



## Corporate Case Study

### **Metro Network Services Team Delivers Latency Optimized Fiber Optic Pathway for Leading Financial Firms**

#### The Customer

A top tier, high-volume, high frequency trading firm was frustrated by the limitations of physical fiber networks in the New York and New Jersey metro area. Specifically, the customer was looking for ways to reduce latency within its trading network between exchanges.

#### The Challenge

As a financial trading firm, security, reliability and bandwidth can offer you a competitive edge in the market. With a reputation for being a top tier high frequency global trading company, our customer needed to find a cost-effective solution to replace the incumbent network architecture without compromising the vital aspects of a low-latency network. Our customer reached out to leading carriers in the area to determine what solutions were available. After careful review, the customer selected Metro|NS as its provider of choice, as Metro|NS consistently proved to have the most direct paths between financial exchanges in the NY metro area.

#### The Solution

After reviewing our customer's overall current network structure and understanding their business model and financial goals, the Metro|NS team developed customized fiber optic routes never before offered in the market. By reviewing current fiber offerings in the area, Metro|NS engineers were able to reduce the mileage between central colocation facilities which housed major exchanges. This reduced mileage significantly lowered the latency impact of fiber within our customer's network. Our team presented a variety of pricing options and network configurations to meet our customer's goals. Additionally, our engineers worked together with various equipment vendors to present solutions for the ideal optical transport devices within the latency-sensitive network.

Our process included:

- **Review of current network structure**
- **Suggestions for optimized optical networks between key customer sites**
- **Ability to utilize new, customized fiber routes**
- **A complete strategy for dedicated, optical transport systems for trading infrastructure**

## The Results

Our customer was the first HFT firm to have access to custom ultra-low latency direct routes between New Jersey exchanges and therefore gained a competitive advantage over other trading houses. Our customer was also able to migrate to the latency-optimized network without interruption due to the vertically-integrated engineering, construction, and project management team. By eliminating as much latency as possible from the physical component of the network, our HFT customer was able to ensure it had the best possible chance of reaching a trade first. If the algos were on target, our customer was guaranteed execution first.

Customer results included:

- **Competitive advantage over other industry players**
- **Reduced latency within layer 1 and layer 2**
- **Ability to execute trades first with ultra fast, latency-optimized networking**