



The First Bank of Delaware Selects Vision Solutions to Migrate and Protect Critical Workloads

Double-Take® Availability, in conjunction with Double-Take® Move, Provides Easy and Cost-Effective Migrations, High Availability and Data Protection

Irvine, Calif. – December 20, 2010 – Vision Solutions, Inc., the world’s leading provider of information availability software and services for Windows, Linux, IBM Power Systems and Cloud Computing markets, announced today that [The First Bank of Delaware](#) has selected Double-Take® Availability, which includes the option of using Double-Take® Move, for its migration, high availability and data protection needs. After conducting extensive cost analysis research, The First Bank of Delaware found that using Double-Take Availability in conjunction with Double-Take Move was the only solution that could meet its need: effectively migrate and consolidate data from three data centers and once migrated, keep voicemail systems and critical proprietary application servers protected and available 24x7.

Orchestrating and accomplishing migrations for any size data center can be costly, time consuming and nerve wracking for IT managers, including The First Bank of Delaware’s vice president of information technology, Roger Vann. Vann knew migrating massive amounts of data could consume a significant amount of time, taking anywhere from days to weeks to complete, and could be costly if downtime or systems failures occurred.

“Vision Solutions has provided us with a cost-effective solution through its Double-Take Move and Double-Take Availability products that offer us a one-two punch of easy migrations and effective data protection,” said Louise O’Donnell, CIO at The First Bank of Delaware. “The solution granted us the peace of mind that all data would be moved and protected while critical web application services remained online during the migration, thereby protecting an important revenue stream for the bank.”

“We needed a solution that could assist with a data center consolidation and migration effort involving three data centers across the U.S., as well as protection of the newly migrated data post-migration,” said Roger Vann, vice president of information technology at The First Bank of Delaware. “The entire project resulted in only two minutes of downtime, a breath of fresh air when compared to the other options that we explored before finding Double-Take Availability. Vision Solutions offered the peace of mind that we would not only be able to continue to provide outstanding service to our customers without loss of data during the migration, but that our data would also be protected and highly available in the event of a disaster going forward.”

Double-Take Availability, which includes the option of using the Double-Take Move migration software, was the only solution, out of many explored, that not only successfully allowed The First Bank of

Delaware to consolidate its data centers, but also allowed the bank to completely eliminate the need for an entire data center, saving Vann and the company approximately \$60,000 annually. Additionally, with a small IT staff, the idea of consolidating three data centers initially appeared daunting from a resource and budget perspective. By using the Double-Take Move option within Double-Take Availability, Vann was able to also greatly reduce the man hours and costs for his data center consolidation project.

“The First Bank of Delaware’s story is just one example of how Vision Solutions helps its customers seamlessly migrate data across multiple data centers and protect data from system failure,” said Wm. Edward Vesely, senior vice president of marketing at Vision Solutions. “With the help of our solution, The First Bank of Delaware was able to consolidate data centers with a very, very small window of downtime - a true cost savings for the bank.”

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About The First Bank of Delaware

[First Bank of Delaware](#) is a full-service, state-chartered bank, providing a full range of commercial and consumer banking services to individuals, small and medium-sized business, executives, professionals and professional organizations in Delaware and the surrounding states. The Bank has over \$200 million in assets and has 70 employees.

About Vision Solutions

[Vision Solutions, Inc.](#) is the world’s leading provider of information availability software and services for Windows, Linux, IBM Power Systems and Cloud Computing markets. Vision’s trusted Double-Take[®], MIMIX[®] and iTERA[™] high availability and disaster recovery brands support business continuity, satisfy compliance requirements and increase productivity in physical and virtual environments. Affordable and easy-to-use, Vision products are backed by worldwide 24X7 customer support centers and a global partner network that includes IBM, HP, Microsoft, VMware and Dell. Privately held by Thoma Bravo, Vision Solutions is headquartered in Irvine, California, USA with offices worldwide. For more information, visit [visionsolutions.com](#), search for VisionAvailability on popular social networks or call 1 800.957.4511 (toll-free U.S. and Canada) or 801.799.0300.

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