

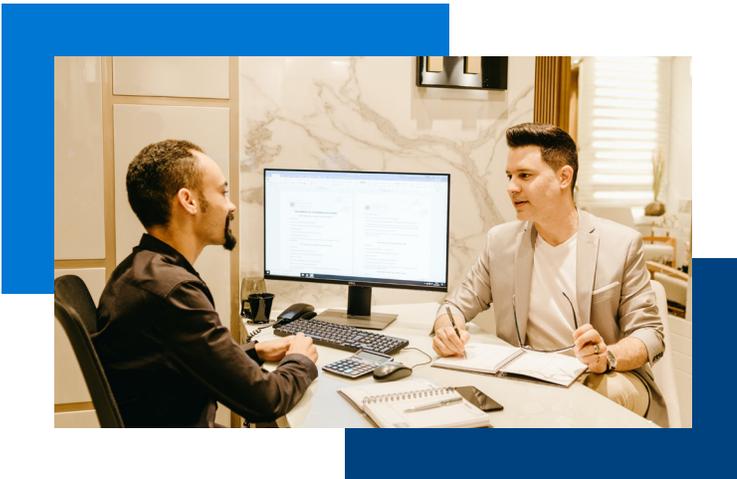
## Protecting critical personal and financial data for customers

Trustmark National Bank counts on Dell PowerProtect Data Manager for secure, reliable backup of vital account information.

Customer profile



Financial Services | United States



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**James McNair**

VP and Manager of Distributed Systems,  
Trustmark National Bank

### Business needs

Banking on the latest technology to improve its efficiency and broaden its reach through digital product delivery across an area stretching from Texas to the Southeast, Trustmark chose PowerProtect Data Manager to safeguard systems and data in an extensive IT environment of approximately 1,000 virtual machines (VMs).

### Business results

- Provides full confidence that data will be available when needed.
- Helps meet demanding recovery time objective (RTO) standards.
- Cuts backup time by as much as one-third.
- Planned vault-like cyber resilience solution guards against cyberattacks.

### Solutions at a glance

- [Dell PowerProtect Data Manager](#)
- [VMware vSphere](#)
- [Dell PowerProtect Cyber Recovery](#)



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Founded in 1889, Trustmark National Bank serves families and businesses in Alabama, Florida, Mississippi, Tennessee and Texas — with more than 2,800 associates in 180 locations. The diversified financial services organization headquartered in Jackson, Mississippi, has \$17.6 billion in assets and provides banking, wealth management, risk management services and more.

With customers’ personal data and financial assets at stake, the bank’s top priority is secure and highly reliable data protection. Having relied on Dell Technologies solutions for 20 years, Trustmark naturally tapped Dell PowerProtect Data Manager for proven, modern backup and recovery.

“Dell Technologies has been a strategic partner every step of the way,” says James McNair, vice president and manager of distributed systems at Trustmark National Bank. “PowerProtect Data Manager was the next evolution for us.”

## Reducing backup and recovery times

Trustmark has a fully virtualized IT environment with approximately 1,000 VMs running on VMware vSphere. In the past, backing up its systems and data required as much as 12 hours overnight.

“With PowerProtect Data Manager, we can back up 250 terabytes in as little as eight hours, one-third faster than we could previously,” McNair remarks. “PowerProtect Data Manager gives us full confidence in our backups because we know that our data is secure and will always be available in an emergency.”

The organization’s RTO to recover its Tier 1 systems and data is as close to real time as possible — with an RTO for Tier 2 data of no more than 24 hours. Data Manager helps ensure that Trustmark can meet these objectives.

In addition, the organization is evaluating the deployment of Data Manager Dynamic NAS Protection to further streamline the backup and recovery of its unstructured data.



**99% capacity savings**

shrinks 250TB to as little as a 1TB footprint.



“PowerProtect Cyber Recovery will allow us to safeguard customer information while seamlessly integrating the solution into our existing technology.”

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## Deduplication shrinks footprint and costs

One of the big benefits of Data Manager is how its exceptional deduplication can improve efficiency and decrease costs. Trustmark has reduced the backup of its 250TB to as little as 1TB, resulting in a much smaller and highly cost-effective footprint. “Our deduplication ratio with PowerProtect Data Manager is close to 100:1,” states McNair. “That’s super impressive.”

## Building trust through vault-like cyber resilience

For any organization today — and especially for a financial services leader — data is one of the most important currencies. To safeguard personal account data and asset information, Trustmark is now looking at Dell PowerProtect Cyber Recovery.

“With the imminent threat of ransomware and other cyberattacks, we want to ensure the integrity of our assets and be able to meet our regulatory obligations,” McNair explains. “PowerProtect Cyber Recovery will allow us to safeguard customer information while seamlessly integrating the solution into our existing technology.”

He concludes, “We anticipate that our VMware virtualized environment will keep growing as the organization does over time. PowerProtect Data Manager is highly scalable to be able to grow right along with us.”