



PowerStruXure™ Protects New Converged Network At Leading Financial Firm

“I’m happy to say that the PowerStruXure™ has already paid for itself.”

- **Kamal Shah, Vice President and Group IT Director, Tremont Advisers, Inc.**

Tremont Advisers, Inc. (“Tremont”), is a stand-alone, wholly-owned subsidiary of Oppenheimer Acquisition Corp. (the parent corporation of highly respected mutual funds manager, Oppenheimer Funds, Inc.) and assists clients by advising on approximately \$8 billion in alternative investment assets. Tremont is an industry leader in its three core businesses: consulting and advisory services, development and management of proprietary investment products, and database sales / information for the global alternative investment industry.

Recently, Tremont had decided to move its corporate headquarters to another floor in the same building. The move presented Mr. Shah and Tremont an opportunity to upgrade to a converged telecommunications solution. Mr. Shah felt that such an upgrade would improve the company’s corporate infrastructure and reduce the cost of long distance communications and travel between its headquarters in Rye, New York and satellite offices in London, Toronto and Bermuda. Specifically, Tremont required a WAN solution that would incorporate Internet, wireless and broadband capabilities. The selected solution needed to integrate easily into Tremont’s existing data environment.

Selection of Qualified Solution Provider is Critical

Tremont, as most financial services firms, considers technology of paramount importance, as it is a significant client confidence builder. “The very nature of our business dictates that our clients are very demanding,” says Mr. Shah. “Their investments begin at two hundred and fifty thousand dollars. They want absolute security. As part of the due diligence process, an audit of our technology infrastructure is performed before an investment is made. We provide our investors with a formal document that includes a section describing, in detail, how our technology protects their data.”

Mr. Shah and Tremont know that failure is not an option in the financial environment. “We are not in the habit of selecting ‘good’ solutions providers. We make sure we choose the best,” says Mr. Shah. Tremont asked Cisco to identify the most competent vendor in IP Telephony solutions and they recommended ShoreGroup.

ShoreGroup is a network infrastructure professional services firm based in New York City that is an APC channel partner and certified American Power Conversion PowerStruXure™ Data Center Design Specialist.

Mr. Shah said he “was very impressed with ShoreGroup. A lot of other firms who install IP Telephony solutions and converged networks are strictly data providers. We



wanted a firm that could help us minimize the learning curve on telephony. ShoreGroup had the background to do both.”

ShoreGroup Recommends PowerStruXure™

As the project cut over date neared, a new opportunity to enhance the network design presented itself. Although not part of the original design, APC’s new PowerStruXure™ architecture had just become available. ShoreGroup suggested to Mr. Shah that PowerStruXure may be a perfect fit in helping Tremont attain its goal of ensuring 24 X 7 network reliability.

Mr. Shah was impressed with APC PowerStruXure’s ability to protect not only the data internetworking equipment and the voice communications equipment, but also the servers that track all the financial transactions. Further Mr. Shah found the PowerStruXure solution to be very flexible and easy to manage, since it is able to report SNMP data to Tremont’s network management tools.

As a tenant in a shared building, Tremont is well aware that making changes in power distribution can be a lengthy process. “The PowerStruXure allows us to minimize the number of times we need to interact with building facility management staff,” Mr. Shah said. “PowerStruXure’s modular design allows us to make most power distribution changes ourselves without having to involve the building facilities staff.”

Disaster Averted...17 Times

PowerStruXure demonstrated its value to Tremont a few weeks after implementation. When ShoreGroup performed customer assurance and familiarization training at Tremont, they checked the PowerStruXure event history and discovered several events during which the facility lost power. In fact, the system had logged over 17 events without failure. The PowerStruXure kept the mission-critical system on line without interruption.

A recent 5.1 level earthquake that occurred in the upper Hudson Valley region generated one such event. The earthquake was powerful enough to cause power disruptions and to collapse roads in the area – but Tremont’s power remained uninterrupted. “Initially, I was concerned about the additional expense, but I’m happy to say that the PowerStruXure has already paid for itself.”

Tremont has been impressed with PowerStruXure’s systematic approach to building a high availability data center infrastructure with standardized, pre-assembled components. “Availability is even more critical in our new environment, because the phones are now run over the network,” says Mr. Shah. “The bottom line was that integrating PowerStruXure directly with our high-availability network components made a lot of sense.”