



Customer Success Story: Major Financial Institution

WHO The company is one of Canada's largest financial institutions, as measured by market capitalization and assets, and a leading diversified financial services company in North America. This company provides personal and commercial banking, wealth management services, insurance, corporate and investment banking, and transaction processing services on a global basis. The company employs thousands of people who serve more than 10 million personal, business and public sector clients through offices in North America and around the world.

BUSINESS ISSUE The company's burgeoning storage requirements exceeded the capacity of a managed service (OC-48) from a local telecom service provider. In part, the email archiving requirement of the Sarbanes-Oxley legislation meant that the company's storage requirements were doubling every year. The company sought a scalable infrastructure that would address their needs and be more cost-effective than buying incremental managed services.

The initial network build would connect three data centers, located 55 km, 77 km and 100 km apart. The company acquired dark fibre and evaluated six different vendor solutions for lighting the network. Given their growing requirements, the company asked for a long-term perspective, showing how systems could scale across the lifetime of a multi-phase deployment project.

MERITON SOLUTION In partnership with one of the world's largest engineering companies, Meriton responded to the company's request for proposal, pitching Meriton's portfolio of metro-regional optical networking solution coupled with its partner's service and support.

The Meriton solution for phase 1 comprised two 7200 OSPs, two 3300 OSMs, four 1455 OFAs, 8600 NMS and 8300 EMS.

Today, the company is currently running 13 Gb/s on a single fibre pair, and expects to have 30 Gb/s of transport on the Meriton equipment within one year.

BENEFITS

- Scalability – Meriton leads the industry in density as the same infrastructure will enable the company to scale to 320 Gb/s of capacity (in half a rack), without any additional shelves. Adding wavelengths simply requires pluggable transceivers (SFPs) and optical interface cards.
- Management Simplicity – Central management using point-and-click network management system means there is no need to be onsite at remote locations. The integral wavelength switching of the 7200 OSP eliminates the need for

additional switching and grooming equipment, ensuring simplified end-to-end management

- Performance assurances – Layer 2 performance monitoring, including BER monitoring along with embedded comprehensive diagnostic capabilities ensures rapid fault isolation and remedy from a centralized management site
- Security – Meriton provides a reliable, redundant and secure network
- Operational Flexibility – Line interfaces can be changed (e.g. from OC-48 to Gigabit Ethernet) entirely through software controls, making it easy to adapt the network to future needs
- Lowest total cost of ownership – The partnership enabled Meriton to deliver the lowest total cost of ownership, especially given the company’s growth and scalability demands

NETWORK DIAGRAM

