

Tri State Area Federal Credit Union (FCU): FirstLight's Fiber Optic Internet and Voice Serves Tri State Area FCU 's Bennington, VT Location



OPPORTUNITY

Tri State Area Federal Credit Union (FCU), formerly Hoosick Federal Credit Union, is a small, up and coming (\$24MM) community chartered not-for-profit doing business in the Tri State area of New York, Vermont and Massachusetts.

Tri State Area FCU sought a fiber-based communications provider that would provide Internet and voice services for its Bennington, VT location. The company would use the provider's services to support data processing in the cloud.

SOLUTION

The search for a fiber-based communications provider was a successful one as Tri State Area FCU came upon FirstLight, a leading fiber-optic bandwidth infrastructure services provider operating in the Northeast.

As a highly regarded financial services provider, it was essential for Tri State Area FCU to have a robust communications network to serve their clients, and FirstLight's reliable, scalable, fiber-based services were a good match to support their business.

In addition, Jim Martinez, President of Tri State Area FCU, commented, "FirstLight was particularly attentive to my specific needs, and I felt confident that we would eventually expand our relationship to include other services as my company, and our relationship, grows."

EXECUTIVE SUMMARY

COMPANY:

- Tri State Area Federal Credit Union (FCU)

INDUSTRY:

- Finance / Banking

LOCATION:

- New York, Vermont, Massachusetts

CHALLENGE:

- Tri State Area FCU is a not-for-profit doing business in the Tri State area of New York, Vermont and Massachusetts.
- The company sought a fiber-based communications provider that would provide Internet and voice services to support data processing in the cloud

SOLUTION:

- FirstLight was selected as the communications service provider to fulfill the Tri State Area FCU service requirements
- Tri State Area FCU needed a robust communications network to serve their clients and FirstLight's reliable, scalable, fiber-based services were a good match to support their business

RESULTS:

- FirstLight's Internet and voice services are powering Tri State Area FCU's Bennington, VT location, and the company is considering expanding services in this branch and its other locations in New York and Massachusetts
- To ensure high uptime, FirstLight's IP network employs redundant equipment, connections, and power supplies

FirstLight's 14,000-mile fiber optic network provides ultra-low latency private Ethernet and Internet solutions with options for redundancy and diverse pathways and routing. Having years of experience successfully serving the communications needs of financial institutions, FirstLight understands how critical it is for modern banking and financial institutions, such as Tri State Area FUC, to meet the increasing demands of their customers while meeting new mandates required by regulators for redundancies and fail safes. In response, FirstLight's solutions for financial and banking companies consist of a comprehensive portfolio of secure, high availability telecommunications solutions and knowledgeable staff with Business Continuity planning experience to mesh distributed sites/branches, support centralized applications, and realize operational efficiencies.



“With our business model, it was essential to have Internet and voice services that ensure both speed and security, and I find FirstLight has already far exceeded these requirements and has proven itself superior to its competitors.”

RESULTS

FirstLight's Internet and voice services are powering Tri State Area FCU's Bennington, VT location, and the company is considering expanding services with FirstLight at both its current location as well as other locations.

To ensure high uptime, FirstLight's IP network employs redundant equipment, connections, and power supplies. The IP network is deployed regionally in a ring architecture, with each region capable of operating independently. Internet traffic is redundantly routed over our fiber network with the ultimate survivability of two separate meshed core networks, allowing for no single point of failure within that core.

“We are a long-standing business that is proud to do business the old-fashioned way, but with up-to-date technology to best serve our members. With our business model, it was essential to have Internet and voice services that ensure both speed and security, and I find FirstLight has already far exceeded these requirements and has proven itself superior to its competitors,” concluded Martinez.

ABOUT FIRSTLIGHT

FirstLight, headquartered in Albany, New York, provides fiber-optic data, Internet, data center, cloud and voice services to enterprise and carrier customers throughout the Northeast connecting nearly 8,000 locations in service with more than 30,000 locations serviceable by our 14,000-route mile network. FirstLight offers a robust suite of advanced telecommunications products featuring a comprehensive portfolio of high bandwidth connectivity solutions including Ethernet, wavelength and dark fiber services as well as dedicated Internet access solutions, data center, cloud and voice services. FirstLight's clientele includes national cellular providers and wireline carriers and many leading enterprises, spanning high tech manufacturing and research, hospitals and healthcare, banking and financial, secondary education, colleges and universities, and local and state governments.