



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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Global Reinsurer's Capital Markets Group Standardizes on Single IP Communications Platform from Wesley Clover Solutions

Profile: A 200-person team of a Connecticut-based capital markets division of a publicly-traded, international reinsurer with more than \$17B in assets and serving more than 2,000 customers in 150 markets.

This firm needed to address an "end of support" notice on their trading turret platform and at the same time recognized that their Nortel PBX would also become an issue because of the recent bankruptcy of the manufacturer.

Their decision was complicated by the fact that they are a trading and portfolio management subsidiary of a large, international reinsurer that offered many "global standard" IT platforms that, while solid platforms, were often calibrated for the insurance business and not necessarily a company with capital markets activities.

After evaluating platforms from their incumbent suppliers, their head office and Wesley Clover Solutions the decision-makers selected the Voice Communications Platform (VCP) from Wesley Clover Solutions that could replace both their legacy turret and PBX systems with single, IP-based platform that reduced acquisition costs and operational expense over the system lifecycle by approximately 50%.

The VCP simplified deployment, ongoing support, growth, business continuity planning and most importantly workflow among trading floor and non-trading floor staff. Wesley Clover Solutions provided an IP voice communications system capable of serving all the needs of all office staff and those on the trading floor in a single, scalable platform. In addition, the system has the potential to integrate into the global four-digit dialing plan of the parent company and be hosted in an off-site data center environment if the need arises.

The Wesley Clover Solutions Project Management team worked with the customer to construct a detailed transition plan for all telecommunications services and conducted interviews with all users to determine how each staff member uses the phone, call coverage patterns, special features and functions and mapped these requirements to the programming and training for the new systems. Circuit-testing was conducted prior to system installation to be certain all DID and ARD lines would work as they did on the old systems.

By selecting the Wesley Clover Solutions single platform system the customer now has a resilient, advanced IP voice communications platform that cost a fraction of what they would have spent on separate PBX, trading turret and voice recording systems. The VCP offers an array of more than 500 features, functions and applications, can be integrated with various enterprise applications like Microsoft Office Communication Server (OCS) and videoconferencing systems and is scalable to more than 5,000 IP devices in a compact rack-mount system controller.