

**Customer:**  
Odey Asset Management

**Industry:**  
Finance



### Challenge:

As a result of Odey Asset Management's success in London, the investment team expanded and consequently had plans to open a second office. Once located it was crucial that the two offices could communicate to ensure the continued performance of their specialised investment services.

### The Scenario:

In the past Odey had experienced issues with office connectivity. It was clear to the business that network disruptions were a risk to the successful operation of the business and could not be tolerated; network uptime was paramount.

### The Solution:

AboveNet was selected to implement a number of solutions from its portfolio, offering Odey Asset Management a host of capabilities that would meet the current needs, as well as providing a future proof network capable of supporting any increased demand to the business over coming years. As an investment firm, security and timing were paramount. These factors were important in Odey's selection criteria and AboveNet's solutions met these needs.

Metro Ethernet Private, connectivity across a completely private managed network with dedicated fibre and equipment, was selected by AboveNet as a mechanism to provide a primary and secondary Gigabit connection between Odey's existing and new office. This solution provided Odey with a completely private dedicated network which is fully managed and monitored by AboveNet.

AboveNet recommended its Metro IP service to deliver maximum performance internet connectivity over completely secure and dedicated AboveNet fibre. Odey opted for this competitive and private solution, as it provided them the security and performance required for their daily needs. Odey also selected Core Wave, from AboveNet's Metro Wave product family, which provided a flexible, high bandwidth service across its shared metro WDM (Wave Division Multiplexing) platform. This service, which utilises the latest ROADM (Reconfigurable Optical Add-Drop Multiplexer) technology, delivered a dedicated, scalable, future proof bandwidth service between Odey's co-location facility and their office.

### Result:

AboveNet has a proven track record in the provision of managed networks to the finance industry having provided similar networks, platforms and supporting applications for many of Odey Asset Management's peers within this arena. It's due to this experience Odey were confident AboveNet could provide a network offering scalable, high bandwidth connectivity with diverse routing within aggressive timescales. During this implementation, AboveNet guided Odey, providing through dedicated project management weekly updates on how the project was progressing. AboveNet delivered the install within 40 days, completing the service 5 days ahead of schedule, which not only involved the physical implementation and testing of equipment but also involved construction of two separate laterals to the Odey locations. Today, Odey's network is resilient, scalable and fully managed, allowing them to focus on other critical elements of their business.



**AboveNet™**



## Case Study Odey Asset Management

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Paul Sheath  
IT Manager  
Odey Asset Management



"AboveNet's competitive and robust solutions met not only our immediate networking requirements but also ensured that there is continued support for any future growth. AboveNet were able to offer us the focus and stability that we needed during a critical time and I was always updated with progress and informed of the status of the project".

"We did look at other providers, but not only were AboveNet economical, efficient and professional; their optical solutions are second to none. Working with AboveNet was uncomplicated and I would recommend them to anyone".

Paul Sheath, IT Manager, Odey Asset Management

"By providing high quality, flexible bandwidth solutions, competitive pricing and a fast turn-around AboveNet are able to meet all of our customers' demands resulting in a high level of customer satisfaction".

"We pride ourselves on the technology, service and reliability we deliver to our customers and are delighted that we met Odey's networking requirements".

Alan Berryman Vice President, Sales and Marketing



**AboveNet**

#### About AboveNet:

AboveNet, Inc. is a leading provider of high bandwidth connectivity solutions for business and carriers. Its private optical network delivers key network and IP services in and between top U.S. and European markets. AboveNet's network is widely used in demanding markets such as financial and legal services, media, health care, retail and government.

# ODEY

ASSET MANAGEMENT

#### About Odey:

Odey Asset Management is a leading London investment firm managing circa US\$7bn for institutional investors, private banks and individual investors across global and European strategies. The firm was established by Crispin Odey in 1991 to focus on active fund management, with an equal emphasis on preserving capital and generating superior returns. In 2008, Odey Wealth Management was launched to provide an investment advisory service, in addition to investment funds.

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