

"What I really like about working with HKBN is not just their professional attitude and the quality of their products. From planning to execution, they (HKBN) were very proactive and professional. Their mindset is very similar to ours in that they move things very fast and efficiently."

Ricky Hau
Deputy IT Director
Quam Securities Company Limited



Designed for Global Accessibility

Challenges and Solutions

Quam Securities runs 24x7 operations via its established network in China. With its ever increasing client list, the company found its Internet resources struggling to cope, as it relied heavily on its network connections to work with clients abroad. It needed an Internet provisioning partner who could provide a fast, robust and secure network, capable of efficiently executing trades in the securities and derivative markets.

Previously, Quam partnered with HKBN to connect its branch offices through its metro Ethernet service. Once again, HKBN pulled through with a comprehensive Premium Dedicated Internet Access (PDIA) solution to give Quam and its clients the assurance they needed to complete trades. With its fast connectivity and low latency, Quam was soon able to offer clients a truly quicker and more stable connection to Hong Kong.

Bridging Hong Kong to the World for Greater Success

For over 20 years, Quam Securities has formed part of a select few mid-tier securities brokers in Hong Kong with global trading capabilities for private clients and institutions. HKBN PDIA solution was the natural choice for Quam to continue building its connections with clients outside of Hong Kong. Not only did HKBN provide professional service and high quality products to support Quam's operations, they perfectly understood the firm's requirements for speed and efficiency on the fast-paced securities market. Through HKBN's Tier-1 dedicated Internet access from Hong Kong to mainland China, Quam found the valuable partner it needed to help reinforce the company's continued growth.

Use of HKBN Solutions

- **Premium Dedicated Internet Access (PDIA)** - Dedicated Internet connection to China
- **MetroNet** - Joining up the branch offices of Quam in Hong Kong
- **Dedicated Internet Access (DIA) and Fibre Broadband Service** - Internal use of Quam Securities' offices