



BNP PARIBAS FUTURE-PROOFS ITS DATA NETWORK WITH NEXANS CABLING SOLUTIONS

Nexans roll-out capabilities and project skills benefit France's leading bank

To run its day-to-day business on more than 3,000 sites, BNP Paribas, France's leading bank, needed a reliable, high-quality networking infrastructure. Nexans was chosen for this large-scale nationwide project, because of its solid reputation and presence in the market and its proven technical expertise.

Executive Summary

CUSTOMER BNP Paribas

LOCATION 3,000 offices in France

REQUIREMENT Provision of a reliable network infrastructure to run everyday business

SERVICES Fully integrated Nexans copper and fibre systems, training and additional services

Need for a reliable network infrastructure

With a presence in 85 countries across the globe and nearly 90,000 employees, BNP Paribas is France's leading bank and one of the largest in Europe. It provides a wide range of financing, investment and asset management services as well as personal banking. In France, the bank has some 3,000 sites. To run its day-to-day business, it needs a reliable networking infrastructure. For the past four years the internal infrastructure team, which is part of BNP Paribas' Global Information Systems (GIS) group, has been working with Nexans to update and re-cable the entire branch network.

Expertise, flexibility and solid reputation turn the scale

Gérard Perin, IT Manager at BNP Paribas, says that the bank chose Nexans as its preferred cabling partner for a number of reasons: "We decided to cooperate with Nexans for its high level of technical expertise, its fast and flexible response in addressing and solving any problems that may occur, its solid reputation and presence in the market, the comprehensive solutions proposed by the company and its vast experience in research and development as well as in manufacturing." All this added up to a very reassuring proposition.



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IT Manager BNP Paribas

Nexans is one of the very few cabling solution providers that could work with the bank on such a large-scale nationwide project. The company has also been able to deliver extra value by training 200 of the bank's own personnel so that GIS is able to manage and maintain the cabling network independently.

Additional services

Nexans has also been able to provide additional services to the bank. It has re-cabled two BNP Paribas showcase buildings in Paris that were constructed by the famous French architect, Haussman. Both are regarded as national treasures so the work had to be carried out with sensitivity and to stringent guidelines. It required considerable expertise and careful planning. Over 6,000 new connections were to be installed and the fact that both buildings would be occupied while the work was carried out added further complexity.

On top of that, Nexans has completed the installation with over 15,000 fibre-optic and cat-6 connections at BNP Paribas' premises in the French cities of Rueil, Dinan and Montreuil. This infrastructure replaced the Token-Ring network that was previously used by the bank and needed to be of the highest quality as it had to support both data and telephony traffic.

Excellent cooperation with an experienced partner

Gérard Perin and his colleagues have been delighted with the results of the partnership. "We were more than pleased with the outcome of all these projects," he says. "Nexans Cabling Solutions offered a consistent performance and quality level.

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
- » Large-scale roll-out capabilities

Benefits

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

Furthermore, the system is scalable and can be adapted to specific developments as they come on-stream."

The work is continuing and Nexans is now working with BNP Paribas on a four-year-programme to re-cable over 1,100 BNP Paribas branches right across the country. This is a project that few organisations could manage and carry out but one that BNP Paribas, by working closely with Nexans, can be confident of completing successfully. ■

