



CASE STUDY

Enhancing Connectivity and Security at MRV Banks



MRV Banks is a dynamic regional financial institution committed to helping individuals reach their financial milestones through innovative banking relationships. They are an FDIC-insured and Equal Housing Lender with branches located in Ste. Genevieve, Cape Girardeau, Festus, and St. Charles, Missouri. With a dedicated workforce of about 100 employees across six branches, MRV Banks focuses on building creative, long-term banking partnerships that foster personal and business development. Their growth from a small bank to a mid-sized institution highlights their success in strategic planning and customer engagement, underpinned by robust technological infrastructure and enhanced customer experience standards.



The challenge: Adapting Technology for Sustainable Growth

Expanding from a smaller entity to a thriving mid-sized bank with six branches, MRV Banks faced new challenges that compelled a reevaluation of their technological infrastructure. The bank's expansion, driven by strategic initiatives and strong customer relationships, revealed the limitations of its legacy systems. Communication issues, rooted in a fragmented and outdated phone network, hindered smooth interactions within branches and with customers. Moreover, inadequate server storage complicated data management, increasing operational workflow challenges.

Addressing these obstacles was critical for immediate functionality and establishing long-term growth. Dan Wyatt, Chief Technology Officer noted, "Our growth journey demanded an overhaul in our systems to continue delivering exceptional service to our expanding client base." MRV Banks needed a unified technology strategy aligned with their vision.

Prioritizing the unification of disparate systems on a single platform was essential to boost operational efficiency while protecting sensitive customer data. This transformation was crucial for maintaining their competitive edge during further expansion. As MRV Banks planned continued growth, establishing a high-performance infrastructure was central to their strategy.

Key results

- **50%** storage equipment savings
- **99%** uptime

"C1 provides valuable resources that are well worth it. They are quick to respond, with a vast team that can assist at any time."

Dan Wyatt
Chief Technology Officer,
MRV Banks



The challenge went beyond technology consolidation; it involved developing an agile framework adaptable to future innovations. The bank partnered with C1 to meet objectives: streamline operations, enhance security, and uphold MRV Banks' reputation for innovative, customer-centered banking solutions.

The solution: Innovating Through a Multi-Vendor Approach

To address MRV Banks' multifaceted technology needs, C1 recommended a multi-vendor approach, integrating solutions from industry leaders such as Cisco, Pure Storage, Broadcom and Arctic Wolf. The decision to diversify technology partners ensured that MRV Banks could enjoy tailored solutions, each providing expertise and excellence in their respective domains. "C1's approach allowed us to select the best tools from each vendor, ensuring we didn't have to compromise on any aspect of our infrastructure," noted Wyatt.

The transition began with the implementation of Cisco Call Manager, which centralized their communication network, significantly improving internal and external interactions. Pure Storage's advanced virtual server environment was adopted, allowing MRV Banks to expand storage capability while offering flexibility and scalability to manage data growth effectively.

To reinforce security across the newly integrated systems, Arctic Wolf's cybersecurity solutions were employed, protecting MRV Banks against potential digital threats. This strategic alignment with multiple vendors enabled MRV Banks to craft a robust, future-ready infrastructure that met their unique requirements for operational efficiency and security without sacrifice. Wyatt highlighted, "Thanks to C1's comprehensive, multi-vendor strategy, we've transformed our operations, ensuring we're primed for future growth."

The result: Impact of the Datacenter Refresh

In collaboration with C1, MRV Banks completed a transformative datacenter refresh. Transitioning to an advanced virtual server environment from Pure Storage enabled notable efficiency and cost management improvements. As Wyatt stated, "There have been large projects that saved me time, but the biggest was the full-blown virtual server system. It allowed us to save money as we grew and eliminated the need for frequent equipment replacements."

This efficient infrastructure overhaul delivered substantial hardware savings, reducing costs by 50% through the elimination of frequent equipment replacements. The bank's infrastructure now supports seamless scalability, further enhancing resource utilization without additional investments.

In addition, the bank now boasts an impressive 99% uptime during business hours, ensuring uninterrupted employee productivity and client satisfaction. Overall, these technological advancements have fortified MRV Banks' ability to innovate and meet growing demands, demonstrating measurable returns on investment and positioning the bank for continual future growth amidst expanding operational landscapes.

Reflecting on the C1 relationship, Wyatt encapsulates the partnership's effectiveness, saying, "C1 provides valuable resources that are well worth it. They are quick to respond, with a vast team that can assist at any time." It is a relationship that underscores mutual respect and commitment.



C1 designs and delivers technology solutions built for outcomes. We focus on communications, networking, and cybersecurity—pairing leading partner platforms with our advisory, professional, and managed services to make modernization practical, secure, and valuable from day one. Where others talk about transformation, we make it real—faster, simpler, and more resilient. Learn more at onec1.com.