

## CASE STUDY

### About Wesley Clover Solutions

Wesley Clover Solutions was formed to meet the growing demand from financial trading firms for expertise in managing the transition from legacy to next-generation IT solutions.

We help customers realize the potential of new technologies while reducing risks, complexity and costs.

We have deep domain expertise in financial trading technology and experience installing and supporting mission-critical real-time trading infrastructure.

Wesley Clover Solutions also draws on resources of our parent company, Wesley Clover, and industry-leading partners to deliver reliable, flexible and cost-effective solutions to our customers.

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## Diversified Alternative Asset Manager Deploys Wesley Clover Solutions for Business Continuity and Disaster Recovery

This Manhattan-based hedge fund with US\$5B AUM needed to deploy a voice trading solution in their hot site back-up location in New Jersey and provide head traders and portfolio managers with home-based access to their trading counterparties. Their existing trading turret and PBX voice platforms were based on legacy technology so could not be easily extended to the alternative locations and would require dedicated T-1 facilities to the employee homes.

Wesley Clover Solutions designed a Business Continuity Voice Solution which met all of the customer's criteria including: interoperability with their current voice systems (IPC and Avaya), enabling traders to see their ringdown and dial tone circuits at both the DR Hot Site and at home, low upfront and lifecycle costs and a platform that could be leveraged as they moved toward replacement of their legacy voice systems.

In addition, the IP Voice Communications Platform demonstrated all of the requisite capacity, reliability and specialty functionality traders require including: two handsets, rugged design, support for multiple ringdown circuits and one-touch speed dialing, shared line appearances and floating answer keys, conference calling for eight traders and simple and secure remote connectivity to homes via broadband circuit.

The firm saved more than \$130K in acquisition and ongoing support costs and approximately \$250K in T1 circuit costs over the course of five years by deploying the WCS solution instead of extending their existing systems. Moreover, when the company decides to migrate from their current trading turret and PBX systems, the WCS platform, now used only for DR, can be expanded to support all staff just by adding IP Turrets, Phones and software licenses.