



CUSTOMER SUCCESS STORY

Quick Facts

CUSTOMER:

Pierpont Securities LLC, a broker-dealer providing institutional clients with liquidity, execution services and strategic advice on the US Treasury, federal agency and repurchase markets.

CHALLENGE:

Required rapid activation and deployment of an enterprise connectivity solution to connect a growing number of geographically dispersed office locations.

SOLUTION:

IPC's Managed VPN Service

CUSTOMER BENEFITS:

- Fully-managed VPN Service enables focus on core business rather than worrying about network connectivity
- Extensive global presence cost-effectively connects remote offices
- Single point of contact lowers cost of purchase, management and support



Pierpont Accelerates Enterprise Communication with IPC's Managed VPN Service

"From our perspective, it was an easy decision. IPC's Managed VPN service offered the breadth of network coverage we were looking for. IPC was able to cost-effectively leverage the point-to-point connections we had in place while also increasing bandwidth at every branch site."

— Regan Sizer, CTO, Pierpont Securities

CHALLENGE

Pierpont Securities is a broker-dealer that provides institutional clients with liquidity, execution services and strategic advice on the US Treasury, federal agency and repurchase markets. The firm recently expanded its business with the acquisition of Cortview Capital Holdings Inc., a privately-held national fixed-income, middle-market broker-dealer. This acquisition not only increased Pierpont's workforce but also added Cortview's 8 regional offices. One challenge this expansion presented was for Pierpont to strengthen information sharing between its teams in geographically dispersed office locations. "Our main goal was to make our regional branches feel like they were part of the same company," explained Regan Sizer, CTO, Pierpont Securities. "We knew we needed a unified network infrastructure to support our expanding business, connect our offices nationwide and provide an avenue through which our mobile sales and trading teams could communicate."

Pierpont wanted to partner with a network provider that has a strategic footprint and deep knowledge and expertise of their high touch and low touch trading business. "It was essential for us to find a provider that understood our business needs and could deliver the depth and breadth of coverage we needed today and in the future, especially since some of our branch offices are not the most 'friendly' of places for communication," stated Sizer.

Having previously deployed IPC's Direct Connect and Trader Voice solutions to connect to its trading counterparties, and IPC's Enhanced Voice Services (EVS) as a key component of its business continuity planning and disaster recovery strategy, Pierpont saw IPC as a trusted partner who understood their business needs.

SOLUTION

After evaluating several enterprise connectivity solutions, Pierpont determined IPC's Managed VPN service to be the best fit for their needs. "From our perspective, it was an easy decision. IPC's Managed VPN service offered the breadth of network coverage we were looking for. IPC was able to cost-effectively leverage the point-to-point connections we had in place while increasing bandwidth at every branch site," explained Sizer. Tailored for the capital markets, IPC's Managed VPN service delivers an MPLS-based wide area network service that enables mission-critical enterprise connectivity for voice, video and data applications. The solution enables Pierpont to connect its office locations and remote workforce on a private, secure, global network, helping the firm achieve its ultimate goal of having a fully connected enterprise.

Pierpont also realized the benefits of working with an experienced solution provider that focuses exclusively on the global financial markets. "Having one vendor and one point of contact makes our lives easier. I no longer have to chase 5 different people or vendors, which saves me a lot of time and prevents headaches," expressed Sizer. "Additionally having a unified, fully managed network lowers operational costs and reduces our total cost of ownership since I do not need to hire additional staff to manage the network."

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RESULTS

IPC has been providing mission-critical communications solutions for the global capital markets for more than 4 decades and has been delivering a portfolio of world-class financial markets network services for the past 15 years. IPC was successfully able to leverage this experience and its robust technology architecture to deliver a powerful and compelling enterprise connectivity solution for Pierpont through its Managed VPN service. Not only did IPC's experience and breadth of network coverage play decisive roles in Pierpont's selection process, but IPC was also able to cater to the firm's aggressive timelines. "Past experience has told me that any provider of managed services you work with generally run on their own timeline," declared Sizer. "You are at their mercy in a sense because they tell you when things will get done. But that was not the case with IPC. IPC is a reliable partner, who worked hand-in-hand with us to meet the deadlines we set." As a result, Pierpont looks forward to extending its relationship further with IPC, and plans to explore additional resiliency options as it continues to grow its business.

ABOUT IPC

IPC Systems offers high and low touch trading communications solutions to the global financial trading community including the top investment banks, hedge funds and investment managers in established and emerging markets. With 100% focus on this sector and nearly 40 years of expertise and an unrivaled record of innovation, IPC provides customers with unified solutions that support collaborative voice trading and real-time electronic trading and market data connectivity. IPC's market-leading offerings include the first unified communications/application platform, award-winning hard and soft turrets, electronic connectivity services including enhanced voice services, business continuity solutions, and follow-the-sun service and support. IPC's global reach extends to more than 58 countries – including a Financial Extranet of 4,500 on-net locations in over 700 cities and more than 115,000 turrets deployed worldwide. Headquartered in Jersey City, New Jersey, IPC has approximately 1,000 employees located throughout the Americas and the EMEA and Asia-Pacific regions. For more information, visit www.ipc.com.

SPOTLIGHT:

Pierpont
SECURITIES

Pierpont Securities is a self-clearing, SEC-registered broker-dealer established in 2009. Pierpont acts as principal in the U.S. Treasury, federal agency, mortgage-backed securities, credit and financing markets, and serves institutional and middle market fixed income clients. For more information, see www.pierpontsecurities.com. Pierpont is a member of FINRA and SIPC.



INNOVATION IN
TRADING COMMUNICATION

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