



THE CHALLENGE

A pillar of the financial services industry, this New York-based company was founded in the mid 1850s with the goal of serving the financial needs of corporations, governments and municipalities, institutional clients and high-net-worth individuals. Today it holds leadership positions in equity and fixed income sales, trading and research, investment banking, private investment management, asset management and private equity.

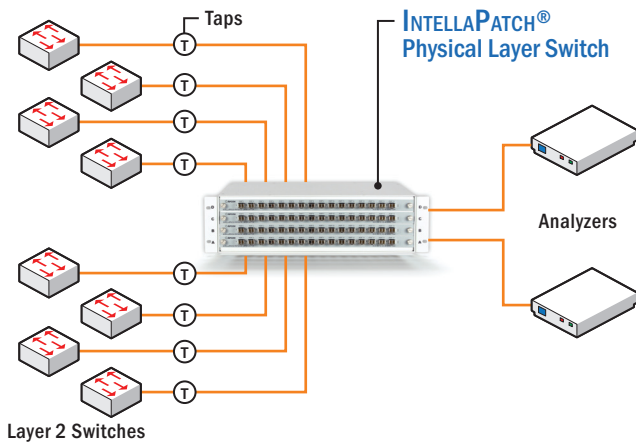
To maintain this leadership, the company relies on an array of networks that it must monitor continually to ensure maximum uptime, and the ability to guarantee 100% accuracy and security in its transactions, as well as the instantaneous flow of information worldwide. Among these is a recently-deployed 10G backbone network the company has deployed for monitoring up to 66 tap ports at any time. Two 10G monitoring appliances had already been purchased for use on the existing backbone. These, however, were not sufficient to provide the full tap port capture on the new 10G backbone.

THE SOLUTION

One option was to buy a third 10G appliance, but corporate cost control measures prohibited the nearly \$200,000 investment. The more budget-conscious second option was to purchase two INTELLAPATCH® matrix switches from APCON. Each of these switches is a 144-port chassis with single-mode fiber optic support, and the ability to electronically move sniffers around the network in seconds to achieve the desired level of monitoring capability.

As this customer and others have found, a matrix switch strategy such as this offers compelling benefits. Equipment cost savings is key, as illustrated above. Another is speed. Specifically, APCON's INTELLAPATCH switches also provide remote management and monitoring. Either of the two monitoring appliances can – via the APCON interface – be shared to any point on the user's network in a matter of seconds.

That approach contrasts with the conventional approach. A typical network setup requires a network technician to travel to the data center, physically un-cable the appliance, move it and re-cable it. That process takes many times longer and potentially impacts productivity.



A more cost-effective monitoring configuration

The strategy APCON recommended also offers the benefit of better security. Electronic sharing eliminates data center access concerns, as well as the prospect that an appliance will be cabled in the wrong network location, potentially inducing the probability of a problem or failure.

Lastly, an INTELLAPATCH switch strategy provides connectivity benefits. Among these is embedded firmware that eliminates the need to install and maintain software – a growing requirement among financial services and other enterprises.

INTELLAPATCH switches offer real-time web access, which enables the remote management mentioned above; signal regeneration, which ensures that there is always optimal signal strength between connected monitoring devices; and digital diagnostics, which enable engineers or technicians to see, for each port on a network, performance characteristics such as signal strength, temperature and voltage. That valuable information simplifies troubleshooting and quicker problem resolution.

In summary, this financial services customer is typical of today's enterprise with regard to its growing data center and network complexity. With the deployment of APCON's matrix switch solution that offers increased scalability, flexibility and connectivity, the company is positioned to realize an ROI in the hundreds of thousands of dollars, hundreds of hours of staff time and increased security.