protection & application-level disaster recovery



“Operating in the highly competitive financial sector, downtime is not an option. The local and remote DR capabilities of FalconStor CDP enable us to protect data across our entire organization, which allows us to confidently grow our business.”

— JIANGJIAO LIU, CHIEF INFORMATION OFFICER, HANKOU BANK

BACKGROUND

HANKOU BANK, an award-winning regional joint-stock commercial bank headquartered at Wuhan, is the largest city commercial bank in China's Hubei Province. Its growth plays a large role in the efforts of Wuhan to become a regional financial center in the Asia market. **The Bank currently has 84 subsidiaries and four branches. In 2011, the Bank was ranked as a top 500 global bank.**

CHALLENGE

In 2010 the bank incorporated a disaster recovery (DR) project into its IT development plan in order to protect data, adapt to rapid data growth, support cross-regional operating strategies, and ensure business continuity. In addition to enabling disaster recovery, HANKOU BANK recognized that it was equally important, if not more important, to protect data against local outages such as hardware/software malfunctions and data corruption/loss — outages that had proven costly for many other banks.

FALCONSTOR SOLUTION

Following an in-depth evaluation period, the IT experts at HANKOU BANK realized that the FalconStor® Continuous Data Protector (CDP) solution was the only DR solution capable of meeting their requirements for both local and remote recovery. Another significant selling point was the product's unique journaling functionality, which enables recovery to any good point in time.

The Bank deployed a FalconStor CDP gateway appliance at the main data center for local data protection of its AIX system, along with FalconStor CDP storage appliances to replicate data to remote sites. In the event of downtime, HANKOU BANK's IT staff can immediately recover operations locally, usually within 10 minutes, or recover remotely, without interrupting business activities.



INDUSTRY

Finance

PROFILE

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IT ENVIRONMENT

- IBM Power 570
- IBM AIX 5.3
- Proprietary front-end, credit loan, & international settlement systems

CHALLENGES

- Need to enable application-level local and remote disaster recovery
- Simplify recovery and restore, preventing data loss
- Protect critical corporate data for business continuity

FALCONSTOR SOLUTION

FalconStor® Continuous Data Protector (CDP)

BENEFITS

- Uninterrupted business operations through local and remote disaster recovery
- Local data recovery in less than 10 minutes
- Non-disruptive, automated DR testing ensures reliability and manageability



www.falconstor.com/cdp

Customer Success: HANKOU BANK

HANKOU BANK's decision to adopt FalconStor CDP technology was made in September 2010, and by the end of the year the project was successfully implemented. Since then it has proven its value many times over.

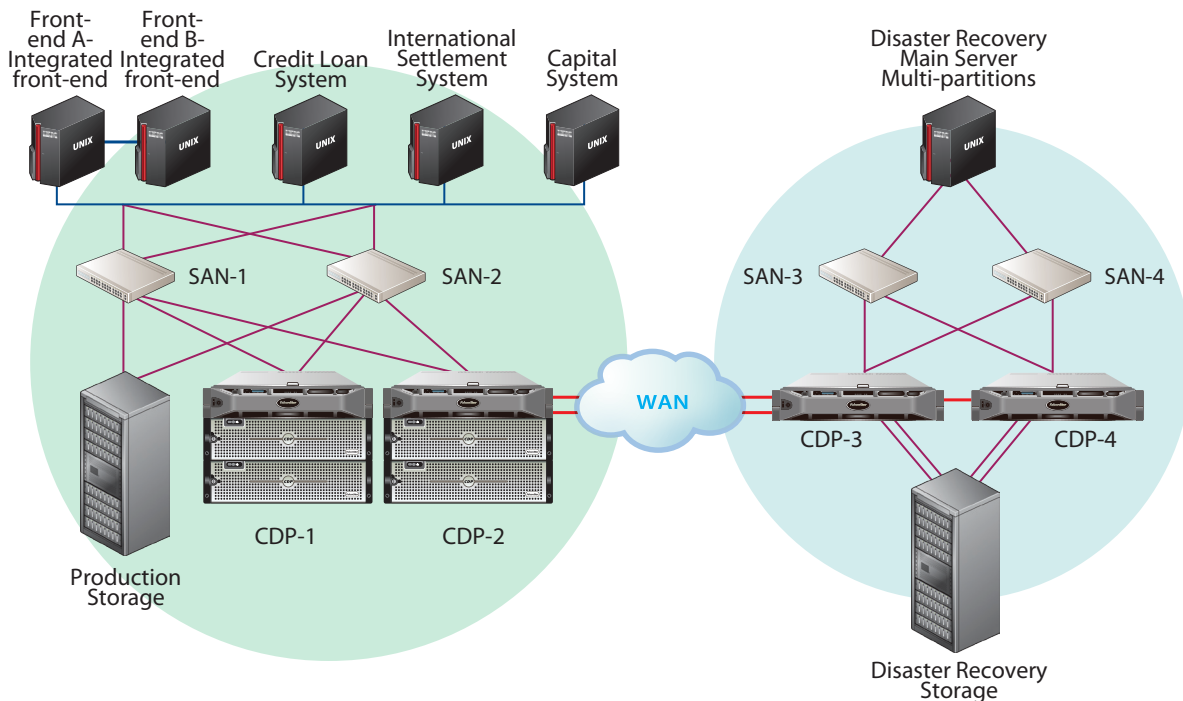
BUSINESS BENEFITS

The FalconStor CDP solution showed its full array of features during the implementation stage, and these features have continued to provide noteworthy benefits. WAN-optimized replication with MicroScan™ technology enables the Bank's IT staff to leverage 20Mb bandwidth for efficient, rapid recovery. FalconStor CDP provides instant recovery to any point in time, as well as simple and flexible centralized management.

In the event of a disaster, full system recovery can be accomplished in as little as 30 minutes. The RecoverTrac™ tool from FalconStor fully automates the Bank's DR processes, including DR testing, to simplify data protection and ensure data availability. In fact, a full DR rehearsal/drill took place in early 2011 and was a resounding success, validating the effectiveness and readiness of the Bank's emergency response system.

The success of HANKOU BANK's DR strategy and usage of FalconStor CDP led the company to earn several noteworthy accolades within the technology and finance industries. The Bank was selected by the editors of China Information World as a "Top 10 Business Continuity Management Project of 2011" for its fast local recovery and remote DR strategy and was recognized by Financial Computerizing magazine for having the "Best Disaster Recovery and Backup Solution in the Financial Industry."

FalconStor CDP provides local protection and remote disaster recovery for HANKOU BANK



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