

Case in Point: **AT Systems**



▼ New Edge Delivered

Improved customer service from faster processing times

10% reduction in network costs

Scalability from a platform that allows the seamless addition of new locations to the network

Rapid provisioning with zero downtime

Reliable, guaranteed service for mission-critical applications

▼ Case Profile

Industry:
Armored Transport and Cash Management

New Edge Partner:
W. Lange & Co., Inc.

New Edge Service:
Frame Relay

▼ Get More Info

Toll-free: (866) 636-3343

www.newedgenetworks.com

New Edge Networks
3000 Columbia House Blvd.
Vancouver, WA 98661

Securing the Security Experts

As the third largest armored transportation and cash management company in the United States, AT Systems International can't afford downtime for its mission-critical network. "Downtime on any leg of our data network was not an option," said Wesley Colvin, CTO for AT Systems. "When we are dealing with other peoples' money, timely data transfers are mission-critical and failures can result in steep penalties."

But when their former data network provider pulled out of U.S. markets, the company found itself needing to transition to a new network provider for its entire data infrastructure in less than 60 days.

Collaborating closely with the customer's Agent, W. Lange & Co. Inc., New Edge Networks managed the creation of AT Systems International's new high-speed data network. "New Edge Networks is very innovative in how it approaches network architecture," said Joe Gomez, CTO for W. Lange. "The attention to detail and level of management participation from top to bottom on this project exceeds what we have experienced from other carriers."

▼ The New Edge Networks Solution

New Edge built a custom nationwide Frame Relay network with multiple hosts on the New Edge ATM network. The network uses multi-path and redundant routing to link about 130 branches, money rooms, and bank locations dispersed around the country with the company's Pasadena, CA headquarters and two data processing centers.

By using Frame Relay for this multi-location network, AT Systems was able to retain its existing router infrastructure, which significantly reduced costs. After reconfiguring the legacy carrier hardware and adding AT Systems to the new network, the customer also upgraded 60 percent of the Frame Relay network ports to a higher bandwidth. The entire network was built with primary and redundant PVC-based features to ensure back up for the mission-critical application.

The entire network was completed in a record 47 days with zero downtime, no impact to AT Systems International's clients, and no increase in processing time. This resulted in improved customer service due to faster processing times, a reduction in total monthly network operating expenses of 10% and a platform that allows for the addition of new locations each month in a seamless manner.

"A carrier's attention to detail and commitment to excellent customer service is paramount in doing business with AT Systems. New Edge Networks provided us these assurances and delivered on its promises despite a higher than usual level of coordination that's required when working in secure facilities."

- Wesley Colvin, CTO, AT Systems