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# EVS inks huge backup project with First Tennessee

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by [Christopher Sheffield](#)

ALAN HOWELL | MBJ

Chris Chu, Gil Glover and Gayle Rose at Electronic Vaulting Services Corp.'s data center in Memphis  
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First Tennessee Bank will kick off this week one of its most significant information technology projects with a company headed by someone whose name is more familiar in sports, politics and nonprofits.

Gayle Rose, most recently a director in the Memphis office of Heritage Capital Advisors, stepped down from that post in September to become president and CEO of Electronic Vaulting Services Corp., a data storage and archiving company incorporated two years ago.

Rose became aware of the company after the CIO of EVS, Chris Chu, a former network engineer for First Tennessee and Hilton Hotels, came to Rose with the idea for EVS. Rose researched the industry, helped draft a business plan and has now funded the start-up with seed capital that's "in the seven figures."

As her investment in the company grew she felt she needed to be more directly involved.

"When you make as big of an investment as I have, you want to have as much control in the initial stages," she says.

EVS has a handful of projects for companies like Lenny's Corp., Madison Hotel and VitroRetinal Foundation, but First Tennessee is the most significant.

Gil Glover, chief technical architect for EVS, says his team has been working with First Tennessee's IT department for nearly 18 months on the project that will, over the next 12-18 months, convert all 150 of the bank's systems from a tape back-up to an online digital system that can provide either real time or point-in-time recovery.

"No one else offers you that," says First Tennessee's Joe Sanders, executive vice president for shared services. "It's either one way or the other."

The information will be continually retrieved and stored at secure EVS data centers in Memphis and Dallas. Should the bank experience an internal hardware disaster, the EVS program will automatically activate and continue to run the program. The project kicks off next week with a test of two systems and will go live later this month. All of the systems, except for an online banking application, are internal and don't directly involve bank customers, Sanders says.

First Tennessee liked the strength of the EVS team and its technology platform, Sanders says.

"This is not something we thought of overnight and said let's do it," he says.

There are a lot of companies competing with EVS, says Jimmy Sawyer, director of consulting for Reynolds, Bone & Griesbeck PLC.

"This is shaping up to be a highly competitive market," Sawyer says. And online backup, like that offered by EVS, is quickly becoming the system of choice for one simple reason -- speed.

"Online backup helps one recover operations faster than tape," Sawyer says. "The recovery window is much quicker when restoring 25 servers from an online backup than from 25, plus backup tapes."

Electronic Vaulting Services Corp.

Data storage and archiving

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