

Case Study

French Financial Institute

Customer	A large French banking group
Location	Rennes, France
Requirements	A secure, future proof network
Equipment	7,500 Points - Excel pre-terminated OM3 fibre cable, Excel singlemode OS1 LC/LC fibre cable, Excel patch panels and patch cords
Customer's View	"The new technologies that have been installed in our datacenter, have enabled us to operate more effectively as a business. We can now be confident that we are offering our customers a secure and efficient service."

The Bank

excel
without compromise.

The bank is one of the most important regional banks, established in the Ile de France, Paris and neighbouring cities, including Normandy and a number of overseas French departments. It is owned and controlled by 108,700 members with an annual turnover of €341,437,500.

The bank employs 3,700 members of staff who are dedicated to providing customers with a quality service. The bank offers a wide range of expertise to a highly diversified customer base. It is notably a key player in a variety of areas such as employee savings schemes, financial engineering, credit insurance, asset management, factoring and payment cards.

The bank recognised that they needed a new state of the art data centre. One of the highest priorities for any bank is to ensure there is strong protection of highly sensitive customer data. They knew a brand new data centre was essential for the ongoing protection of their customer data and also for the continued future expansion of the whole banking group.

Once the bank had recognised their requirement, they then needed a solution partner to help them source the right products and also install the new state of the art system. Elcom is a knowledgeable installer of networking products, cabling infrastructure and physical security products with over 10 years' experience in the industry. The company has a turnover of 2.2 million euros and have a wealth of experience working with university's, hospitals, large blue chip companies and the French ministry of justice and defence. Elcom is also a member of UNIR, a group of companies specialising in networking installation.

Elcom worked closely with LMV Distribution to ensure that the project had the right products and could be completed within the banks time frame.

LMV Distribution was formed in 2005 and are based in the Rennes area of the West of France. The company specialises in structured cabling solutions and recently have expanded by opening premises in Paris. With a turnover of 4.5 million Euros and a highly motivated team of experienced, loyal staff, they offer a dedicated network of support and advice to their customers.

Working together, both Elcom and LMV decided the Excel product range was the best solution for the project. Excel is a complete, end-to-end networking solution, offering exceptional performance, reliability and support, manufactured to European quality standards and covered by one warranty and LMV is an established distributor for the product range throughout the West of France. Excel has been part of the company's product portfolio for the last 3 years.



Excel pre-terminated fibre, patch panels and patch cords were selected by both companies because of their very high quality, making them ideal for such a prominent organisation as the bank. They are also very cost effective and LMV was able to supply the products in the timescales expected. A further bonus is that Excel products also come with a 25 year warranty when installed by an Excel Cabling Partner, such as Elcom, and so that helped guarantee the reliable solution.

A pre-terminated solution was chosen to help speed up the process. Pre-terminated products arrive on site all ready to be installed, meaning all the setting up had been done by LMV beforehand. There are numerous benefits to Excel pre-terminated solutions such as time saving and repeatable quality, allowing the installer to retain control of cost and design. Pre-terminated products can reduce installation time by up to 75% and eliminates waste on site.

The Excel range of fibre patch cords are constructed from high quality connectors and cable. Each cable has a short strain relief boot and is supplied with a test report detailing insertion loss. All of the patch cords come with an LSOH sheath and are individually bagged and labelled.

The install was completed with the minimum amount of fuss and to agreed schedule and has now provided the bank with a fully functional, flexible, future proof data centre.

The Bank comments, "The new technologies that have been installed in our data centre have enabled us to operate more effectively as a business. We can now be confident that we are offering our customers a secure and efficient service, and with the 25 year warranty this confidence will stay with us long into the future."



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