

Frankfurter Bankgesellschaft



Atlantis Solves the Virtual Desktop Storage Challenge for Swiss Bank

Frankfurter Bank cuts VDI storage costs by 93% from \$2,223 per desktop to \$150 per desktop. The Frankfurter Bankgesellschaft (Switzerland) Ltd., headquartered in Zurich, is a financial institution specializing in international private banking and wealth management services. The bank currently manages investments in excess of 7 Billion Swiss Francs (\$9 Billion USD) and is growing rapidly.

The Desktop Virtualization Storage Challenge

Frankfurter Bankgesellschaft wanted to implement a virtual desktop environment to provide secure, reliable, remote access for employees and contractors that could easily be managed by their IT staff using Citrix XenDesktop. The 30 user pilot suffered from severe IO bottlenecks and users complained about poor performance. The Bank considered buying more SAN storage and switching to SSD-based storage but the costs made their desktop virtualization project unfeasible.

Using Atlantis Software to Scale with Existing SAN

Using Atlantis on the existing infrastructure, Frankfurter Bank was able to reduce the cost of storage per desktop from \$2,223 USD to \$150 USD while providing a much better user experience.

Frankfurter Bank uses Citrix XenDesktop pooled desktops with Atlantis running on each server—alongside the virtual desktops. After being optimized by Atlantis, virtual desktop images are stored on the existing Hitachi Data Systems SAN.

Atlantis was the ideal solution as it offered dramatically improved desktop performance without having to purchase additional storage. The Atlantis optimization software allowed the bank to immediately scale the deployment, reduce the cost per desktop and deliver a quality user experience.

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INDUSTRY:
FINANCIAL SERVICES

Business Drivers

- Secure, remote access
- Centralized management
- Reduce deployment costs
- Storage CAPEX costs
- Poor performance

Atlantis Benefits

- 93% storage cost reduction
- 80% reduction in storage capacity required
- Improved user experience

Solution Components

- Citrix XenDesktop
- Hitachi SAN
- Trend Micro Anti-Virus



Atlantis is an enabler for VDI. If you don't solve the storage IO problem, the cost per desktop is extremely high. For Frankfurter Bank, the cost per desktop was 2,000 CHF [\$2,223 USD] using our SAN. Atlantis enabled us to implement VDI for a lower cost than a physical PC by reusing our existing SAN more efficiently and reducing our storage costs by 93% in the process.

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