



# SYNECHRON PLANS TO DOUBLE REVENUE IN THREE YEARS, EMPOWERED BY NEW FLEXIBLE IT INFRASTRUCTURE

## Summary

**Company:**

Synechron Technologies

**Industry:**

Financial Services IT Consultant

**Business Challenges:**

Invest in state-of-the-art technology to increase workforce productivity and grow the business from \$500 million in annual revenue to \$1 billion

**Technology Solution:**

- EX2300, EX3400, and EX4600 Ethernet Switches
- QFX5110 Switch

**Business Results:**

- Built state-of-the-art workspaces and delivery centers, attracting top talent to work on cutting-edge fintech solutions
- Doubled workforce productivity with high-performance, reliable, and secure global network
- Simplified and centralized management of delivery center and campus networks
- Supported rapid expansion to support next-stage growth

Synechron Technologies, a fintech-focused digital consulting firm, rocketed into the financial services market in 2001 and has been a trailblazer for digital transformation in the industry ever since. As a leader in delivering digital, business, and technology services exclusively to banks, asset managers, and insurance companies, Synechron relies on Juniper Networks switching to power its delivery centers and offices around the world.

Fintech is without a doubt transforming the financial services industry. Global venture capital investments have reached \$30 billion, according to global management company McKinsey<sup>1</sup>. Mobile payments, artificial intelligence, blockchain, smart contracts, and many other emerging and next-generation technologies are bringing exciting new possibilities to the world of finance.

Financial institutions commonly engage consulting firms like Synechron to help them reach their fintech goals faster. Headquartered in New York, Synechron provides a broad range of digital strategy, business consulting, and technology initiatives for capital markets, wealth management, and insurance firms.

With a quest for growth, the company has used thoughtful, strategic acquisitions to quickly expand to 8000 employees in 18 offices around the world. To reach its next-stage growth, Synechron must continue to attract top talent and invest in state-of-the-art workspaces, innovation labs, and multiple delivery centers for its robust services.

*“Our clients and our employees expect us to possess an advanced network that can support all current and emerging technologies. With a Juniper network, we can showcase our expertise and attract both customers and top talent that will ultimately support our growth goals.”*

- Umesh Bhapkar, IT director, Synechron

## Major Expansion in Bangalore

As part of its growth plans, Synechron opened a new office and data center in Bangalore—a sleek, 13-story tower that sets the stage for rapid expansion. The company wanted a state-of-the-art network to power everything from software development to operations and fintech services.

<sup>1</sup> Synergy and Disruption: Ten Trends Shaping Fintech Report: McKinsey & Company December 2018

“We have a follow-the-sun business model that ensures we can coordinate with customers as well as an onsite presence anywhere our customers are located,” says Umesh Bhapkar, IT director at Synechron. “Bangalore joins our Pune data center as an important location for app development, maintenance, and support.” Bhapkar recently won awards such as the Data Center Summit 2019 Award, Cyber Sentinel Award, and InfoSec Maestros Award for Innovative IT Infrastructure Management.

Synechron’s existing and prospective clients can visit any of its 13 Financial Innovation Labs (FinLabs) globally to work with experts on their business challenges and accelerate the use of the latest and greatest in cutting-edge technologies, like blockchain, artificial intelligence, and data science across financial service sectors. The FinLabs are an innovator’s paradise and empower financial services and insurance firms to transform their business operations and customer experiences.

*“From our deep evaluation of network providers, Juniper stood out with an end-to-end solution that addressed security, scalability, performance, and cloud-readiness.”*

- Umesh Bhapkar, IT director, Synechron

## A Future-Oriented Network

Synechron relies on Juniper switching around the world. Client service offices and delivery centers in India, Hong Kong, Europe, and the U.S. use Juniper for data center and campus switching.

The Juniper Networks® QFX5110 Switch serves as the data center network core, with the Juniper Networks EX4600 Ethernet Switch serving as aggregation devices. EX Series Ethernet Switches, including the EX3400 and EX2300, are used in enterprise campus and branch environments.

Using Virtual Chassis technology, individual EX Series switches are interconnected to create a single, logical unit, simplifying configuration and management. By running the Juniper Networks Junos® operating system, the switches improve the overall reliability, security, and flexibility of the network. In addition, Junos OS facilitates automated network operations, which further enhances operational efficiency.

Bhapkar and the Synechron leadership team had three requirements for the Bangalore expansion, and the Juniper switching solutions met each one. “We wanted the most advanced, state-of-the-art technology, with all security features enabled. The network had to be scalable so there’s never a bottleneck in service delivery,” Bhapkar says.

With its fast-growth strategy investments, Synechron’s network must be future-oriented and expansion-ready. “From our deep evaluation of network providers, Juniper stood out with an end-to-end solution that addressed security, scalability, performance, and cloud-readiness,” Bhapkar says.

## 50% Workforce Productivity Gains

With the opportunity to work with top-tier financial services clients on exciting and innovative initiatives, Synechron continues to attract best-in-class talent from around the world. With state-of-the-art workspaces, employees can now work more easily, enjoying responsive access to their applications and resources thanks to much-improved network availability. The network handles enterprise applications, IoT systems like physical security, and the development and operations of complex fintech solutions.

“The network is much more stable, and we are getting very positive feedback from Synechron users about the network performance,” Bhapkar says. Overall, workforce productivity has improved while efficiencies have increased. Synechron’s network operations staff have also realized efficiency gains thanks to streamlined network management. The company needs fewer people to support the new network and manages the new Bangalore location remotely from Pune.

As Synechron’s business continues to grow, the network team is looking to automation to streamline network configuration and management. “With Junos OS, we are well-positioned for enhanced automation,” Bhapkar says. “Automation is in our pipeline.”

## On a Multicloud Journey

Looking to the future, Synechron is preparing to use and deliver more cloud-based services as it continues its journey to achieve a hybrid, multicloud environment. Synechron has both public and private cloud environments supported by multiple cloud providers. “The entire network must be cloud-ready to help us move more apps, development, and services to a multicloud architecture,” Bhapkar says.

Cloud-based services, automation, and a Juniper-powered network align perfectly with Synechron’s aggressive growth strategy and need for business agility. “Our clients and our employees expect us to possess an advanced network that can support all current and emerging technologies,” Bhapkar says. “With a Juniper network, we can showcase our expertise and attract both customers and top talent that will ultimately support our growth goals.”

## For More Information

To find out more about Juniper Networks products and solutions, please visit [www.juniper.net](http://www.juniper.net).

## About Juniper Networks

Juniper Networks brings simplicity to networking with products, solutions and services that connect the world. Through engineering innovation, we remove the constraints and complexities of networking in the cloud era to solve the toughest challenges our customers and partners face daily. At Juniper Networks, we believe that the network is a resource for sharing knowledge and human advancement that changes the world. We are committed to imagining groundbreaking ways to deliver automated, scalable and secure networks to move at the speed of business.

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