

Customer success story



Pierpont accelerates enterprise communication with IPC's Connexus WAN service

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 Connexus® WAN

CUSTOMER BENEFITS:

- Fully-managed Connexus WAN 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

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– 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 Connexus Ethernet 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 Connexus WAN service to be the best fit for their needs. “From our perspective, it was an easy decision. IPC's Connexus WAN 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 Connexus WAN 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 five 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 four 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 Connexus WAN 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.

Pierpont Securities Spotlight

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. Pierpont is a member of FINRA and SIPC.

For more information, visit www.pierpontsecurities.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.

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