



NEXANS BUILDS RELIABILITY INTO THE LAN AT LATVIAN HEADQUARTERS OF HANSABANK GROUP

Future-proofing the bank network with Nexans Cabling Solutions

Financial services companies demand and expect the highest level of performance and standards. So when they need cabling solutions that meet their needs, they naturally turn to the company that delivers the highest levels of quality and reliability – Nexans. This case-study on Hansabanka shows just how far Nexans' reputation for successfully delivering large-scale projects has spread.

Executive Summary

CUSTOMER Hansabanka

LOCATION Riga, Latvia

REQUIREMENT Provision of a cabling solution of the best quality

NO. OF POINTS 7,000

EQUIPMENT LANmark-6, LANmark-OF backbone

Headquartered in Riga on the banks of the Daugava River, Hansabanka is the flagship operation of the Hansabank Group and one of the most dynamic and rapidly growing banks in the region. The bank is focused on the more affluent end of the domestic market but has a wide range of activities. The bank employs around 1,400 people and has 65 branches in Latvia. The Hansabank Group operates a further 94 branches in Estonia, with 120 locations in Lithuania and one in Russia.

Need for the very best cabling solution

When it decided to build a new headquarters in the heart of Riga, Hansabanka wanted to use the very best cabling solution. The new building, located across the river from the historic Old Town, centralised the bank's operations in the



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city – previously, it operated from eight different locations. Work on the building began in 2002 and the move into the new headquarters was completed by the end of January 2005.

When the project began, specifications included a screened Cat 6 cabling system. "We were looking for a provider that could give us the best quality system," says Ingus Pelcers, IT Manager at Hansabanka. "We had no previous experience working with Nexans, but by reputation we knew that their systems were good and that they provided excellent service," he goes on to say.

Strong project management from start to finish

The project has seen more than 300 km of screened LANmark-6 cable and some 7,000 outlets installed. There are around 1,200 users as well as some 100 server connections, using a Nexans fibre backbone.

Nexans prepared a detailed project plan for the work and has managed it from start to finish, providing full technical back-up as well as on-site training to the company's internal IT team. In addition, the whole project was delivered at a very competitive price.

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IT Manager at Hansabanka

Challenges

- » Minimising disruption during installation
- » Meeting or surpassing standards
- » Single source end-to-end solution
- » Multi-site requirements

Solutions

- » Fully integrated Nexans copper and fibre systems

Benefits

- » Strong project management
- » Seamless implementation
- » Reliability and availability
- » Single point of contact

Looking forward to further centralisation

In the future, Hansabanka will be looking to connect branch offices in the region to a centralised solution. For now, they are enjoying settling into their new headquarters. They certainly have no regrets about choosing Nexans to provide the vital cabling for their new headquarters. "We are very satisfied and benefit further from an additional extended Nexans warranty programme," says Pelcers – underlining once more the importance of working with a provider that has a good track record and upon whom you know you can depend. ■

