



IPC



IPC
Channel Partners
Newsletter

January 2018

Connecting opportunities



Dear Partners,

As we kick-off the new year, IPC would like to take this opportunity to reflect upon the tremendous value provided by our Channel Partners and express our appreciation for your ongoing support. We are entering IPC's fiscal Q2 with collaborative strength and a shared mission to provide only the best customer experience.

If IPC can support you – our Partners – in ways beyond our current integration, please reach out. We welcome your ideas, input and ambition, and we believe teamwork to be the best way forwards.

In this newsletter, we reflect on the prior quarter of activity (spanning October – December, 2017), highlighting global events, game-changing wins, product updates, collateral additions, media publications, and more. Let this newsletter be a testament to the impressive global efforts performed by both IPC and our Partners over the past few months - we've certainly been busy!

Congratulations on a strong 2017. We wish you continued success in the year ahead!

In appreciation,

IPC Channel Management Team
Channel.management@ipc.com

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Partner Spotlight

MST (Indonesia)

mstUniverge

We are Capable

Company profile and history:

Multi Surya Tunggal PT (MST), founded in January 2000, is a local Indonesian company originally created as a Voice and Data systems infrastructure provider called Business Communication Systems. At that time, they were a service provider for several international groups and acted as an agent for selling IPC trading phone systems for Indonesian territory under JJ Company.

In 2006, MST became IPC's reseller with adequate competence and experience in unified communications network infrastructure and solid relationships with various financial institutions (banking and non-bank trading firms): government financial regulators, Central Bank and also regional state owned banks, as well as, leading private banks.

Their first deal won with IPC was with client Bank Negara Indonesia (BNI) to install 38 IPC turrets, which the client considered the most advance system at that time. Since then, MST has developed over a hundred of IT Communication Solutions for their clients and they have also evolved in expertise not only supporting the customers' Unified Trading Communication Solutions but also their content applications and business process.



MST (Indonesia)

MST's focus is to provide their customers with a complete IT solution from voice switching, data switching to get deals done faster by simplifying connectivity across trading firms with the aim to streamline workflows in the Financial and Banking industry. Focusing on the quality of service to the customers in Indonesia, MST developed three business units, a dedicated team of sales, a unified Communication technical supports and System Service Quality Assurance, to make sure they meet the customers' criteria.

In early 2012, MST was confirmed as a trusted partner of IPC and became an official channel partner for the territory of Indonesia.

Today, MST follows a unique care for Indonesian customers and provides services to around 73% of the customers distributed in various locations: network in Jakarta and major cities/islands in Indonesia including financial regulators, Central Bank (Bank of Indonesia), government owned banks, most large and medium-size private banks, large and medium-size securities houses, non-bank financial and wealth management companies, most regional state owned banks, and money brokers. MST also serves IPC NS and IPC TS Indonesia with outsourcing engineers and technical assistance purpose.

IPC Engagement

Since the beginning of 2016, MST has made a rapid penetration of the market gaining more and more trust from its customers and focusing 100% on customer satisfaction.

MST has 10 qualified trained engineers dedicated to IPC. Accompanying these engineers, they have 3 project managers (UC/voice network engineers), 3 quality controller's/user liaisons and 3 people on their Sales team. They also have a building manager who maintains their office equipped with an IPC Unigy lab and demo system for customers/prospects to visit.

MST provides 24-hour Helpdesk service through their Technical Assistance Center (TAC Office) and Hotline for all MST/IPC Systems' users in Indonesia which require technical assistance.

Service excellence and a consolidated approach to the market makes MST a strategic channel partner and IPC representative in Indonesia.



Keep up the good work!



Channel Partner Program Updates

○ **One-to-one calls and Support Survey:**

Since October 2017, the CMT has started to organize one-to-one meetings with each IPC Channel Partner. This effort is conducted on a rolling basis (every 6 months) with the aim to track and evaluate the quality of the support we provide to our channel partners. With these calls we aim to identify the local needs, developing a strategy together, and helping to provide all necessary tools our channel partners require to provide the best customer experience. In addition, these regular communications offer a great opportunity for both parties to provide company updates and review and clarify processes within each company.

The goal is to continue improving IPC/Partner business relationships by reinforcing on-frequent and on-going communication!

If you still haven't replied to the CMT survey, please contact your channel manager as soon as possible.

○ **SWOT and strategic analysis:**

One of the CMT's objectives is to help define the channel scope and strategy. In addition to measuring the partner's performance, we review each partner's objectives for the upcoming year in light of our local market understanding and overall market positioning.

The aim is to leverage the partners' strengths by focusing on specific market opportunities, and further collaboration through: training, sales or operations support, guidance on standard documentation, marketing tactical plans, etc. This analysis allows the CMT to create, together with the partners, an adapted model for each company, focusing on their individual goals and their environment.

If you haven't completed and submitted the SWOT analysis of your company yet, we recommend you send it to your channel manager as soon as possible to start our strategic discussion.

○ **Best of Breed analysis:**

We consider our channel partners to be an extension of IPC's salesforce, and of course, IPC's representatives in local markets. For this reason, we have decided to choose certain partners in each region and study their processes, internal organization, customer relationships, incident management, technical expertise, and brand recognition. By reviewing these aspects, we hope to better understand why certain partners are strategic or why they play a key role in IPC's channel partner network. We are conducting this analysis to share best practices with the rising star partners or emerging partners to have a stronger network and learn from each other. Documenting best practices can also help us learn from them and define a better way to work together. CMT anticipates conducting this analysis on Q1 2018.

○ **Incentive Plan:**

On our Channel Partner Program update call last October 31st, the CMT gave an overview of the Incentive Plan which will be launched on Q1 2018.

As mentioned during our call, the key objectives of the Incentive Plan are:

- Provide a renewed approach to close deals faster, giving partners the opportunity to potentially increase margins and benefits.
- Recognize the partners committed to working with IPC & honor the best in class
- Recognize individual sales

This plan consists of 2 main programs: the Marketing Program and the Sales Program.

Please note participation by the channel partners in the Incentive Plan is not mandatory. The CMT is currently working on the T&Cs that will apply to the Incentive Plan and will share with you once completed. If you are interested once you review the T&Cs, we can then work with your organization toward meeting your identified goals.

To learn more about the Incentive Plan and pre-registration details, please reach out to us at channel.management@ipc.com



Key Deals

Congratulations!

IMSS (MEXICO):

Channel partner: Telnorm, Mexico
Region: CALA

- **Product/Solution:** Alliance to Unigy upgrade with 8 IQ/MAX Touch turrets
- **What were the challenges faced?**

IMSS is the official and largest health institution in Mexico, covering more than half of the population. The company is aiming for a better social security and its significant role in the country makes it a very interesting customer. Our channel partner Telnorm competed with several vendors such as Cisco, BT, and a big carrier in Mexico (Telmex) as well as others turret vendors to get this customer. We were able to secure this deal and confirm once again our experience with at least 7 to 10 more projects sold.

Why did the client choose us over the competitor?

IPC has a very good relationship with IMMS, ever since the work done together 6 years ago. For this renewal, our technology got the highest technical score analysis and combined with our competitive price, we were able to secure the customer once more. **These are the first Touch turrets in Mexico, congratulations for the excellent job!**

BANCA D'ITALIA (ITALY)

Channel Partner: Maticmind, Italy
Region: EMEA

- **Product/Solution:** Alliance to Unigy Upgrade of 43 positions.

Reaching the End of Life of Alliance, customer Banca d'Italia went through a tender process to renew its platform. Trusting IPC technology and because of the successful relationship with our partner in the region, Maticmind, the client decided to upgrade to our Unigy platform. **Great job!**



Congratulations!

KRUNGTHAI BANK PLC (THAILAND)

Channel Partner: CTC Systems, Thailand
Region: APAC

- **Product/Solution:** Etradeal to Unigy upgrade of 105 positions.
- **What were the challenges faced?**

There are two banks in Thailand which were not using IPC 1) Bank of Thailand (a Government Bank) and 2) KTB (a state-owned bank under license issued by the Ministry of Finance). In the past we lost the government deal because of pricing. Thus for this deal we worked very hard to convince them to do a "Price and Performance Evaluation", and not only focusing on the cheapest price.

We competed with two other vendors (BT and Unify) and BT distributor is a former Etrali distributor and had taken care of KTB for a long time.

- **Why did the client choose us over the competitors?**

KDDI has experience to implement CRM with dealing phone systems for other local big bank and the most important, they have a strong support team and that makes them trust us. Users like our turret very much. After KTB did a Price and Performance Evaluation, our technical and support scored very high.

Congratulations partner!

MITSUBISHI CORPORATION (JAPAN)

Channel Partner: KDDI, Japan
Region: APAC

- **Production/Solution:** Replacement of 14 Hitachi positions.
- **What were the challenges faced?**

With Hitachi as the incumbent and this being a key client, there was not much space for us to justify the extra values and prices we proposed for the system and maintenance at the initial stage.

This is a non-financial firm. Replacing their Hitachi system to IPC is another proof of our advanced technologies in the market.

- **Why did the client choose us over the competitors?**

They liked the concept of the IQ/MAX Touch. This was just the right solution for them providing flexibility for their use, expansion and intercom with Pulse.

During the course of vendor selection stage, they found our responses / demo / presentation were more professionally managed. They particularly liked the level of experiences and wide technical knowledge provided by joint team with KDDI and IPC.

KDDI is very good at Customer Centered approach by their daily services to their clients and their market reputation helped in a great deal too.

Congratulations!

Congratulations!

AK BANK (TURKEY)

Channel Partner: 3-D Information Technologies, Turkey
Region: EMEA

- **Product/Solution:** Upgrade from Alliance to Unigy of 51 positions.

- **What were the challenges faced?**

Budget constraints and competitors leveraging mainly on price.

- **Why did the client choose us over the competitors?**

Relationship with 3-D combined with quality, robustness, scalability and performances delivered by the proposed IPC solution have created a significant difference with our competitors. Considering the budget constraints and the need to migrate from their EOS solution to a new platform by the end of the year it was of paramount importance to tailor a solution to meet the business and technical requirement within the budget availability as well as provide a migration plan to mitigate any risk.

It is fundamental to retain clients. After 10+ years with Alliance to have this client on the Unigy platform is an important success. During the negotiation it was evident that to have the best services in the region and the best solution in the market is not enough to win a deal, it is the ability to combine these two elements and propose them for an affordable price in the local market that makes the real difference.

Keep up the good work!

GLOBO (BRAZIL)

Channel Partner: Wittel, Brazil
Region: CALA

- **Production/Solution:** New Trading Floor for 15 Positions.

- **What were the challenges faced?**

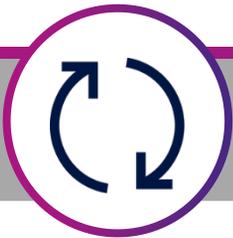
Channel Partner Wittel once again successfully secured a major deal with one of the biggest media companies in South America. The challenge was to replace an Alliance System, with 13 IQMX turrets and an old NICE recorder, offering a trustworthy platform adapted to the restricted budget of the Globo Treasury department. This deal also shows that it is possible to offer IPC solutions in others market sectors.

- **Why did the client choose us over the competitors?**

Globo strongly considered to use Cisco extensions to attend its trading room, but the client has used IPC turrets for over 10 years and the traders recognize the quality of IPC solutions and acknowledge our turrets as an important tool to work in financial markets. The close and good relationship between Wittel and Globo allowed Globo's treasury director to defend internally the importance of this project. Wittel preformed a presentation to show Unigy's new features and advantages to dissuade the client from getting PBX extensions.

Wittel's Command Center will monitor Globo's Unigy and NTR systems via snmp in a 24X7 basis. This is a new Wittel differential to work proactively in case of any incidents and it brings more security to customers' businesses.

Excellent job!



Solutions and Product Updates

Product Lifecycle Update

The Product team recently made some important announcements concerning the product lifecycle for Enterprise products, specifically IQ/MAX turrets and Pulse Mobile for iPads.

As of January 2018, IPC is announcing the **End of Sale for the IQ/MAX and the IQ/MAX Edge** endpoints. This decision was taken after careful consideration of the current market conditions and driven by our need to provide our customers with the most secure and compliant systems. The IQ/MAX turret was designed more than 11 years ago and it was increasingly challenging to implement changes that require the latest security protocol and updates as well as introduce new features desired by customers.

IPC's focus moving forward will be the **IQ/MAX Touch**, a turret designed to meet and exceed current and future needs.

The last date for sale of the IQ/MAX or IQ/MAX Edge is 31 December 2018, **the last date for expansion is 31 December 2019 (fulfillment of expansion orders beyond December 31 2018 will be subject to stock availability).**

Also in January, we are announcing the **End of Support for all versions of Pulse Mobile for iPads**, effective immediately. IPC's focus moving forward will be on the Unigy 360 app to meet customers' current and future mobile needs. The last date for Extended Software Support for Pulse Mobile is 31 January 2018. (Note that Pulse Enterprise for PCs is still supported.)

Further details for both announcements are available and the [Q1 2018 Product Lifecycle Update](#).



Communications & Compliance Portfolio Update

IPC Project Management recently shared an update on the combination of IPC's portfolio for Communications and Compliance.

The table below lists the product offerings for Enterprise customers, both those currently available for sale and some envisioned for future product offerings.

IPC's **Enterprise** platform and portfolio offer communication solutions for the enterprise, with tools, integrations, and services to provide compliance.

Enterprise

- ❑ **Platform:** *Unigy, Blue Wave*
- ❑ **Endpoints:** *IQ/MAX, IQ/MAX Touch, Pulse, Omni*
- ❑ **Applications:**
 - ❑ *Unigy Connect for Lync, Skype for Business, and Salesforce.com*
 - ❑ *Quick Dial, Fast Find*
- ❑ **Voice Recording integrations (Unigy only):** *NICE, VERINT IMR, 3rd-Party API integrations*
- ❑ **Integrations:** *Sonexis Conference Bridge, Cisco Line Sharing*
- ❑ **Control & Oversight:** *Policy Engine, Call Match, Recording Check, Critical Alert, Health Check, TCM*

Available today

Unigy 4.x Update

Development of the next Unigy release, **Unigy 4.2**, is underway with GA targeted for April 2018. This release will focus on tactical customer commitments, operations enhancements, and security features. Planned features include Enterprise-to-Enterprise Line Sharing; E-911 support; security enhancements, including IQ/MAX OS update, two-factor authentication, and SHA-2 certificates; and various operational enhancements.

Open Trade 6.3 is also planned for April 2018, focused on security enhancements, SIP trunk certifications, and stability improvements.

For product lifecycle documentation visit the [Partner Portal](#)





Updates to Partner Portal

New FTP Access Process

As of December 2017, we have a new process in place to obtain the link and password to access the FTP site.

Going forward, certified techs will receive release notifications from IPC when new software is available for download.

In this notification, you will find the new link and the encrypted password. You can log in to the partner portal and click on 'FileSync' under the 'Resources' tab for instructions on how to obtain the password.

Please confirm with CMT if you have access to the partner portal:

<http://partners.ipc.com>

Product Alerts

- IPC Communications - Vulnerability Assessment - Apache - December 2017
- Release notes: Unigy V3.1.0.7 Release Notes, Unigy V4.1.0.0 HF1 Release Notes
- IPC NS - Vulnerability Assessment - Apache - December 2017
- IQ/MAX Power Supply Replacement + [video](#)
- CFA Defect 157275-157539 AOR active zone reassignment issue

Collateral

- Please check the Partner Portal for several new pieces of content/collateral, ranging from infographics to case studies! These pieces may be helpful in communicating value to your clients or prospective clients.

Download these documents from the [Partner Portal](#)





Channel Partner & IPC Events

EMEA

STE Russia Event

On October 26th, 2017 we co-organized an event with our channel partner STE in collaboration with Wey Technology, Reuters, the Moscow Exchange and Systematica. The Trading Technologies 2017 Event was held at the Ararat Hyatt Hotel in Moscow where around 70 distinguished guests gathered including traders, as well as, participants from the IT/Telecom sector.

IPC's Customer Solutions Team was invited to introduce IPC and our Unigy platform and solutions. STE received very positive feedback and they have received an RFQ from one of the attendees. **Excellent job!**



AMERICAS

Chicago 33rd Annual FIA Futures and Options Expo (Oct 17-29, 2017) – Exhibitor and attendee

FISD Issue Brief NYC (Oct 19, 2017) – Sponsor and attendee

Chicago Global Exchange Reach Launch Event (Nov 2, 2017) – Sponsor and host

- IPC, Singapore Exchange Group and CME Group came together to celebrate the launch of our industry-leading connectivity solution, Global Exchange Reach. This solution is enabling exchanges, alternative trading systems (ATSS), multilateral trading facilities (MTFs) and other liquidity venues located in one part of the world to attract order flow and distribute market data in new geographical locations.

Equinix / AWS Event in NYC (Nov 9, 2017) – Speaker (IPC's VP of Global Network Product and Engineering, Tim Carmody) and attendee

FISD Toronto (Nov 14, 2017) – Sponsor and attendee

FISD NYC General Meeting (Dec 14, 2017) – Panel moderator (IPC's Manager of Field Marketing, Shanna McEachern) – Sponsor and attendee

UJA-Federation of New York's Wall Street Dinner (Dec 11, 2017) – Charitable supporter and attendee

- IPC was a proud supporter of the December UJA-Federation of New York's Wall Street Dinner. Thanks to Howard W. Lutnick, recipient of the Gustave L. Levy Award, and Lee Fixel, recipient of the Alan C. Greenberg Young Leadership Award, for their continued dedication to our community!

Miami Equities Leaders Summit USA (Dec 12-13, 2017) – Attendee

EMEA

Fixed Income Leaders Summit - Amsterdam (Nov 7-9) – Sponsor and attendee, Ganesh Iyer (Global Director of Marketing) was a speaker

London ComChain Alliance Event (Nov 2017) – Sponsor and attendee

FISD Conference - London (Nov 30, 2017) – Sponsor and attendee

FIX France - Paris (Nov 14, 2017) – Attendee

Children's Christmas Charity Lunch- London (Dec 2017) – Volunteered



APAC

Australia FIX Conference (Oct 19, 2017) – Sponsor and attendee

FISD Tokyo (Nov 9, 2017) – Sponsor and attendee

Singapore FIX Conference (Nov 10, 2017) – Attendee

Asia Pacific Financial Information Conference (APFIC) in Hong Kong (Nov 13-15, 2017) – Attendee





Media Center

Partners' External Publications

○ eBD article on Gerencia Magazine in Chile:

Our Channel Partner e-Business Distribution published an article in the December issue of Gerencia to cover the event held last October at the Solace Hotel in Santiago. This is one of the most important technology magazines in the country, distributed to over 5,000 entities in the financial services, government and mining sectors. In addition to the article, eBD also published an advertisement featuring IPC's different products and solutions for Communications. Great initiative to position IPC's solutions in the Chilean market, keep up the good job!

Check out the December issue of *Gerencia* here (article and ad on pages 6 and 31):

<http://www.microbyte.cl/gere/flipbook/201712/#/1>

Stay up to date with the latest IPC news:

- IPC website: check out the [News Room](#) and [Insights](#) sections for Press Releases, Blogs, infographics and White papers.
- Follow the [IPC Systems LinkedIn page](#) to stay up to date on the latest events, blogs, awards, interviews, and more!
- IPC Media Alerts sent by the Channel Management Team with market trends and company news.





IPC Publications

With contributions from:



Barry Leybovich,
Global Product
Manager



Brett Berkowitz,
Senior Customer
Solutions Engineer



Ganesh Iyer,
Global Director of
Marketing



Maureen Faulker,
Senior Sales Manager



Patrick Chambeau,
Marketing Director



Ranjan Singh,
VP of Product
Management



Robert Powell,
Director of
Compliance



Shanna McEachern,
Manager, Field
Marketing



Tiffany Uffleman,
Senior Marketing
Manager



Vanessa Higuera,
International Channel
Support Manager



Vangelis Tsianaxis,
Head of Consulting

[Nimble Hedge Funds Find Secure, Reliable Connectivity to Counterparties with Cloud-Based Solutions](#) (Oct 3, 2017). Tiffany Uffleman discusses a hedge fund's deployment of Unigy 360 and the overall importance of cloud-based solutions to hedge funds

[Mastering Market Data: Anticipate and Take Advantage of the Deluge to Generate Value](#) (Oct 4, 2017). Patrick Chambeau recounts his time at the World Financial Information Conference last week in Barcelona

[MiFID II Countdown Checklist – Part 1](#) (Oct, 2017). As we get closer to MiFID II, be sure your financial firm knows what's needed to manage adherence to the regulations. Robert Powell shares his thoughts on a few technical standards to get you started

Blogs:

- [Is the Quality of Call Recordings an Industry Issue?](#) (Oct, 2017). IPC is transforming how call recording is done at financial markets firms by offering pristine, stereo audio streams for quality recording of calls and analysis in the future. This is especially important as industry regulations like MiFID II rapidly approach. Read more from Robert Powell
- [Fit-for-purpose communication records](#) (Oct 30, 2017). Vangelis Tsianaxis discusses how to ensure you have fit-for-purpose data that's complete, accurate, and timely
- [The 20 Billion Opportunities You Should be Capitalizing On: The Network Effect](#) (Nov 15, 2017). Shanna McEachern discusses how IPC's 18 million potential connections & 20 billion opportunities for interaction give clients new opportunities to grow and diversify
- [From 1602 to 2018: What will the world of Fixed Income look like on January 3?](#) (Nov 16, 2017). Patrick Chambeau recaps his time at the Fixed Income Leaders' Summit in Amsterdam
- [What was discussed at FIX Community France Trading Briefing?](#) (Nov, 2017). Patrick Chambeau summarizes key learnings from the FIX 2017 conference in France, where everything from why firms have chosen the Systematic Internalisers route to top challenges and trends impacting financial markets participants was discussed
- [Learning from the Digital Transformation of the Chilean Financial Markets](#) (Nov, 2017). Vanessa Higuera Malavé, recounts her recent trip to Chile with IPC channel partner, e-Business Distribution (eBD Chile)
- [Talking Exchange Connectivity in the Windy City](#) (Nov, 2017). Tiffany Uffleman recaps IPC's launch of Global Exchange Reach in Chicago
- [Women in Technology and Data](#) (Dec 13, 2017). Maureen Faulkner discusses ways in which the finance industry can promote female leadership for an equal future.
- [It's MiFID II crunch time for your voice communications compliance management](#) (Dec, 2017). Are your trade-related communications compliant with MiFID II regulatory expectations? Vangelis Tsianaxis provides a list of essential questions to ask
- [You Can't Take it With You?](#) (Dec, 2017). Recent tech trends like virtualization and the cloud have allowed the financial sector to change its mindset when it comes to addressing trader voice requirements. Learn more from Brett Berkowitz.



Media Center – (Global)

Infographics:

[Connectivity to a Diverse Ecosystem for Multi-Asset Trading](#) (Nov 17, 2017)

- Illustrates the evolution in multi-asset trading over the last five years

[Network Effect](#) (Dec 12, 2017)

- Illustrates Metcalfe’s Law and the tremendous value of the IPC network

Don't Miss Out on the 20 BILLION OPPORTUNITIES You Should be Capitalizing On

By METCALFE'S LAW, the **VALUE OF A NETWORK** is directly proportional to the **NUMBER OF USERS** within that network. As the number of users increases, the number of possible cross-connections **GROWS EXPONENTIALLY**, and the value is amplified.

Today, IPC has a diverse financial ecosystem of **6,000+ market participant locations** and **200,000 professional traders** on its Financial Markets Cloud

18 Million potential connections and **20 Billion** opportunities for interaction

Connecting opportunities
www.ipc.com

Connexus
Highly transparent global Finance ecosystem

Generate Alpha | Hedge Risk | Analyze Trades | Mitigate Risk

Reliable secure access to counterparties

Ungly360
Fully integrated, best-in-class solutions for market participants

Connectivity across all asset classes | Enhanced BCP | Anytime, anywhere, any device

End-to-end compliance across the trade lifecycle | Lower cost of Trades

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CONNECTIVITY
to a Diverse Ecosystem for Multi-Asset Trading

EVOLUTION IN MULTI-ASSET TRADING TIMELINE:

2010	2013	2015
Trade volume up 10% Market participants up 15% New products up 20%	Trade volume up 25% Market participants up 30% New products up 35%	Trade volume up 40% Market participants up 45% New products up 50%

↑ **SELL-SIDE COST OF CAPITAL 2-3X SINCE 2008**
& INVENTORY MOVES TO BUY-SIDE

CONNECT TO BUY-SIDE | **ASSESSABLE PRICES**
CONNECTIVITY FOR BUY-SIDE | **RISK AND VALUATION** | **LIQUIDITY SECURITY**

EVOLUTION FROM OTTC PLATFORMS TO LISTED EXCHANGES

Strip Counterparty Risk (OTTC) | Trade Inside Liquidity Illiquidity | Optimize and Liquid (Listed Exchange Liquidity)

FIRMS NEED CONNECTIVITY TO AN INCREASING NUMBER OF MARKETS IN THEIR GLOBAL SEARCH FOR ALPHA

Connecting opportunities
www.ipc.com



Case Study and Video Blogs

Case Study:

[IPC's Unigy 360 provides hedge funds a secure cloud-based \(SaaS\) communications solution](#)

(Oct 19, 2017)

- Discusses how IPC's Unigy 360 cloud solution helps a New York based hedge fund with billions in AUM build a scalable, secure communications solution with low TCO



Video Blogs:

[Equities Leaders' Summit 2017 Day 1 Recap](#) (Dec 13, 2017)

- Shanna McEachern summarizes key ideas that were discussed on Day 1 of the Equities Leaders' Summit in Miami.

[As Voiced at the Equities Leaders' Summit 2017: The Buy-side Struggles with MiFID II Research Unbundling](#) (Dec 14, 2017)

- Shanna McEachern speaks to learnings from the Equities Leaders' Summit in Miami, where there was particular concern from buy side executives on MiFID II and the impacts research unbundling



As Voiced at the Equities Leaders' Summit: The Buy-



Media Coverage

E-Forex Magazine: Tim Carmody, is published in *Financial Extranets, Reducing the cost and complexity of FX connectivity* (Oct 2, 2017)

The Trade: Robert Powell is published in *Helping the buy-side make the right decisions... for their business* (Oct 16, 2017)

Finextra: Tim Carmody is published in *Optimizing cloud solutions through the use of private networks* (Oct 25, 2017)

Finextra: Patrick Chambeau authors *How Cloud-based SaaS can bring higher value in digital transformation for Financial Markets* (Nov 8, 2017)

Compliance Week: Rob Powell is quoted in *SEC takes some pain out of cross-border MiFID II compliance* (Oct 26, 2017)



Finextra

THE TRADE

COMPLIANCE WEEK



Finance Digest: Ganesh Iyer is published in *How Global Commodity Markets are Using the Cloud to Increase Connectivity* (Nov, 2017)

News Alert: IPC Collaborates with the Japan Exchange to Provide Low-Latency Connectivity Between JPX and Chicago (Nov 28, 2017).

Waters Technology: Robert Powell is published in *After Scandals, Banks Release Chat Back into the Wild* (Dec 6, 2017)

Finextra: Patrick Chambeau authors *Data is everything, everything is data* (Dec 8, 2017)

CIO Review: Ranjan Singh is published in *Why Financial Markets CIOs Should be Cloud First, not Cloud Last* (Dec, 2017)





Awards

IPC wins two American Financial Technology Awards (Dec 4, 2017)

- IPC attended the Waters AFTAs where we brought home two awards recognizing the achievements our team and CEO Neil Barua have made in the last year to transform the future of the global financial markets. The two AFTA awards proudly won by IPC were:
 - Neil Barua for Best 3rd Party Tech Vendor CIO or CEO, and
 - Best Communications Infrastructure Provider

IPC at the 2017 American Financial Technology Awards

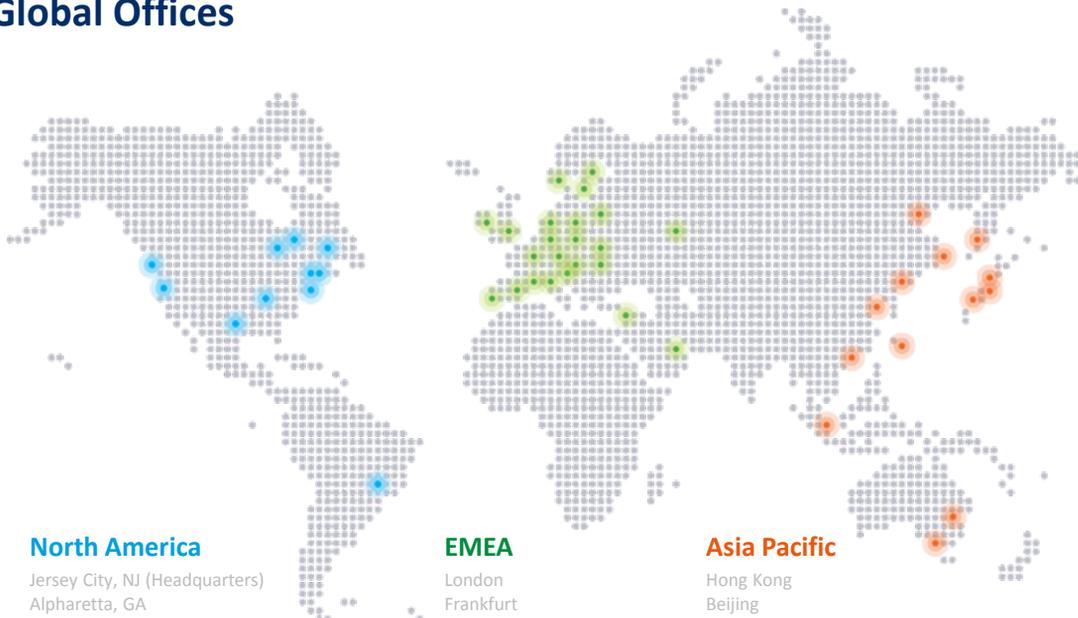
	<p>Best Third-Party Technology Vendor CIO or CEO</p> <p>Neil Barua (IPC Systems)</p>
	<p>Best Communications Infrastructure Provider</p> <p>IPC Systems</p>



About IPC

IPC is a technology and service leader that powers financial markets globally. We help clients anticipate change and solve problems, setting the standard with industry expertise, exceptional service and comprehensive technology. With customers first and always, we collaborate with each to understand their individual needs to help make them secure, productive and compliant within our connected community. Through service excellence, long-developed expertise and a focus on innovation and community, we provide agile and efficient ways for our customers to accelerate their ability to adapt to the ever-changing requirements for advanced data networks, compliance and collaboration with all counter-parties across the financial markets.

Global Offices



North America

- Jersey City, NJ (Headquarters)
- Alpharetta, GA
- Boston, MA
- Chicago, IL
- Bensalem, PA
- Fairfield, CT
- Houston, TX
- Los Angeles, CA
- New York, NY
- San Francisco, CA
- Toronto, Canada
- Westbrook, CT
- Murray Hill, NJ

EMEA

- London
- Frankfurt
- Geneva
- Madrid
- Milan
- Moscow
- Paris
- Zürich

Asia Pacific

- Hong Kong
- Beijing
- Jakarta
- Kuala Lumpur
- Mumbai
- Seoul
- Shanghai
- Singapore
- Sydney
- Taipei
- Tokyo

For more information
www.ipc.com