

# Esquire Bank elevates regulatory compliance and operational resilience with strategic information governance

How proactive data stewardship and modern solutions optimized unstructured data for a strategically disciplined, digital-first bank

Esquire Bank is rapidly expanding its reach across the United States, creating tailored, high-performance solutions for law firms, merchant payment processing, and commercial real estate. Founded in 2006, Esquire Bank's continued success has naturally led to a vast and rich data ecosystem. As a digital-first bank, leadership recognized that data is one of their most critical assets—and that this asset extends beyond structured databases to include unstructured information housed across network drives and various storage locations.

To maintain its rigorous standards for operational resilience and risk management, Esquire Bank proactively sought to elevate its information lifecycle management. The goal was to optimize data retention, seamlessly support evolving regulatory compliance, and ensure the Bank's unstructured data was governed with the utmost strategic discipline.

To achieve this vision, decision-makers at Esquire Bank partnered with Iron Mountain, citing their reputation for secure, end-to-end

information management. Through close collaboration, they set forward-looking objectives:

- Implement an agile, enterprise-wide data governance policy to support ongoing compliance and rapid business growth.
- Optimize the unstructured data ecosystem to ensure high-speed retrieval and rigorous regulatory adherence.
- Map content ownership, establish a logical retention schedule, and streamline digital storage.
- Foster a culture of modern data stewardship that guides all stakeholders seamlessly through the transformation.

Esquire Bank leveraged two purpose-built solutions to execute this vision. Iron Mountain Policy Center, a cloud-based retention and privacy policy management platform, provided a user-friendly way to map legal obligations and demonstrate compliance. Iron Mountain IG Advisory Services provided a comprehensive

## Industry

Financial Services

## Challenge

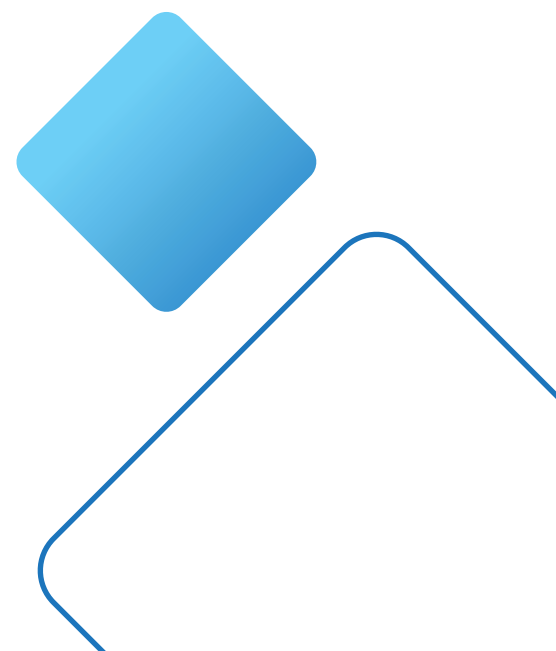
A high-performing, digital-first commercial bank sought to proactively optimize its unstructured data assets to uphold rigorous regulatory standards and reinforce its strategically disciplined approach to risk management.

## Solutions

Iron Mountain Policy Center, Iron Mountain Information Governance (IG) Advisory Services

## Value

- Established a disciplined data governance foundation that supports rapid growth and strict regulatory adherence.
- Achieved a 20% reduction in digital storage through strategic data lifecycle optimization.
- Enhanced the bank's compliance posture and fostered a culture of modern data stewardship.



assessment and data remediation service, giving the bank access to best-in-class technologies for classifying and remediating data.

## Optimizing the data ecosystem for regulatory excellence

As a highly regulated entity, Esquire Bank views robust compliance and data security as the foundation of all technology programs. Working alongside Iron Mountain, the Bank achieved a consolidated, modernized view of its records. Together, they mapped data stores to specific departments, identified content ownership, and created a logical retention structure. This clarity empowered business units to make strategic decisions about their data, ensuring that the bank's information architecture remained efficient and strictly compliant.

"This initiative wasn't just about reducing storage by 20%," said **Ashawari Kanjilal, Senior Managing Director of Program Management at Esquire Bank.** "It was a strategic move to secure our unstructured data, streamline compliance, and reinforce the disciplined risk management that underpins our entire operation."

## Fostering a culture of data stewardship

Data governance extends far beyond technology—it relies equally on people and processes. As Esquire Bank modernized its data practices, the focus was on empowering employees and fostering a culture of proactive data stewardship.

"Meaningful change requires shifting mindsets," **Kanjilal** noted. "We've successfully transitioned our culture from simply storing files to actively managing data as a strategic asset."

The Iron Mountain team guided Esquire Bank's business units, back-office operations, and merchants step by step. Users received clear file mapping to locate their documents and a structured, intuitive approach for documentation in the new system. This collaborative approach minimized disruption while building confidence, accountability, and a shared understanding of data's value in a regulated environment.

## Unlocking the value of strategically governed data

Today, teams across Esquire Bank can apply consistent retention policies and focus on the data

that drives true business value. By organizing its unstructured data, the Bank has successfully reinforced its operational resilience and mitigated risk across the enterprise.

"We now have the ability to find what we need instantly, backed by seamless compliance controls," **Kanjilal** said. "It's the perfect foundation for our continued strategic growth."

Throughout the project, Iron Mountain teams were responsive, knowledgeable, and highly committed to keeping the optimization on track. Looking ahead, Esquire Bank plans to expand its governance program to include physical document digitization and advanced classification, with Iron Mountain's guidance continuing to play a central role.

As Esquire Bank strengthens its data governance maturity, it continues to lead as a high-performing digital bank—upholding the highest standards of operational resilience, streamlining regulatory compliance, and unlocking the value of its strategically governed information.

Learn how Iron Mountain can support your information management needs.

