

## A MAJOR SOUTH AMERICAN BANK RE-EVALUATES ITS EXISTING NETWORK

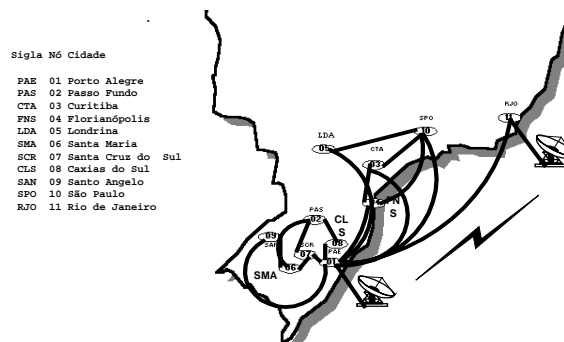
This case involved a bank with 15,000 employees and 800 points of presence (222 branches and 578 sub-branches) distributed across South and South-East of Brazil. The monthly telecommunications expenditures were US\$1,100,000.00

The bank had a SNA data processing structure based on two mainframes located at its headquarters in Porto Alegre. The corporation didn't have any kind of voice and data integration and both media had completely different transport strategies. The data network had a completely centralized star topology and voice was transported through the PSTNs. The data circuits contracted were dedicated point-to-point circuits.

The interconnection alternatives were three nationwide carriers (IXCs) and three regional RBOCs (a pretty complex case). Nevertheless, by law only the nationwide carriers could provide the interconnection between states outside of their regions. The carriers included:

Nationwide	EMBRATEL
	EQUANT
	COMSAT
Regional Carriers	TELEMAR
	TELEFONICA
	BRASIL TELECOM

A topology with 11 nodes was identified as the most cost-effective:



The results were outstanding. Ariete® managed to reduce the monthly expenditures by almost 50%, from US\$1,151,061.30 to US\$681,654.00. Despite the cost reduction, the network capacity was increased by almost three times and its resilience enhanced with backups for all nodes.

### Situation before implementation

Service type	Monthly cost US\$
Outside network PSTN calls	592,231.30
Telex	26,978.00
Data circuits	531,852.00
<b>Total</b>	<b>1,151,061.30</b>

### Situation After the implementation

Service type	Monthly cost US\$
Access	379.429,00
Backbone	114.294,00
Hardware	55.000,00
Telex	26.976,00
Outside network PSTN calls	105.960,00
<b>Total</b>	<b>681.654,00</b>