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News

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EMC News Release

Vancouver City Savings Credit Union Implements EMC Networked Storage Solutions to Enhance Services for Members

Canada's largest credit union 'banks' on EMC CLARiiON CX600 to consolidate and centralize data, improve customer service and lower operational costs.

Toronto, Ontario.- Tuesday, March 18, 2003

EMC Canada today announced that Vancouver City Savings Credit Union (VanCity), Canada's largest credit union, enhanced its enterprise storage environment by installing EMC CLARiiON CX600's in its two data centres to consolidate its mission-critical banking and transactional systems as well as non-critical data from more than 100 data stores onto one storage area network (SAN). Now VanCity is able to execute its disaster recovery plan more efficiently and effectively, implement dual data-centre functionality, centralize its information, triple the amount of disk space, increase the growth capacity by tenfold and significantly lower costs. The savings realized from the consolidation will be translated into better product offerings and services for customers, increasing VanCity's competitive edge in the financial services marketplace.

"We need to decrease our operational and IT costs to better position ourselves to focus on our core business - delivering outstanding service to our members," said Tony Fernandes, Vice President of Technology Infrastructure with Inventure Solutions. "Cost savings realized by using EMC's networked storage solution can be put towards developing innovative products and services that meet the unique needs of our members."

Inventure Solutions, VanCity's information technology subsidiary, has been instrumental in working with EMC to deploy the SAN. It has successfully begun to centralize data from VanCity's 40 locations and is now consolidating the remaining mission-critical banking systems, including ATM (automatic teller machines), telephone and Internet banking, and customer relationship management (CRM) and point-of-sale (POS) systems.

"EMC's CLARiiON solutions address the requirements of networked storage, business continuity and simplicity of management to provide customers with cost advantages of industry-standard components while still delivering enterprise-class capabilities for greater efficiency, availability and competitive advantage," said Ross Allen, Area Manager, EMC Canada. "We are delighted our SAN is strengthening VanCity's position in the highly competitive financial services industry."

Business Continuity with CLARiiON CX600

VanCity executes its business continuity strategy between its two CX600s. Data replication and mirroring can now be carried out seamlessly across two sites. With SnapView™ point-in-time replication software, VanCity can create point-in-time snapshot or full-image-copy clone images of production data in seconds and can

accomplish backups quickly, frequently and without disruption.

MirrorView™ provides highly available data mirroring, locally and over distance. By maintaining synchronous data mirroring between EMC CLARiiON systems, MirrorView ensures data availability of byte-for-byte mirrored images. With this software, VanCity can deliver rapid disaster recovery by enabling remote failover to a secondary site. MirrorView will also be integrated with SnapView to enable continuous business operations throughout VanCity.

About Vancouver City Savings Credit Union (VanCity) and Inventure Solutions

VanCity (www.VanCity.com) is Canada's largest credit union, with \$8.2 billion in assets, 286,000 members and 39 branches throughout Greater Vancouver, the Fraser Valley and Victoria. VanCity belongs to the Exchange Network, which has 481 ATMs throughout British Columbia, Canada. VanCity owns Citizens Bank of Canada (www.CitizensBank.ca), serving members across the country by telephone, ATM, and the Internet. Both VanCity and Citizens Bank are guided by a commitment to corporate social responsibility, and to improve the quality of life in the communities where we live and work.

Inventure Solutions (www.InventureSolutions.com), VanCity's information technology subsidiary, provides internal services to the VanCity Group of Companies, as well as services to other credit unions and affiliated financial services companies within British Columbia.

About EMC

EMC Corporation is the world leader in information storage systems, software, networks and services, providing automated networked storage solutions that enable organizations of all sizes to better and more cost-effectively manage, protect and share their information. More information about EMC's products and services can be found at www.EMC.com.

EMC Canada (www.emc2.ca), headquartered in Toronto, is a wholly owned subsidiary of EMC Corporation with nine offices from coast to coast and a staff of more than 260 professionals in sales, technical support and services.

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