

Demanding Storage Needs

Meet Agile Storage Infrastructure

Saturn Business Systems, Inc.



A robust solution for long term success

Companies regard their information as valuable assets. In doing so they are faced with an ever increasing challenge of archiving these assets (data) over extended periods of time. Adding to this is the even greater challenge of government compliance regulations that require extracting data within a reasonable time frame.

As the quantity of data grows the, cost burden of existing storage systems increase also. This is where Retention Managed Data solution from Saturn Business Systems emerges.

Saturn is prepared to help you find fast, affordable methods for accessing your retention managed data, thereby improving the efficiency and performance of storage operations.

Hudson Valley Federal Credit Union (HVFCU) is a full-service, non-profit, financial cooperative. Consistently working to meet the financial needs of its members and preserve sound financial positioning is a top priority.

The challenge of HVFCU was similar to that of fellow bank competitors – to manage and secure business-critical data with operational ease and efficiency.

HVFCU's recent Disk Storage purchase was not based upon a need for more storage, rather, more efficient, less painful storage. Lou Siegel of Saturn Business Systems was called upon to alleviate their pain. With IBM's latest introduction of the TotalStorage DR550, HVFCU's search for a comprehensive hardware and software compliance solution was over.

Meeting customer needs is the principal that fuels the business of HVFCU. It sets itself apart from others by offering a higher level of personalized customer service. Likewise, Saturn conducts its business under a similar mission, believing that customer satisfaction is the key to our success.

Saturn's wide-ranging suite of services spans the full-project lifecycle—from the initial proof-of-concept, then technical and in-depth analysis, and finally customizable implementation.

Saturn's wealth of expertise coupled with IBM's industry leading technologies meet the dynamic requirements of today's infrastructure environments.

Our fervent dedication to customer satisfaction

positions Saturn as a comprehensive, premier IBM Solution provider whom your company should consider in order to succeed in today's marketplace.



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-Jim Mercer, Director IT, Hudson Valley Federal Credit Union



SATURN BUSINESS SYSTEMS, INC.



CD recording tower crisis



“By Saturn engineering and brokering the IBM & Hyland alliance, an opportunity was created that did not exist.”

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For more information on how **Saturn Business Systems** can help your organization tackle its IT challenges, call us today at **914-524-7001 X229** or visit us on the web at:

www.saturnb2b.com

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HVFCU's uses Hyland's Onbase as their content management software. Before Saturn presented the Retention Managed Data solution, HVFCU's long term data was saved on a CD recording tower. This had become a persistent problem. So much so, that it had created adverse affects on company workflow.

Initially, HVFCU looked into WORM libraries, but

learned they were cost prohibitive and retrieval times did not improve. They also considered (NAS) Network Attached Storage with migration to CD, but determined that this wouldn't solve their problem either. HVFCU was compelled to purchase the EMC Centera solution when they decided to take one last look at Saturn.

Jim Mercer, Dir. of IT at

HVFCU stated, "Saturn had already shown that they could do a complex implementation with the p650 configuration and implementation. We were already leaning towards Saturn based upon that experience". The TotalStorage DR550 solution proposed by Saturn offered highly sophisticated storage management capabilities that were well received by HVFCU.

Rescue from the tower

HVFCU's IT department searched endlessly for a solution that managed and supported non-erasable and non-rewritable data storage. The DR550 was the key.

Among other highlights, the DR550 included automatic provisioning, migration, expiration and archiving abilities using a centralized management via a single interface.

HVFCU appreciated the

various state-of-the-art features of the DR550. They were pleased to discover that not only was the DR550 designed as a pre-configured solution, it also provided upgrade options for connectivity and storage capacity.

Jim Mercer stated, "Historically, we have found IBM products to be robust, reliable, stable and well supported. Since this was a mission

critical, core application, we needed to be completely confident that whatever solution we brought in would be robust". In spite of these features, HVFCU's pain was not alleviated. Why? One stumbling block---Onbase software wasn't compatible with the DR550. Saturn facilitated an agreement between IBM and Hyland Software to write software coding that made Onbase to communicate with Tivoli Storage Manager.

Another satisfied customer

Implementation was recently completed and it is evident that this opportunity would not have closed without formidable efforts from Saturn, IBM and Hyland Software. On the verge of losing to a fierce competitor we were able

to solve our customer's challenge by brokering a relationship between IBM and Hyland. Thus, as a team, we preserved their regard of IBM technology as well as confidence in Saturn. Mercer indicated, "By Saturn engineering the

IBM/Hyland alliance, an opportunity was created that did not exist."

A business crisis was solved and customer satisfaction upheld as a result of the teamwork between Hyland, IBM and Saturn Business Systems.