

The Capital Letter

Scotia Capital's Employee Newsletter

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Top Story

New State-of-the-Art Premises for Scotia Capital Mexico



On September 12, 2008, Scotiabank Plaza in Mexico City was buzzing with activity. Over 200 staff, including approximately 100 trading floor staff, moved into their new state-of-the-art workspace on the first floor of the building.

It's Better Together

When Scotiabank Mexico's Wholesale Banking division integrated with Scotia Capital in 2005, it became clear that having all employees under one roof would allow for greater synergies across the business lines. Plans were put in motion to source and construct a single office location, creating greater team unity and enhanced technical capabilities. Three years later, the result is a 40,000 square foot continuous block of space, purpose-built with the

latest technologies, systems and equipment.

The efficiencies gained through consolidation of staff to a single location are numerous – the most obvious being improved operational flow. “As an organization, we place a great deal of importance on maximizing cross-sell opportunities among business lines. Bringing all of our people to a single office reinforces our commitment to working together –

it will be that much easier and more effective for our employees to collaborate and create solutions for our clients,” comments Frank Pinon, Managing Director and COO for Scotia Capital Mexico.

Sharing infrastructure and resources will allow for greater economies of scale and increased productivity. Data and information can be shared more easily and with greater confidence in security. Technology systems and support will be centralized, allowing for faster service and less downtime. Overall, this translates to lower operational and compliance risks, and a stronger service offering.

continued on page 6

Scotia Capital Mexico ... continued from page 1

Better "Ins" Equals Better "Outs"

Some of the key benefits of the new technology systems include enhanced data security and faster more reliable systems. "By investing in competitive systems and infrastructure, we are changing the way that we conduct business. The capabilities of our new trading floor systems will enable employees to work more effectively, and provide value-added services to clients," comments Mike Durland, Co-Chairman and Co-CEO of Scotia Capital.

Highlights of the New Facility

- ▶ 40,000 square foot space, including an 8,000 square foot trade floor
- ▶ New technology – PC Blades and Turrets Voice and Data systems
- ▶ Back-up systems – Stand-alone chiller and Uninterrupted Power Supply (UPS) to prevent data loss caused by frequent power disturbances
- ▶ State-of-the-art meeting room facilities, LCD wall boards to display market data information, and atomically synched clocks for accurate to-the-second time display
- ▶ Digital CCTV video surveillance and anti-fire systems, for the security of staff and information

"We were fortunate to have the opportunity to customize our new office space to suit our needs. However, it is important to remember that new technology doesn't in itself make us better; it is our ability to be more productive, make more timely decisions, and improve communication that will help us achieve our goals. Our business was extremely successful prior to the relocation, so I am confident that these changes will only improve our service offering," comments Frank.

And then of course, who can forget the décor? The technology isn't the only thing that makes the space spectacular. "The new office is a great achievement, and there is a strong sense of pride in working for Scotia Capital," explains Frank. "This pride comes from two things: First, the Bank has made a significant investment here in Mexico, reinforcing the importance of the business we conduct in the NAFTA and LATAM markets. Second, employees are proud to come to work everyday, as they have a modern, comfortable workspace to enjoy." ●

New to the Trade Floor:

PC Blades

What it is: An alternative to multiple CPUs under each trading floor desktop, PC Blades are compact Intel-based rack mounted computers that deliver full PC functionality to the user from a centralized data centre.

Benefits: IT administrators can deliver 99.9% up-time levels, perform repairs, maintenance and moves, and monitor security risks such as viruses and unauthorized software downloads. This results in a work environment that is free of clutter, noise and heat.

Turrets Voice and Data Systems

What it is: A desktop device aimed at revolutionizing trader communications. It takes advantage of network-centric voice and data communications to empower the user with instant access to the customer, the market, and business applications.

Benefit: Trading room operations will be faster and more efficient and following best-practice processes using an advanced communications system.