



SCOTIABANK PARTNERS WITH ALLSTREAM TO MOVE ITS NETWORK TO THE NEXT GENERATION

SUMMARY

COMPANY

Scotiabank is one of North America's leading financial institutions and Canada's most international bank.

CHALLENGE

The Bank's legacy ATM and Frame Relay network needed to be upgraded to support the ongoing demand for new application deployment across all of its branches in Canada. Additionally, all branch locations required standard access speeds to support company wide application standards.

SOLUTION

By migrating to Allstream's Multi-protocol Label Switching (MPLS) IP network, Scotiabank can provide high-speed services to all its branches, ensuring a consistently high customer experience across the country.

OUTCOMES

- Improved productivity – without increased costs
- Shared functionality across the country
- Positioned to transition to further IP communications in the future

BUSINESS CHALLENGE

As one of North America's premier financial institutions, Scotiabank is committed to providing ubiquitous service to its customers across Canada. The Bank's legacy ATM and Frame Relay network, however, was making it difficult to consistently deliver the same functionality across all its Canadian retail branches. As a result, certain branches required more bandwidth to access the latest programs – a situation that was forcing Scotiabank developers to create different versions of the same applications for different branches.

SOLUTION

To increase productivity while delivering consistent services to its customers across Canada, Scotiabank began to explore the advantages inherent in implementing new and innovative technologies. Working with long-time partner Allstream, the Bank realized it could derive numerous short- and long-term benefits by migrating its retail branches across Canada to a Multi-protocol Label Switching (MPLS) IP network.

“Scotiabank was one of the first North American multinational banks to convert to MPLS,” explains Lance Hamilton, Client Executive at Allstream. “By being an early adopter of new technology, the Bank continues to position itself for competitive growth while at the same time ensuring it can dynamically respond to the evolving needs of its customers.”

Thanks to the flexibility of the Allstream solution, Scotiabank is well positioned to achieve these goals. That's partly because a MPLS IP network combines the scalability of IP connectivity with the security and privacy of traditional ATM and Frame Relay networks. The result is a customizable network that speeds up communication across branches – no matter where they're located. As an added advantage, the Allstream solution positions Scotiabank to evolve to a converged environment by delivering voice, data and video communications on a single network. While the Bank continues to maintain separate data and voice networks, this solution ensures it can transition to next generation networking as business needs demand in the future.

“With this IP-based network, Scotiabank can now deploy applications more readily. This will improve our front line sales force productivity and customer service levels, while increasing sales capacity.”

J.P. Savage,
Chief Technology Officer,
Scotiabank

BUSINESS OUTCOMES

“With the Allstream MPLS IP networking solution, Scotiabank is positioned to leverage leading-edge technologies and Allstream is partnered to take them there,” Hamilton continues. Already, the migration has enabled Scotiabank to achieve:

- Ubiquitous functionality across all its retail branches throughout the country
- Increased bandwidth to further enable the Bank to provide customers across Canada with consistent services and solutions

- High-speed access to improve branch productivity while reducing application development duplication and costs
- Improved performance and greater sales capacity thanks to standard access speeds

Best of all, the Bank was able to achieve these benefits at no increased cost – a solution that can only be described as “win-win” for all parties.

ABOUT ALLSTREAM

Allstream is a leading communication solutions provider with a world-class portfolio of Connectivity, Managed Services and Professional Services. Focused on the business market, Allstream collaborates with customers to create tailored solutions that meet their unique needs and help them compete more effectively. Allstream is a division of Manitoba Telecom Services Inc. (MTS), with a team of dedicated employees focused on delivering outstanding value to its customers. MTS has an extensive broadband fibre-optic network spanning more than 24,300 kilometres, and provides international connections through strategic partnerships and interconnection agreements with other international service providers. MTS's shares are listed on the Toronto Stock Exchange (trading symbol: MBT). For more information, please visit: www.mts.ca and www.allstream.com.

To learn more about Allstream please visit WWW.ALLSTREAM.COM