



# **Polarin's NaaS platform delivered quick turnaround time and end to end service connectivity to Kotak Securities resolving their network challenge.**

Kotak Securities recommends Polarin's transparent NaaS platform for financial institutions' network interconnectivity needs





## About

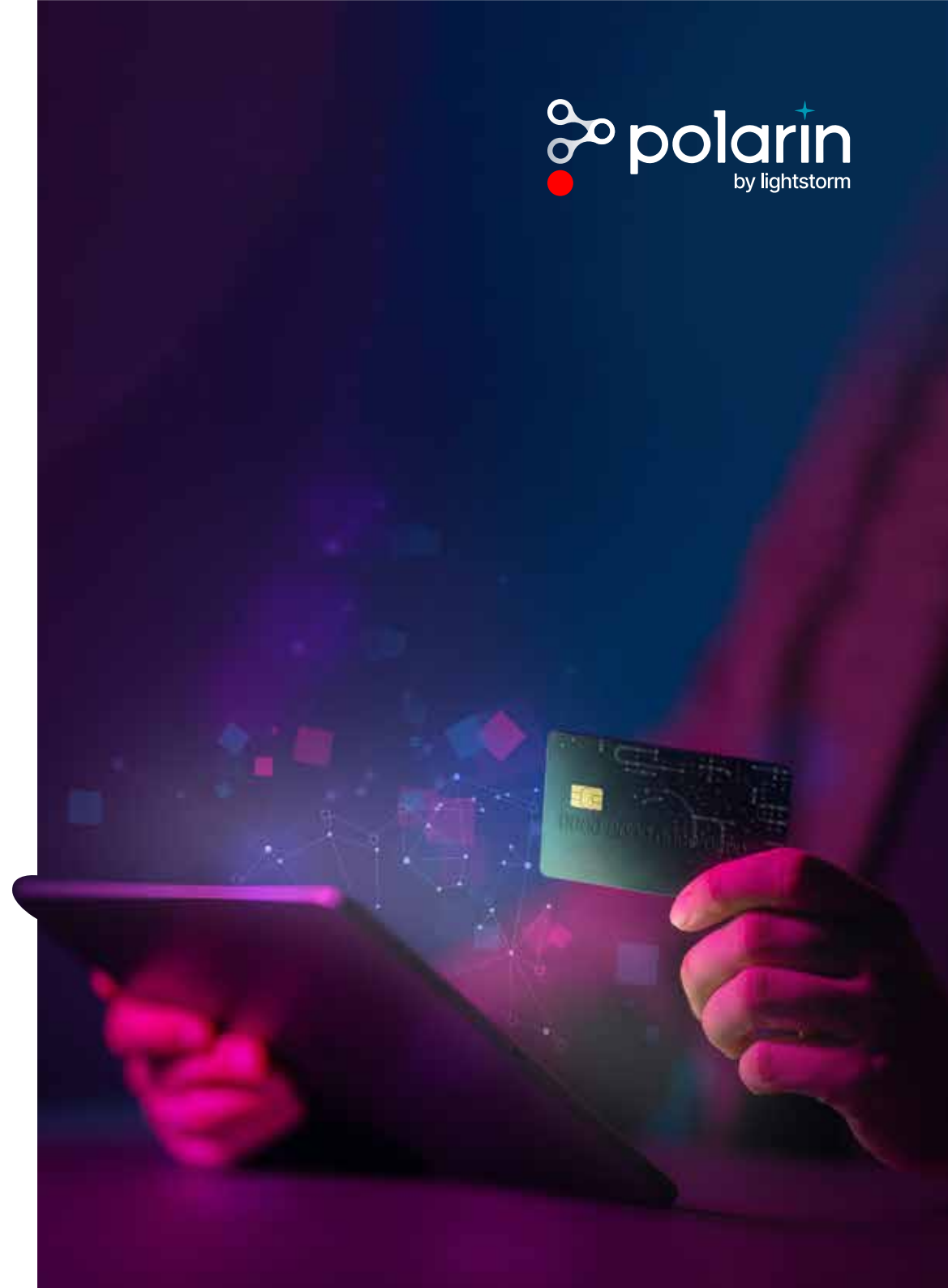
Kotak Securities is a financial services company that offers trading, investment, and other financial services to its 3.5 million+ customers. As a subsidiary of Kotak Mahindra Bank, Kotak Securities is the nation's best broker with an impressive track record of assets under management (AUM), customer accounts, and trades per day. With 1281 branches, franchisees, and satellite offices spread across 377 cities in India, Kotak Securities is a trusted platform that provides all financial services under one roof.





## Challenges

Kotak Securities, India's premier financial services company, was exploring a service provider that could offer cloud connectivity, quick response times, and better pricing and solutioning. As one of India's top brokers, Kotak knew that its network had to be resilient and capable of meeting the needs of its clients and internal projects. With these requirements in mind Lightstorm was able to offer a complete solution to Kotak Securities and meet their high standards for reliability and stability.





## Solution

Kotak Securities partnered with Polarin by Lightstorm for their DC-DC and DC-Cloud connectivity services after extensive evaluation of telecom and network industry players. Polarin's Network-as-a-Service (NaaS) platform offered competitive pricing, quick turnaround time, low latency, and 100% uptime in metro cities. Polarin delivered the interconnection links for Kotak Securities' requirements in January 2023, meeting their deadline.

Polarin's commitment to delivering on promises impressed Kotak Securities, and their agility, quick solutioning, transparent pricing policy, and ease of use set them apart from the competition. Polarin's platform also offered flexibility in upgrading network bandwidth as per business requirements, which was appreciated by Kotak Securities.





## Validation

Kotak Securities faced a significant challenge in managing delivery time and building resilient and diverse fiber connectivity to their data center. Fortunately, Polarín's team was able to solve this problem by providing activated links with low latency and high uptime. Although the links have not yet been put into live production, Kotak Securities anticipates significant benefits from the deployment.

Working with Polarín was a pleasure for Kotak Securities, as their team was incredibly helpful throughout the buying cycle, especially during solutioning, pricing, and delivery commitment. Based on their experience with the demo, Kotak Securities believes that Polarín will enhance their network traffic management and monitoring capabilities, allowing them to plan network requirements and upgrades on a timely basis as their business grows. They also appreciate the ability to monitor link health regularly.

Kotak Securities believes that financial institutions, in particular, will benefit from Polarín's network interconnection services as they are highly sensitive to latency and uptime. Overall, they highly recommend Polarín's services to any organization looking for reliable and flexible network connectivity solutions.

Kotak Securities highly recommends Polarín's Network-as-a-Service (NaaS) platform to other companies due to its transparent network information, pricing, low latency, high uptimes, and details on connected data centers. Their platform allows teams to plan and provision cross-connects based on their desired data centers to connect.



## About Lightstorm

Lightstorm is building infrastructure for hyperscale networking in South Asia, Southeast Asia and Middle East to accelerate the region's growth and spur innovation in the digital economy. Lightstorm is a pioneer in building a first-of-its-kind utility-grade resilient fiber network, SmartNet, in several countries in the region. Lightstorm's Network-as-a-Service (NaaS) platform, Polarin opens new opportunities for enterprises by providing a simple, secure and smart way to enhance their application performance and user experience. A trusted partner of several Fortune 500 companies, Lightstorm is creating a robust foundation of digital infrastructure to create new sources of value and differentiation for businesses.

## About Polarin by Lightstorm

Polarin™ is an interconnection network fabric that enables seamless connectivity between data centers, hybrid and multi-cloud environments, internet exchanges, and SaaS applications like Microsoft Office 365. With Polarin™, organizations can effortlessly scale their networks while ensuring high availability, low latency, and 100% uptime, delivering a transformative customer experience. Experience unparalleled performance and agility with Polarin™, empowering your digital infrastructure for the future.

### CONTACT INFO

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