



Bank of Hawaii

CASE STUDY

Customer Details

Bank of Hawaii Corporation is an independent regional financial services company. The Company's principal subsidiary, Bank of Hawaii, was founded in 1897 and provides a broad range of financial products and services to businesses, consumers and governments in Hawaii, American Samoa and the West Pacific.

Industry

Financial Services

Avolin Solution

Verdiem Surveyor

Challenges

- Reducing energy use due to spike in energy prices

Key Benefits

- Reduced energy usage by an average of 40.7% across all locations
- Reduced greenhouse gas emissions by 1.3 million pounds a year
- Estimated savings of approximately \$158,400

Bank of Hawaii management has always been focused on driving value and maximizing the use of its environment. This includes identifying savings opportunities whenever they arise. When energy prices spiked, the bank seriously considered ways to cut back.

Bank of Hawaii began making some changes across the board to reduce energy usage, starting with facilities and operations adjustments such as lighting and air conditioning upgrades. Then the bank began evaluating IT energy management tools. This effort was supported all the way to the top as Bank of Hawaii's Chairman and CEO, Peter Ho, was involved and supportive of this review.

Identifying the Right Solution

When a trial run of an initial IT energy management tool failed due to issues with the software, the Bank of Hawaii IT team grew skeptical that IT energy management would be a good investment for the bank. However, the IT team didn't give up, received a recommendation to investigate Verdiem Surveyor, and was impressed.

"Verdiem Surveyor just worked," said Vance Jones, an IT manager for Bank of Hawaii. "The software was light and easy to deploy. It had the functionality we were looking for, and it worked flawlessly. The management team was excited."

After initial testing to identify the potential savings that Surveyor could offer the bank, the IT team initiated deployment of Verdiem.

Deploying the Solution

Bank of Hawaii was specifically looking for an energy management solution that would allow users to wake their computers remotely, as more than 400 employees use remote access to do their jobs - a number that continues to grow. After a successful evaluation and trial run of Surveyor, and after providing an appropriate level of testing and training for the bank's users, Jones and his team installed and deployed system-wide. The Verdiem deployment team supported the bank every step of the way.

"The Verdiem team was very responsive, and continues to be," said Jones. "We don't need much support from them now. Once we got all of our power policies squared away, the software took it from there."

Surveyor provides Bank of Hawaii staff with a web portal by which they can wake and access their desktops during off hours. There was a little training needed for employees to master the new remote access process, and Bank of Hawaii distributed materials that Verdiem provided, making it easier to communicate these important technology changes to employees.

The IT team at Bank of Hawaii implemented other power policies that put inactive computers to sleep when offices close at the end of the business day. Computers wake for a short period in the middle of the night for mandatory maintenance and security upgrades, and then wake again when offices open each new business day.

Realizing the Benefits

After deploying Surveyor, Bank of Hawaii saw changes immediately. The bank reduced energy use by an average of 40.7 percent across all its locations, reduced greenhouse gas emissions by 1.3 million pounds a year and saved more than \$13,000 per month in energy costs.

"Working with Verdiem restored our faith in IT energy management solutions, and now we are reaping the benefits of their technology. They've been great partners, and the product delivers on its promises," Jones said.

About Verdiem Surveyor

Verdiem has helped define the PC power management market and has now extended its leadership into IT energy management and efficiency software. Verdiem Surveyor enables customers to centrally control and reduce the energy used by PCs, Macs, and network devices running Cisco EnergyWise without impacting end users. More than 600 corporations, government agencies and universities have deployed Surveyor on nearly 2 million devices. Most customers experience ROI within 6 to 12 months.

For more information about Verdiem and how you can start becoming more efficient, visit www.avolin.com.



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