Customer
Success Story

IPC

Customer:

Interbank Financial Services (IFS)

Challenge:

Implementing a flexible and remote solution to address the growth of electronic trading

Solution:

Unigy, Unigy Soft Client, IPC Agility, VFC logger

Benefits:

- Broker sought innovative solution to address market trends
- Subscribed to IPC's Unigy Soft Client and VFC logger through partnership with Dotcom
- Solution sold as lease, eliminating need for new investment
- Unigy and IPC servers installed at Dotcom's premises in virtual environment, resolving issue of IFS' limited server room
- Dedicated connection established between Dotcom and IFS headquarters for dealing system components and remote work connectivity

Interbank Financial Services (IFS)

IPC Systems partnered with Dotcom, an IT integrator and telecommunications operator, to implement the Unigy system for Interbank Financial Services (IFS), a financial institution in Poland.

CHALLENGE

IFS is a brokerage company formed several years ago from the ICAP team after ICAP withdrew from Poland. They provide their services to Polish banks.

IFS was using a traditional dealing system by an incumbent provider. Their plan was to continue working with them when they relocated their offices. They considered two options: **(1)** move the existing system to the new location or **(2)** install a new system.

While reviewing their options, the customer observed a steady trend in the brokerage market of increasing electronic transactions and decreasing voice transactions. With almost all transactions being done electronically during the COVID-19 pandemic, they reached the conclusion that voice-based transactions would continue on a downward trajectory over the next few years, and they did not want to invest in a new dealing system.

Additionally, they needed to accommodate mobility and remote working. Another challenge was the very limited space in the server room at the new location.

SOLUTION

In their quest to remain innovative, the broker sought to capitalize on a solution that addressed the market trends.

Following a due diligence review of the solutions in the market, IFS made the decision to subscribe to IPC's Unigy system, Unigy Soft Client, IPC Agility and VFC logger as a result of IPC's flexible and creative approach to solving the customer's challenges.

Through a partnership with Dotcom, a local provider which specializes in dealing room solutions such as dealing systems, advanced KVM solutions and fixed voice lines, IPC collaborated with Dotcom to supply, install, and maintain the Unigy system.

CUSTOMER SUCCESS STORY

SOLUTION

The solution was sold as a lease for a defined period, which meant that they did not have to invest in a new solution. The monthly fee covers the equipment lease and maintenance. All Unigy and IPC Agility servers and Media Gateway were installed at Dotcom's premises in a virtual environment. Due to legal regulations, only the VFC logger was installed at IFS' headquarters. A dedicated connection was set up between Dotcom and IFS headquarters, which is used to connect the VFC logger to Unigy and to connect the Unigy Soft Clients to IPC Agility when users work from the office. The connection is secured by firewalls on both sides. In this way, a dedicated network was created for all components of the dealing system.

When working remotely, Unigy Soft Client connects to IPC Agility via an Internet-based VPN. Permanent voice lines are realized through an E1 connection between the Media Gateway and Dotcom's telecommunications network, through which Dotcom delivers them to the banks.

ABOUT IPC

A specialist technology and service leader powering global financial markets for over 50 years, IPC Systems is at the forefront of electronic trading connectivity and state-of-the-art cloud communications, setting the standard for exceptional service, innovation, and expertise.

IPC's customer-first approach is bolstered by an extensive and diverse financial ecosystem that spans all asset classes and connects market participants anywhere in the world for enhanced communication, collaboration, and compliance. Global services include electronic trading, trading communications, and infrastructure-as-a-service solutions. IPC is ideally positioned to anticipate change and remain aligned with rapidly transforming markets, and to empower customers to adapt to change, now and in the future.

To learn more, visit www.ipc.com, explore our Insights page and follow us on LinkedIn.

RESULTS

IFS is very satisfied with the implemented solution and customer service as IPC and Dotcom were able to address their challenges and meet their requirements. The state-of-the-art solution, which was implemented within their specified timeframe, ensures efficient and compliant access from the office as well as remotely using Unigy Soft Client.

The flexible commercial terms allowed the customer to lease the solution rather than having to make the capital investment of a new system. Installation of the system's equipment at Dotcom's headquarters solved the issue of space constraints in the customer's server room.

ABOUT DOTCOM

Currently, with over 20 years of experience and a broadly defined scope of activity, we cooperate with the best Partners in the industry. We provide comprehensive services in the field of products for the banking and financial sectors, creating and equipping the most modern control rooms, low-voltage systems, teletechnical installations and building automation as well as in the telecommunications and ICT industries.

Our services include consultancy, design, and implementation of turnkey projects, taking into account all customer wishes. We have a team of experienced engineers and designers, many years of experience on the market, we use the latest solutions in cooperation with professional suppliers recognized in the world.

At work, we are guided by our mission Professional and innovative design, implementation, and service of "tailor-made" solutions for the client.

For more information, visit www.dtcom.pl market data and trade lifecycle services together with a powerful, purpose-built trading infrastructure in key global market center data centers.