

**"WHEN THE MARKET'S ON THE MOVE,
WE USE SIMPACT TO MOVE BILLIONS."**

"We operate one of the world's foremost stock trading networks at Instinet. Our subscribers rely on us for up-to-the-second quotations of over 9,000 stocks to trade millions with each other daily. Downtime is unthinkable in a business where 10 seconds is a lifetime," says George McCord, Instinet's VP/Systems.

"Our problem was that we're a DEC shop in an IBM world. Our VAXes couldn't communicate with NASDAQ and SIAC.

"We chose Simpact to provide connectivity – but not just because they were cost-effective.

"We needed a real-time communications solution that was bulletproof. And Simpact has a reputation for getting it right the first time. They had the best hardware platform and a custom protocol to give us the right balance of processing and communications.



George McCord
VP/Systems, Instinet

"People may think we went overboard looking at 102 vendors. But when you're handling \$100 million a day for institutional money managers, you can't take chances.

If you have a tough connectivity problem, call Sally Simonic, Director of Sales, at (619) 565-1865.

simpact

WE SOLVE THE WORLD'S TOUGHEST
CONNECTIVITY PROBLEMS.