

Success Stories: Financial and Insurance Service Providers.

R&M offers specific connectivity solutions for financial and insurance service providers. Thanks to extensive experience and in-depth expertise, solutions are realized together with end customers, advisors and installers which are perfectly tailored to suit the requirements of the particular situation and applications.

R&M generates added value.

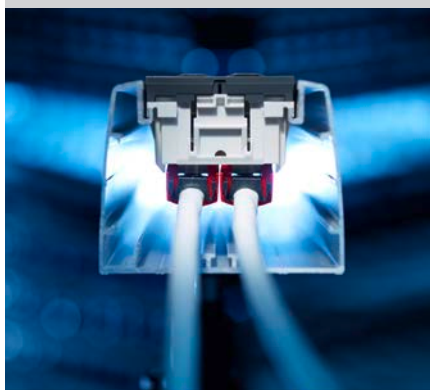
Connectivity that matters.

Since 1964 R&M (Reichle & De-Massari AG) has been developing and manufacturing cabling solutions for top-quality information and communication networks in the sectors LAN, Data Centers and Public Networks. The independent Swiss family company is one of the leading companies in Europe, the Middle East and Asia. The company's core compe-

tencies lie in the manufacture of connectivity for copper and fiber optic networks. Software solutions for operating and monitoring networks round out the portfolio. R&M helps make it possible for people and organizations to communicate without limits. Our services are tailored precisely to suit the needs of the users. We support our customers with

compelling products, solutions and services that offer palpable value added.

Quality



High product quality and farsighted system design

090.7586

Innovation



More than 100 patents and collaboration in international standard-setting bodies

010.3625

Availability



Maximum availability with cost-effective operation

030.5742

Protection of investment



Future-proof networks and secure investments long term

090.6943

Customer proximity



Represented in more than 35 countries with proprietary market organizations

070.0206

Sustainability



Keeping the balance between economic, ecological and social aspects

090.7595

User-specific solutions for financial and insurance service providers.

We offer complete solutions with perfectly coordinated products as well as comprehensive services which correspond to your own specific requirements.



050.6443

«R&M, together with service partner Redstone, flexibly fulfilled all our customization requests.»

Robin Holmes, former Project Manager, UBS, London

Bank Audi, Jordan.

Extended collaboration with R&M.

«As a financial institute, we depend on top security in the IT sector. Thanks to R&M we have one of the best and most secure IT infrastructures of all Jordanian banks.»

Yousef Ensour, Managing Director of Bank Audi



R&M Middle East, Turkey & Africa was commissioned to deliver and install the cabling infrastructure in the new headquarters of the Bank Audi Jordan in Abdali, Amman.

For Bank Audi, R&M realized a complete solution based on Cat.6 and Cat.6_A in the copper as well as OM3 in the fiber optic sector. Distribution takes place via R&M global racks able to accommodate 60 Cat. 6 or 120 OM3 FO terminations.

Requiring space of just 3U, the R&M global racks combine performance with cost and space savings. The new infrastructure will enable performance of up to 10 GB and features security elements which prevent the unauthorized plugging in or unplugging of connecting cables on patch panels or faceplates.

Yousef Ensour, Managing Director of Bank Audi, comments: «Our close partnership with R&M is based on top Swiss quality and the performance of its cabling solutions as well as on the exemplary support of the local representatives in Jordan. As a financial institute, we depend on top security in the IT sector. Thanks to R&M we have one of the best and most secure IT infrastructures of all Jordanian banks.»

Increased efficiency thanks to training by R&M

With the expansion of its network, the extension of the IT and electronic bank infrastructures as well as the development of new financial products and services, Bank Audi Jordan has embarked on extensive restructuring. Bank Audi Jordan has worked together with R&M for a long time now.

In the past, installations were completed successfully in numerous branches throughout the country. The recently signed contract will strengthen even further this mutually beneficial and profitable partnership. The bank's IT team was given in-depth training by R&M and knows all the ins and outs of the products. This leads to increased efficiency in design, planning and installation, and underpins the trust in continued successful collaboration in all future projects of Bank Audi.



Mohammad Sweidan



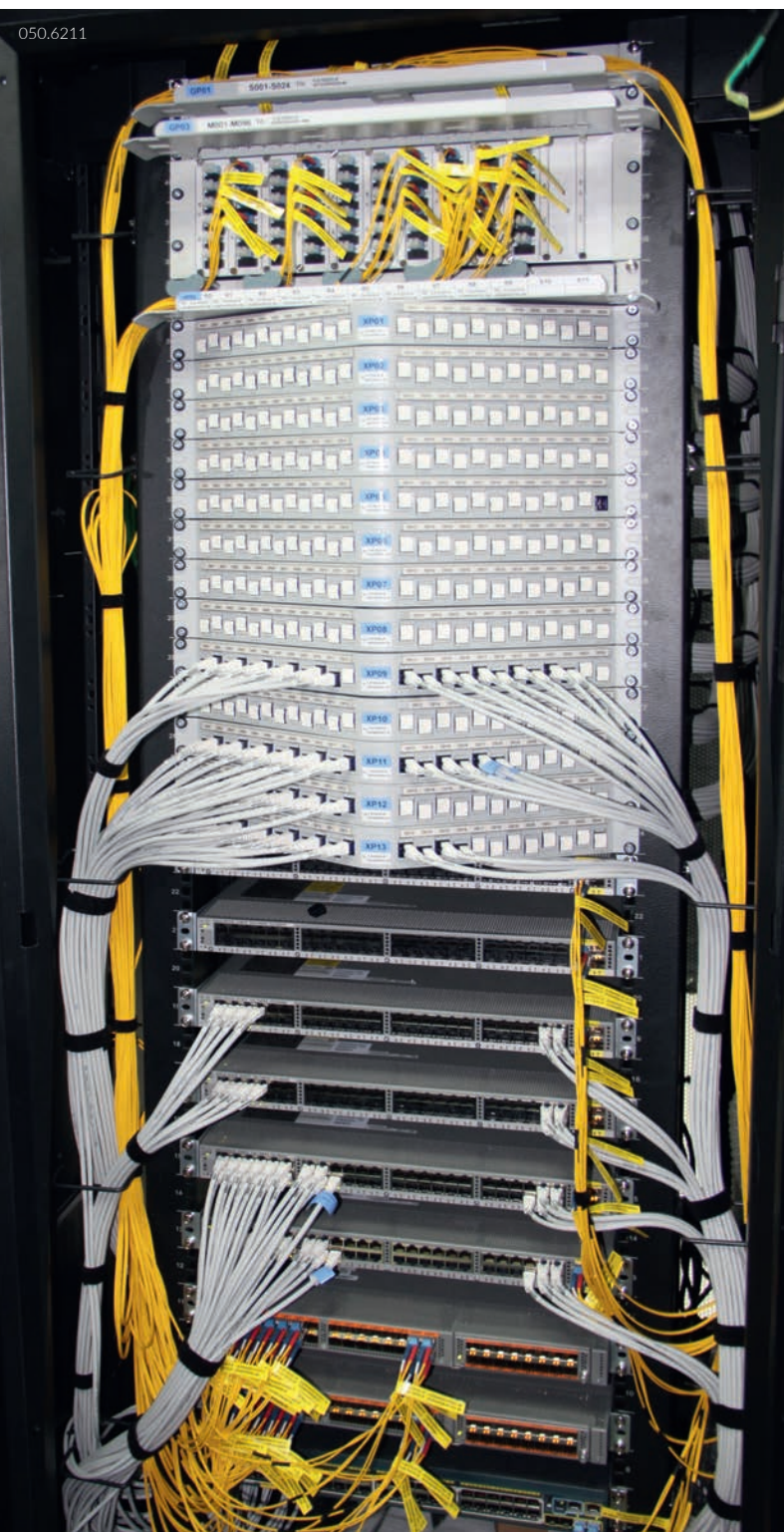
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050.5661

Bank of Shaoxing in China.

Faster network.

050.6211



The bank has 46 branches, more than 1,300 employees and also offers financial services such as mobile, telephone and online banking.

The commercial bank Bank of Shaoxing Co. Ltd. was founded in 1997 and offers banking services such as issuing loans to small and medium-sized companies.

As a significant regional financial institute, the Bank of Shaoxing needed a highly reliable solution for its new data center in the city of Shaoxing (Zhejiang province). It will be the node for all financial transactions and data transfers via branches, ATMs and digital transactions.

In 2013, the bank had a capital stock of 1.2 billion Yuan (CNY) and assets of more than 50.1 billion Yuan.

The large number of transactions which take place every day via ATMs, digital banking etc. generates massive amounts of data all around the globe. Financial transactions are particularly sensitive; they have to be able to be carried out securely using highly reliable connections. Downtime or an interruption in network connectivity is the equivalent of a catastrophe.



050.6210

The key to success lay in the combination of high-performing products and efficient technical support by R&M which ensured smooth project realization.

Planning and construction

The Bank of Shaoxing was planning the construction of a data center to fulfill maximum reliability and security requirements. R&M provided both the technical support and the perfect solution – this had to be reliable, be able to manage large bandwidths and remain operable into the future.

The cabling solution realized consists of Cat. 6 U/UTP for copper cabling and OM3 MTP modules, MTP trunk cables, 3U 48 port MTP patch panels with 288 FO connections, LC FO patch panels and pigtailed for FO cabling. The project was completed to the customer's entire satisfaction.

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New FTTO network.

For a major health insurance company.



«R&M was chosen over three other competitors as supplier for all cabling material.»

Eric Seulin, Director of SITAS

To provide even better services for its customers and increase the bandwidth for new voice and data applications, CPAM (caisse primaire d'assurance maladie) in the French département Haute-Vienne decided to update its network. The main target of the project was to find a solution for the growing volume of data and meet the high demands of security and flexibility. «Our aim was to move away from a heterogeneous system to a much more powerful (10 Gbit/s), homogeneous one. And we felt a single physical location would also make administration and maintenance a lot simpler,» explained David Mingo, Head of IT at the health insurance company.

Ten times the power thanks to FTTO cabling

«Initially, we toyed with the idea of a copper cabling project with 2,000 outlets spread across ten cabinets and two equipment rooms.

But due to the building structure, we ultimately decided on a fiber optic solution enabling a smaller cable duct diameter and a lower weight for the entire installation. We manage with just one server room and a single main distributor in the basement. But apart from that, we are extremely satisfied. With the new FTTO cabling, we now have a VDI network with ten times the performance.»



SITAS is a technical consultancy firm which always takes sustainability into consideration in its consulting and engineering services for both commercial and residential properties.

The R&M solution

- LC Duplex
- 134 12-wire FO cables
- 2200 RJ45 ports

The installation was started in October 2013 on site and completed in June 2014. Thirteen kilometers of FO cables and 400 micro switches were installed over 9,000 m² to supply the 1,100 workstations. Specialist reseller Azenn took care of the prefabrication of the outlets and delivery of the R&M material.

R&M at the front

«SITAS was commissioned with the drafting of the specifications as well as project management through to project approval. The FTTO solution (Fiber Optics to the Office, copper to the workstation) made it possible to reduce weight and minimized the efforts involved in cable tension. R&M was chosen over three other competitors as supplier for all cabling material. The high performance level of the products, the quality, the expertise of the employees, the S3A-certified fitter and its capability to carry out all work without interrupting normal office operations while still keeping to schedule were crucial for the overall success of the project,» explained Eric Seulin, Director of SITAS.

Cyril Doll



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050.5966

R&M – worldwide.

From project planning to operation.

R&M supports projects from start to finish, i.e. from the planning of the networks, via installation, through to ongoing operation. Personal service and numerous satisfied customers worldwide. We give you the security of knowing you are working with the right partner!

Global network

The worldwide network of proprietary companies and certified partners creates the basis for the greatest possible customer proximity. Products and solutions from Reichle & De-Massari are available locally in more than 100 countries. The company's branches in Europe, Asia Pacific, the Middle East, North and Latin America together with partners guarantee that the sales/distribution, installation and maintenance of R&M solutions around the globe take place quickly and that local customer requirements are satisfied.



«R&M gave us excellent support during the project. The contact partners were always reachable. Everything we needed was delivered promptly.»

Marco Thieme, graduate engineer and project manager at the Stuttgart-based engineering firm Schwarz, Sparkassen Academy in Stuttgart

Success stories



Together with our customers, we are constantly developing meaningful success stories that give valuable insight into the complex world of connectivity. A number of publications from all over the world and from various sectors and industries bear witness to R&M's partnership-based collaboration with its business partners. Manufacturers, partners and end customers all benefit from the content and diversified publication of the success stories.

Seminars, training and workshops



R&M regularly offers practice-oriented seminars, training sessions and workshops worldwide. Field reports and customer contributions illustrate the successful implementation of our products and solutions.

Warranty program



R&M pursues an uncompromising quality policy that encompasses everything from components to the running operation of the installations. R&M offers one of the most complete warranty programs in the structured cabling industry based on EN 50173-x, ISO/IEC 11801 and ANSI with 25-year warranty and life-long application guarantee.

Qualified Partner Program



R&M supports and promotes specialists in network technology and structured building cabling all over the world with its Qualified Partner Program. The partners qualified and certified by R&M thus guarantee identical, top quality standards worldwide.

Headquarters

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Reichle & De-Massari AG

www.rdm.com

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