

case study



EDS Credit Union Saves Money and Gets a Flexible Networking Solution by Expanding XO Partnership

EDS Credit Union

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EDS Credit Union (EDS CU), chartered in 1974, is headquartered in Plano, Texas with more than \$450 million in assets and over 39,000 members. The credit union offers its members a full range of financial services, including automated teller machine (ATM) access and Internet bill payment.

The Challenge

Finding a Flexible Partner to Provide Cost-Effective and Reliable Networking Services

EDS CU was using data networking services provided by EDS Corporation to communicate between branch locations. When EDS CU decided to change its core data processor, the Credit Union's network security requirements changed. "We were satisfied with EDS' networking services," said Tom Condos, senior vice president of IT and operations, "but our new data processor used a proprietary network model not supported by EDS, forcing us to find a new provider."

EDS CU needed a service provider that could:

- Provide reasonably priced, high-quality networking services
- Be flexible and responsive to the Credit Union's changing bandwidth and speed requirements
- Provide the Credit Union more control over maintenance windows
- Meet a short conversion deadline of 60 days

The Solution

Adding XO Networking Services to EDS CU's Existing Voice Services

EDS CU looked at various communications service providers, including Sprint, Verizon, AT&T and XO. The Credit Union was already using XO for voice services and felt comfortable with the level of service they received. "Working with XO had been nothing but a good experience," said Todd Runyan, senior systems administrator. "So when they came in with the best pricing, the decision was easy."

- XO connected EDS CU's seven offices and new data processor using XO® MultiTransport Networking Service (MTNS), a data networking service that

highlights

Customer Challenge

EDS Credit Union needed a service provider that could:

- Provide reasonably priced, high-quality private networking services
- Be flexible and responsive to the Credit Union's ever-changing needs
- Meet a short, 60 day conversion deadline

XO® Solution

Provided EDS CU a projected savings of nearly \$300K over a five-year period by:

- Connecting EDS CU's seven offices and its new data processor using XO® MultiTransport Networking Service (MTNS)
- Establishing a fail-over circuit from EDS CU's headquarters to its office located on EDS Corporation's main campus



supports traditional private data networking services – like frame relay – over a MultiProtocol Label Switching (MPLS)-enabled IP backbone.

- XO also established a fail-over circuit from EDS CU's headquarters to its office located on EDS Corporation's main campus.

The Results

Substantial Cost Savings

The XO® MTNS solution was more than 45% cheaper than the nearest competitor's solution and offered EDS CU a projected savings of nearly \$300K over a five-year period. EDS CU gained additional cost savings since Internet access and email services can now be provided to their six branch locations without installing Web and email servers at each office.

With XO MTNS, the Credit Union gets secure, cost-effective private data networking services via a single IP backbone. Shortly they'll be able to connect their frame relay, ATM, and IP networks over this same backbone since XO MTNS will soon support data transport among various networks, regardless of protocol.

Efficient, Easy-to-Manage Solution

By taking advantage of the combined services discounts and single billing provided by XO, EDS CU now has only one vendor to call for technical or billing issues, simplifying communications management and providing peace of mind.

Flexible, Responsive, and Reliable Partner

"XO is extremely flexible with the terms of our agreement," said Condos. "We can adjust bandwidth and speeds as our needs change. And with XO we can perform network maintenance activities during evenings and weekends."

Quick Implementation

XO easily met an aggressive deadline, driven by EDS CU's need to perform testing with its outsourced data processor. "Anyone considering this type of solution should give XO a call," Condos concluded.

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TODD RUNYAN

Sr. Systems Administrator
EDS Credit Union

About XO Communications

XO Communications is a leading provider of telecommunications services exclusively to businesses. XO services include local and long distance voice, dedicated Internet access, private networking, data transport, and Web hosting services as well as bundled voice and Internet solutions. XO is a proven leader in IP services, including the award-winning Voice over Internet Protocol (VoIP) services bundle, XOptions® Flex. For carriers and service providers, XO offers a full suite of wholesale services. XO provides these services over an advanced, national facilities-based IP network and serves more than 70 metropolitan markets across the United States.

For more information, visit www.xo.com or call 1.866.963.9696.