



## The Landrum Company

*“The project was a complete success by any measure. Because the new system runs so much faster than the mainframe, and because we no longer have to handle up to 25 tapes per day, we’ve sped up our end-of-day updates by 30 percent. That saves a lot of labor costs, which is on top of the \$100,000 per year savings we’re seeing in maintenance costs and operating system license fees.”*

*Jim Stock, CIO and Senior Vice President, Landrum*

### Highlights:

- Saved \$100K a year in ongoing maintenance and operations
- Reduced end-of-day updating time by 30%
- Provided 100% availability
- Lowered the cost of disaster recovery
- Saved 70% of floor space
- Protected investment in legacy applications

### Migrating mainframe applications to reduce costs

Based in Columbia, Missouri, The Landrum Company is a \$1 billion asset holding company with three bank charters in Missouri, Oklahoma, and Texas. The largest is First National Bank and Trust Company in Columbia, Missouri, Landrum’s headquarters.

The Landrum Company has used Kirchman Corporation software for its core banking needs since 1985, when Landrum chose the Kirchman suite for First National Bank and Trust Company after a concerted evaluation of core banking software alternatives. The choice of Kirchman worked out so well for the Columbia headquarters that Landrum soon implemented the same solution for all its other banks.

When Landrum needed increased functionality from its existing platform, Clerity and Kirchman provided the solution.

“We determined that our total cost of ownership would be minimized by sticking with Kirchman,” says Jim Stock, Chief Information Officer and Senior Vice President for Landrum. “But we weren’t very pleased with the cost of upgrading our existing computer hardware, whose maintenance costs and operating system licensing fees were already a lot more expensive than UNIX®. The Clerity alternative was the solution to several problems. It gave us all the new application functionality we were seeking while saving costs in many areas compared with the existing platform—maintenance, operating system license fees, floor space, electricity, and more. As a bonus, we got Sun’s reliability, scalability and performance.”

Kirchman rehosted Landrum’s existing applications and data to Solaris version of its Kirchman Bankway software, meeting all of Landrum’s goals and expectations, including a one-weekend transition to the new system with substantial cost savings and performance improvements.

Landrum saved the costs of third-party disaster backup by adding another Sun Fire server, and also saved on electricity bills and floor space. Network administration is simplified, and so is teller operation.

## About Clerity

Clerity is a leading full-service provider of legacy migration, modernization, and optimization solutions. Drawing from over 16 years of experience, Clerity recognizes that companies have significant investments in core applications and procedures and provides a wealth of low risk, high value tools, technology, and services to reduce IT costs without sacrificing current functionality and service level agreements. Headquartered in Chicago, Illinois with offices worldwide, Clerity has customers in all in major countries, including some of the largest financial services ISVs and Fortune-class end users.

Learn how Clerity can provide an evolutionary path forward for your application and data environments at [www.clerity.com](http://www.clerity.com).



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