

S U C C E S S S T O R Y

CLIENT: ***Kellner DiLeo Cohen & Co.***

A mid-sized, fast-growing NYC-based financial services firm



C H A L L E N G E

As a small but growing financial services firm, Kellner DiLeo Cohen & Co. needed a reliable network it could count on to store its files, share its printers and connect it to the outside world. Investor demands for communication and interaction were continuing to grow. However, Kellner DiLeo's network was growing old and the demands on it were exceeding its capacity and capabilities, while the need for secure remote access was becoming more acute.

S O L U T I O N

Kellner DiLeo turned to QTS to upgrade the network, and provide a reliable, high-performance remote access solution. QTS leveraged its well-tuned server upgrade methodology to move Kellner DiLeo to a new HP ProLiant server and NetWare 6, performing the upgrade over a weekend with no disruption or down-time to the firm's financial professionals. On Monday morning, all the users could see was faster access to their documents and spreadsheets, based on the new server hardware and on the new Cisco switches QTS implemented. QTS secured the network with Symantec Antivirus and a new firewall platform, which was leveraged to provide a solid VPN solution for remote users to access critical network data and applications. QTS then followed up with QuikSecure™ Security and Vulnerability Assessments to help lock down the network and improve security.

C L I E N T P R O F I L E

*Industry: Financial Services
Size: 45 employees
Location: New York, NY
Technologies: Novell
NetWare 6, Symantec
Antivirus, Cisco
Switches and HP
ProLiant Server*

R E S U L T S

The network upgrade was completed with no disruption or down-time, on schedule and within budget. QTS then provided ongoing support under its QuikAssist™ support plan, and began its QuikAlert™ Daily Monitoring Service, allowing the IT staff to focus on user support with confidence that QTS was backing them up. Remote access was leveraged to allow for integration of new remote offices and employees, fueling growth and adding new capabilities. Since the upgrade, the network has been rock-solid. Based on this strong foundation, the staff at Kellner DiLeo has been able to focus on their business and their investors – ***Worry-Free!***

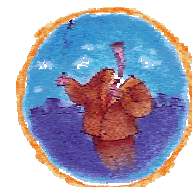
C L I E N T Q U O T E

"QTS was able to deliver a network solution that exactly met my needs, and allowed us to reduce costs and create competitive advantage."

*Vinny Insinga, Network Administrator
Kellner DiLeo Cohen & Co.*



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***Providing
Worry-Free
Network
Solutions!***