

Customer success story



jefferies accelerates business growth by deploying IPC's financial markets network

Quick Facts

CUSTOMER:

Jefferies, a global securities and investment banking group.

CHALLENGE:

Needed express connectivity to key global financial market participants as well as inter-office connectivity.

SOLUTION:

IPC® Financial Markets Network

CUSTOMER BENEFITS:

- IPC provided rapid access to key global financial market participants including buy-side firms, liquidity venues, market data providers, ISVs and data centers
- Jefferies reduced total cost of ownership and extended market reach by leveraging IPC's community of global capital market participants
- Inter-office connectivity provided by IPC resulted in enhanced communications capabilities, improved customer service, increased productivity and reduced administrative expenses

“ IPC's full suite of managed network services enables us to provide unmatched value to our clients. We are able to connect to a number of global financial market participants, offer high value client services and reduce costs by leveraging the IPC® trading ecosystem. The IPC platform is a core component of our network architecture and plays a vital role in our corporate growth strategy.”
– Sean Milligan, Senior Vice President of Technology, Jefferies

CHALLENGE

Jefferies is a global securities and investment banking firm serving clients and their investors. The firm provides investors with fundamental research and trade execution in a number of asset classes and offers the capital markets with M&A, restructuring and other financial advisory services. Jefferies also provides asset management products and services to institutions and other investors.

Jefferies needed to access explosively growing volumes of market data and execute trades at lightning speed while lowering costs and providing higher value client services. With new and more trading opportunities emerging in capital markets throughout the world, Jefferies recognized that partnering with the right connectivity provider would ensure competitive advantages and allow it to capitalize on opportunities ahead of its competitors. The firm also wanted to expand its inter-office connectivity to deliver agile and responsive customer service and increase productivity. Consequently, Jefferies was looking for a global network provider with a reliable, secure and scalable platform that could dramatically reduce time-to-market, manage communications complexity and lower total cost of ownership.

Jefferies required that the network provider have an established community of global capital market participants, world-class customer service and deep knowledge of the various sources of latency.

SOLUTION

IPC's established community of liquidity venues, buy-side firms, market data providers and independent software vendors played a decisive role in the evaluation process of Jefferies. IPC rapidly activated and deployed its resilient, latency-sensitive, dedicated high bandwidth network services solution from Jefferies to key data centers, buy-side clients and market data providers. The IPC connectivity enabled Jefferies to receive market data, uncover liquidity and source the right opportunities for best execution. IPC also provided Jefferies with inter-office connectivity between various locations around the world.

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Results

Jefferies successfully deployed IPC's network services to rapidly connect to key capital market participants around the world as well as to link to a number of its own locations. The ability to connect to key buy-side firms, liquidity venues, market data providers, ISVs and data centers in the IPC ecosystem has equipped Jefferies with the flexibility, scalability and

speed required to capitalize on numerous arbitrage opportunities provided by today's rapidly changing financial markets. The inter-office connectivity offered by IPC has allowed Jefferies to better serve customers, reduce communications costs and complexity and improve staff productivity and availability.

Jefferies Spotlight

Jefferies, a global securities and investment banking firm, has served companies and their investors for nearly 50 years. Headquartered in New York City, with offices in more than 30 cities around the world, Jefferies provides clients with capital

markets and financial advisory services, institutional brokerage, securities research and asset management. The firm provides investors with fundamental research and trade execution in equity, equity-linked and fixed income securities, including corporate bonds,

high yield bonds, US government and agency securities, repo finance, mortgage- and asset-backed securities, municipal bonds, whole loans and emerging markets debt, as well as commodities and derivatives.

For more information, visit www.jeffries.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