



Workgroup Storage

Business Brief

Maintaining a strong brand

The field staff who set up new bank branches for Banknorth Group have a clear mission: absolute consistency in the look and feel of the company's online systems. That's why Marty Monaghan, who oversees the group as PC LAN Services State Manager, wanted to give his team better access to corporate graphics that were approved, up to date, securely stored and easy to locate, regardless of their branch location.

Giving these bank branches a common look and feel in online services is clearly desirable because it helps to build and maintain the Banknorth brand. However, it is also an operational challenge when image updates are performed using conventional methods like CDs or disks.

iomega NAS is the answer

How did Monaghan approach this big-business problem? By implementing a small-business solution. Monaghan installed an iomega NAS server dedicated solely to the storage requirements of his workgroup, giving his team secure access to the graphics and image resources they use daily.

The iomega NAS server also gave Monaghan strict control over user access, ensuring that only the right people had access to image resources. The iomega NAS server's built-in RAID 5 file protection

and hot-swappable drives helped Monaghan guarantee that he could keep these critical resources accessible to his field staff at any time, from any location on the network. Banknorth also stood to benefit from a dedicated "graphic resource center" that was optimized for file sharing and storage, was easy to manage, and required less maintenance for a low total cost of ownership.

The investment pays off

The workgroup approach to maintaining an image repository started paying dividends immediately – the new iomega NAS server is streamlining work processes and driving consistency in the use of graphics across the organization.

"Whenever we set up new systems at a bank branch, we use a lot of images," said Monaghan. "The old way was to copy them from CDs or disks, but the problem was keeping them current. And storing images on a regular server was hard to manage. Too many people had access, and the image files would end up getting changed by someone inadvertently. Now we know we're current automatically, just by downloading the file from the iomega NAS server."



The iomega NAS Advantage

How difficult was it for Banknorth to implement an iomega NAS solution? Actually, it wasn't difficult at all. "The installation went very smoothly and easily," explained Monaghan. The preconfigured iomega NAS server connected directly to the existing network—out of the box. In just minutes, all image resources were consolidated in one central repository for easy sharing across all platforms on the network, including Windows®, Macintosh®, Novell®, UNIX and Linux clients.

Is the NAS implementation a success? "The performance speaks for itself," he said. "Now we have other departments that are talking to us about using dedicated storage in their areas."



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About Banknorth Group

Banknorth Group is a \$21 billion banking and financial services company headquartered in Portland, Maine, with banking divisions in six Northeastern states. Banknorth is New England's third-largest banking company, with more than 350 branches and 450 ATM machines among its eight member banks, and it is one of the 32 largest commercial banking companies in the United States.

For more information about Banknorth's iomega Data Solution, contact Marty Monaghan, PC LAN Services State Manager, at 207-795-5369 or visit www.Banknorth.com



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