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Raiffeisen Switzerland trusts Sony for its LTO tapes

RAIFFEISEN In recent years, Raiffeisen has established itself as the third largest banking group in Switzerland. The Raiffeisen Group is structured on a cooperative basis and is the leading Swiss retail bank. Today 3.3 million people are customers of Raiffeisen. Of these customers, 1.6 million are members of a cooperative and therefore joint owners of their Raiffeisen bank.

In 2000, Raiffeisen chose Sony AIT as its data storage solution. Due to its increasing storage requirements, the company then decided to switch to LTO tapes in 2006. Since then, both companies have enjoyed a strong partnership based on mutual understanding and trust.

Safe and flexible storage

As one of the major Swiss banking groups, Raiffeisen deals on a daily basis with personal, confidential and extremely valuable data. Protecting this data is essential. The 350 Raiffeisen banks each run back-ups independently on site. The central IT department is responsible for the back-up strategy, its implementation, compliance and maintenance. This central function is crucial to ensure data remains safe and secure within the organisation.

Flexibility is also vital. With the continual re-development of bank strategy and structure comes the continual evolution of IT systems. The Raiffeisen IT team is constantly adapting to new realities while carefully monitoring IT installations to ensure they are always ready to take full advantage of opportunities. Choosing the most reliable and best performing hardware and media is a fundamental consideration for Raiffeisen.

Switching to Sony LTO



In 2000, following quality testing between brands, Sony AIT was selected as the preferred backup format and has performed exceptionally well during that time. Due to continually increasing amounts of data, Raiffeisen switched to LTO in 2006. Once again, Sony was chosen as the tape supplier due to its market-leading performance in testing. Raiffeisen began with LTO2 and now backs-up and archives its data on Sony LTO3 tapes. Having moved from AIT to LTO, Sony tape media has remained a constant factor in ensuring safe and effective storage over the past ten years.

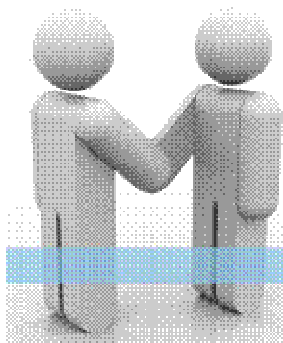
Outstanding reliability and performance

When moving to LTO technology in 2006, Raiffeisen tested several LTO media brands to identify the best performing and most reliable supplier. Sony came out clear number one in those tests.

"As we were working with AIT technology, it was only logical that we also used the AIT tapes from Sony" said Jochen Kamann, Head of Purchasing / Sales IT at Raiffeisen. "In the LTO selection phase, we extensively tested different brands in terms of quality and reliability, as well as pricing and warranty support. Sony LTO tapes met all our expectations. This was coupled together with our positive experience of Sony AIT tapes and our good relationship with the Sony representatives. We were under no doubt that the LTO media by Sony was the right choice."



Raiffeisen and Sony – a true partnership



The decision was a good one. Faultless tape quality and reliability plus highly efficient IT support has been matched by an ever stronger relationship between the two companies. Rather than being simply customers and suppliers, Raiffeisen and Sony have forged a partnership that is consistently maximising the effectiveness of data storage.

As Jochen Kamann comments, *"The failure rate of tapes is extremely low and should a problem ever occur, I can rely on Sony as an understanding partner to solve the problem quickly, reliably and professionally."*

In today's complex and sensitive data storage environment, banks need the support of a reliable and complete supplier. Providing a first-class quality product in LTO3 and a range of added value services including full technical support and a lifetime warranty, Sony makes sure that Raiffeisen customer data is handled safely and securely around the clock.

[Learn more about Raiffeisen](#)

[Learn more about Sony Storage Media](#)

About Raiffeisen

Each Raiffeisen bank is a legally independent cooperative with its own executive board and own bank management. The 350 Raiffeisen banks are integrated into the Raiffeisen Swiss cooperative. This holds the strategic management function for the entire Raiffeisen Group. The solidary integration is also expressed in the mutual liability within the Raiffeisen Group. The Raiffeisen banks are primarily active in the sectors for saving and for funding home ownership. The investment business with private bank Vontobel has developed into an important pillar for Raiffeisen.

The customers value the important characteristics of Raiffeisen: proximity to customers, sympathy, trustworthiness and its exclusive benefits for cooperative members. With over 1150 banking offices, Raiffeisen has one of the most dense banking office networks in Switzerland.