



Corporate Case Study

Hibernia Atlantic

"Our network services are defined by our company's tagline: 'Security through Diversity.' This commitment to secure and diverse communications is why we have selected Lexent Metro Connect as our dark fiber partner in the New York Metro Market, providing us with redundant network connectivity across the Hudson and diverse routing from any other network provider in the area."

- Eric Gutshall, Executive Vice President of Sales & Marketing of Hibernia Atlantic

The Opportunity

Hibernia Atlantic is the only diverse transAtlantic submarine cable provider and the largest privately held transAtlantic network operator. This pedigree allows Hibernia Atlantic to provide services to a variety of businesses including wholesale carriers, content delivery networks, streaming media providers, enterprise businesses and global financial companies. In January 2009, Hibernia Atlantic created the Global Financial Network (GFN), designed to leverage its secure and diverse transAtlantic cable system, providing network routes that bypass typically congested points such as New York and London. In order to meet these requirements and provide the financial community with the highest level of service, Hibernia Atlantic sought partners in the New York Metro area that could provide diverse, redundant dark fiber network connectivity, in a fast and cost effective manner. Hibernia wanted a dark fiber provider who could offer route diversification, low latency and additional security, in order to meet the growing demands of the global financial marketplace.

The Solution

Hibernia's financial customers have strict latency and diversity requirements, as a delay in network response, even in microseconds, could mean the loss of hundreds of thousands of dollars for traders. Therefore, Hibernia required a dark fiber infrastructure, whereas once lit with Hibernia's industry-leading capacity, would allow Hibernia's financial firms to tap into the lowest latency network with customized flexibility, connectivity and support.

After careful review and due diligence, Hibernia Atlantic selected Lexent Metro Connect as one of its dark fiber providers for the GFN in and around the New York metro area. Once selected, Lexent Metro designed and constructed a New York metro dark fiber ring across the Hudson River to New Jersey, providing Hibernia's customers redundancy, security and flexibility. Hibernia's requirements was the catalyst Lexent needed to further extend its New York metro dark fiber ring to New Jersey, providing a 'cut-through' path, circumventing Manhattan's networks and buildings entirely. The extended network design provided enterprise and financial companies high-bandwidth solutions that offer invaluable redundancy and disaster recovery options for New York-based communication networks.

The Results

Today, Hibernia Atlantic provides its customers with a low-latency, high reliable and diverse connectivity that includes four New Jersey Points of Presence (PoPs) with Lexent, including 165 Halsey in Newark, 5851 Westside Avenue in North Bergen, 275 Hartz Way in Secaucus and 300 Boulevard East in Weehawken. Lexent's network provides Hibernia and its customers a secure path through a non-commuter bore on the Hudson River that travels across the island of Manhattan, then out through the East River into Brooklyn. This path does not connect to any colocation facilities, enterprise buildings or mid-span equipment on Manhattan Island – providing Hibernia the 'Security through Diversity' network solution it requires.

"We are finding that global banks and investment houses require direct connectivity from Chicago to Secaucus, New Jersey, with the ability to circumvent New York City when and if necessary, and then across the pond to Slough, UK, where the financials can bypass London when and if

needed,” states Eric Gutshall, Executive Vice President of Sales and Marketing for Hibernia Atlantic. “This route depends on reliable, lowest latency dark fiber infrastructure, such as Lexent’s in the New York and New Jersey markets, to provide the highest quality service. Both our firms, Lexent and Hibernia, share the same common vision that high customer support and reliability are the foundations for secure communications networks. This is why we continue to grow our business relationship with Lexent.”

“Hibernia has always been a leader in the network space and is known as an early adopter to innovative solutions, network technologies and possibilities,” commented Ray LaChance, President and CEO of Lexent Metro Connect. “As a result, Hibernia’s network is now one of the most resilient, reliable and fastest networks providing the financial community network solutions in and around the New York metro area and beyond.” Today, the GFN unites hundreds of global banks and financial exchanges with one single and fast connection. The system architecture ensures that it provides its customers with the highest performance and reliability as sought after in the financial community.