

Customer success story



IPC systems enhances cqg connectivity, enables infrastructure for future network growth

Quick Facts

CUSTOMER:

CQG, Inc., an industry-leading integrated order execution, market data and analytics provider.

CHALLENGE:

Needed to reduce costs, consolidate market data distribution carriers and improve performance.

SOLUTION:

IPC's Direct Connect

CUSTOMER BENEFITS:

- IPC delivers unsurpassed economies of scale, flexible vendor terms and low total cost of ownership
- High bandwidth, latency-sensitive electronic connectivity with built-in capacity for future expansion within existing markets and into new markets
- Strong relationships with more than 80 carriers provides resiliency, diversity and ubiquitous availability that mitigates risk of outage or business downtime
- High levels of data security and extreme reliability
- Fully managed end-to-end solution and "follow-the-sun" customer service that promotes superior levels of satisfaction

“ We’ve worked closely with IPC® for a number of years, and they understand both our existing network infrastructure and our plans for expanding into new technologies, markets and applications. We’re pleased to expand our relationship with IPC and look forward to working with them to optimize the performance of our critical networks as we connect to more exchanges all over the world.”
- *Scott Doranski, Director, Technical Operations, CQG*

CHALLENGE

CQG needed a fully managed network infrastructure that provided access to exchanges, liquidity pools and customers so it could focus on its core business of providing integrated trade routing, market data and advanced technical analysis for the global financial community. CQG's costs were rising as multiple carriers were serving its connectivity requirements. CQG wanted to reduce and consolidate the number of network providers in order to lower costs, alleviate contract pains and provide flexibility for fulfilling the demands of its growing customer base. CQG was also looking for a partner with a strategic global network and deep knowledge and expertise in the connectivity needs of the capital markets.

SOLUTION

When evaluating solutions, IPC's reputation as a veteran provider of trading communication solutions and CQG's previous experience of working with IPC played a crucial role. IPC enabled CQG to meet its connectivity needs through the managed data connectivity solution. CQG and IPC also share a community of interest through an exclusive focus on the capital markets.

IPC expanded its footprint within CQG by engineering and deploying a fully redundant, cost-efficient Direct Connect solution delivering dedicated high bandwidth, latency-sensitive, ubiquitously available connections ranging from 128KB to 1GB to 20 customers in New York. With the implementation of this managed end-to-end solution, IPC now provides connectivity to two financial exchanges as well as manages the customer distribution circuits for the Manhattan region of New York. The resilient and high-speed Direct Connect platform enables CQG to deliver electronic trading, market data and analytics to its customers accurately and at unparalleled speeds. The solution allows CQG to increase bandwidth quickly.

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Results

The dedicated high bandwidth, latency-sensitive Direct Connect solution enables CQG to optimize the performance of its market data distribution networks. The solution also adds flexibility to CQG's existing vendor terms while enabling CQG to expand its

operations expeditiously within existing markets and into new markets through rapid circuit provisioning. Direct Connect also provides high reliability, diversity of carriers and data security.

CQG Spotlight

CQG, Inc. provides the industry's highest-performing solution for integrated trade routing, global market data and advanced technical analysis. CQG partners with more than 50 futures commission merchants and provides direct market

access to more than 40 exchanges through its worldwide network of collocated CQG Hosted Exchange Gateways. CQG's market data feed consolidates over a hundred sources, including exchanges worldwide for futures, options, fixed income, foreign

exchange and equities as well as data on debt securities, industry reports and financial indices. CQG is headquartered in Denver, CO, with sales and support offices worldwide.

For more information, visit www.cqg.com



IPC is a technology and service leader that powers financial markets globally. We help clients anticipate change and solve problems, setting the standard with industry expertise, exceptional service and comprehensive technology. With customers first and always, we collaborate with each to understand their individual needs to help make them secure, productive and compliant within our connected community. Through service excellence, long-developed expertise and a focus on innovation and community, we provide agile and efficient ways for our customers to accelerate their ability to adapt to the ever-changing requirements for advanced data networks, compliance and collaboration with all counterparties across the financial markets.

For more information, visit www.ipc.com