

## **Case Study: Taking Technology to The Tropics**

### **Overview of The March Group LLLP**

The March Group, LLLP is a private investment banking firm that assists clients worldwide with mergers and acquisitions, corporate finance, restructuring and growth strategy development. Founded in 1986, the March Group maintains its back office operations headquarters in the St. Croix, USVI and a virtual staff across all of the United States.

The March Group has served clients in technology, manufacturing, distribution, retail and services in multiple industries. Clients range from closely held, middle market companies to Fortune 500 corporations and high net worth individuals.

### **The Challenge**

With back-office operations maintained in St. Croix, USVI, The March Group was forced to rely on the antiquated, “third-world” communications infrastructure of the island. Hungry squirrels chewing through telephone lines have been known to knock out digital subscriber line (DSL) and frame relay landline broadband communications for days. Not to mention, the weeks of communications downtime that come in the wake of a major hurricane.

Any Internet outage at the network operations center, which manages all of The March Group’s accounting and transaction applications, would bring the company’s business to a dead stop. As a result, the company was looking for a communications solution that could provide primary Internet access backed by a guaranteed service level agreement.

### **The Solution**

Tachyon, Inc.’s (Tachyon) broadband satellite infrastructure provides standards compliant Internet Protocol connectivity to meet the needs of private and public enterprise networks. Tachyon’s patented signal processing technology delivers the performance of terrestrial lines at high-speed data rates (up to two megabytes per second (Mbps) to deliver network access to locations and regions not reachable by traditional service providers.

Applications running on the customer’s servers and local area network connect with other locations through an Internet backbone and Tachyon’s gateway. The Tachyon gateway then communicates with Tachyon’s Customer Premise Equipment (satellite dish and server) over commercial Ku-band satellite transponders to delivery and receive data securely and reliably.

### **The Results**

Leveraging a 96-inch satellite dish from Tachyon, The March Group is utilizing broadband satellite as the operation center’s primary access to its accounting application services provider (ASP) – Intacct.com. The March Group leverages a one Mbps line, allowing it to both transmit and receive data at speeds of one Mbps.

All marketing, database, accounting and web site production is conducted leveraging the Tachyon network. Adding additional flexibility, The March Group also has used the Tachyon to upload electronic versions of customer financial statements and annual reports, accounting for multiple megabytes of information, more quickly and securely than previously possible with its



digital subscriber line (DSL) access. Prior to Tachyon, these large investor prospectuses needed to be manually shipped to St. Croix and then scanned into the system. Now, they can be stored electronically and printed and bound in one day.

“Tachyon takes care of the basic infrastructure issues that kept us up at night and distracted us from our focus on revenue-generating activities. With Tachyon, we can now work on our business and growing the bottom line,” said Bob Scarlata, president and CEO of The March Group.

### **Moving Forward**

The March Group will also utilize Tachyon to provide disaster recovery/business continuity backup with its Nashville-based Citrix network, which houses the company’s e-mail servers and a variety of other network servers. The primary connection between St. Croix and the Nashville data center remains a landline DSL connection. However, The March Group will use Tachyon as a backup solution during landline outages.