

CASE STUDY: UNITED WESTERN BANCORP, INC.

Qwest Metro Optical Ethernet service (QMOE®)



CUSTOMER:

United Western Bancorp, Inc.
<http://www.uwbancorp.com>

BUSINESS CHALLENGE:

United Western Bancorp, Inc. (UWB) needed to increase the bandwidth of their WAN network to support application performance objectives and new branch openings over the next five years.

SOLUTION:

Qwest implemented the Qwest Metro Optical Ethernet service (QMOE®) to provide WAN connectivity at five sites initially, with an additional four new locations coming on line.

BENEFITS AND RESULTS:

- Economical Ethernet handoff reduced total cost of ownership (TCO) and simplified administration
- Substantially improved performance of existing applications
- Scalable up to 1Gbps, QMOE positioned UWB to deploy new banking applications

CHALLENGE

The firm's existing WAN network was limited to T-1 transmission speeds at branch locations and 45Mbps at its headquarters and CyberCenter sites. "We needed to boost our connectivity to improve the performance of our online financial and digital imaging services applications for our bank branches," explained Jamie Yancy, CTO. "We also needed a scalable solution to securely connect our geographically-diverse branches across multiple metro areas."



SOLUTION

Yancy implemented the Qwest® Metro Optical Ethernet service (QMOE®) to five locations in several metro areas across Colorado, with an additional four branches soon to follow. He selected 100Mbps connectivity at the company's centralized data center and 100Mbps at Qwest's Highlands Ranch, CO Data Center to support a disaster recovery plan. The other sites use 10Mbps capacity. Qwest specialists set up VLANs between the sites to create a meshed network.

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BENEFITS AND RESULTS

- "QMOE gives us higher bandwidth at a lower cost than other solutions we considered"
- "The Ethernet handoff makes it very easy for my IT staff to administer and manage the network"
- "The QMOE solution scales very quickly and economically so that I'll be able to easily support our future growth"
- "QMOE allows us to extend our security capabilities across our WAN to ensure we meet regulatory requirements"
- "The Qwest technicians and collocation services helped us implement a robust DR solution"

CLIENT

Denver-based United Western Bancorp, Inc. (Nasdaq: UWBK) is focused on developing its community-based banking network through its subsidiary, United Western Bank®, by strategically positioning branches across Colorado's Front Range market and certain mountain communities. The area spans the eastern slope of the Rocky Mountains - from Pueblo to Fort Collins, and from metropolitan Denver to the Roaring Fork Valley. UWB plans to grow its network to an estimated ten to 12 community bank locations over the next three to five years.

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