

**Highlights:**

- Saved \$500,000 in first year IT operations cost
- Provided a return on investment (ROI) in one year
- Projected annual savings of \$1 million in under five years
- Enabled in-house control over service quality
- Protected investment in legacy applications

## Towne Bank

*After considering several options, including the IBM® System i® server, Towne Bank found that Clerity was the only vendor that could meet its criteria for ease of migration, scalability, fault tolerance, and low cost of operations.*

### Moving mainframe applications in-house to reduce costs

Virginia-based Towne Bank provides general commercial and retail banking and financial services, mortgages, and insurance. Towne Bank's rapid growth drove the company to accelerate its move from its original IT service bureau to an in-house IT system, as the cost of the outsourced service bureau rose. However, the institution wanted to continue using Kirchman Bankway software for all banking operations. The bank hoped the in-house system would support bank operations at much lower cost and provide the means to offer premium quality member service.

"Towne Bank undertook an analysis to determine what technologies would form the foundation of our own IT system, and which vendors were capable of providing the products and support required," says Keith Horton, executive vice president of Towne Bank Technology and Operations. "Initially, we considered a mainframe, but found that it would be too costly, and certain features and functionality were limited."

Kirchman Bankway provides the necessary support for all of Towne Bank's services—loans, deposits, delivery, interfaces with ATM networks, the teller platform, new accounts, and more. It was important that the selected solution be able to run Kirchman Bankway software that is used by leading banks around the country. Kirchman Corporation had used UniKix™ mainframe rehosting software from Clerity to migrate its core banking software from the mainframe to an open systems environment. After considering several options, including the IBM System i server, Towne Bank found that Clerity was the only vendor that could meet its criteria for ease of migration, scalability, fault tolerance, and low cost of operations.

Towne Bank estimated that by using an open systems server to run Kirchman Bankway, the savings would amount to millions of dollars over a mainframe solution or the service bureau. The bank projects a savings of \$500,000 in annual operating costs, which will grow to savings of \$1 million per year by 2007.

With a return on investment in less than one year, Horton believes Towne Bank made a wise decision selecting Clerity.

## 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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