

A Success Story from the Financial Sector

Financial Services Cloud Firm Delivers Highest Level Quality, Performance, and Compliant Data Center with Open-E DSS V7

Investment Technology Partners (ITP) delivers a complete, hosted IT solution for small to medium Financial Services Firms - Investment Managers, Hedge Funds, Real Estate trusts, and Mutual Funds. ITP builds the highest quality, security, resiliency, and performance into their IT data centers, providing services to multiple companies at a much higher service level than they can afford to do themselves. CTO and one of the founders of the firm, John Boulanger, describes their value, "We differentiate ourselves from other outsourced IT and Cloud services companies with personnel that come from both the business and technology side of Wall Street firms. We understand the rigorous business and regulatory needs of investment firms and the reasons behind the technology that needs to be deployed. Investment Technology Partners differentiates itself by handling all the business and SEC rules required of their clients as well as taking care of the on-premises equipment that is needed by the firm."

The Situation

Providing services for the financial services market is challenging in the best of times. This data intensive industry has come under even more regulatory scrutiny with the events of the past 15 years, requiring compliance-driven updates to technology in addition to what's needed to stay competitive and to be able to analyze global financial information. For example, the SEC now requires that Financial Services firms prove that they are doing intrusion detection, requiring they run tests quarterly and have the paper work ready to submit when the SEC comes in for its audits. Firms also need to provide business continuity in the face of a disaster and demonstrate how quickly they can be back online and complete a trade after catastrophic natural or man-made events. Furthermore, advancements in data-gathering technologies, forecast modeling, and the Internet have resulted in significant challenges in delivering, managing, and storing financial information. On the business side, Financial Services firms, regardless of size, expect data instantaneously.

Dramatic examples of the need for disaster planning and recovery capability occurred in September 2011 and October 2012. Hurricanes Irene and Sandy wreaked havoc on the eastern seaboard of the US and made a direct impact on the country's financial center. Hurricane Sandy alone caused 8.5 million homes and businesses to lose power, and the protracted power outages, widespread damage, and lost business were estimated to cost between \$30 to \$50 billion. Said Boulanger, "ITP clients knew that their data, their applications and their email systems were safely housed in secure, redundant data centers 300 miles apart and out of harm's way." ITP's clients are also no stranger to the ups and downs of the financial markets and the need for always-on speed and performance as well as the protection of their data assets. ITP clients knew their systems could respond in real time to protect their assets under management from unexpected market meltdowns like the one that followed the banking crisis in 2008 or the accelerated growth experienced in 2013.



The Challenge

ITP's goal was to design and integrate enterprise class redundant data centers that met the requirements of SEC compliance and regulatory standards, as well as the rigors of Wall Street business operations for a set fee per month. This included – mail solutions, trading platforms, and solutions for the on premises personnel. The ITP technology scheme also had to incorporate their two primary business values 1) use cutting edge technology to provide high service levels and pricing that is fair to the customer; 2) adopt a 'can do' attitude. This allows ITP to provide one-off or two-off system designs tuned to the clients' trading criteria and not just a cookie-cutter cloud IT implementation of technology. These benefits needed to be achieved in part by implementing a cost effective database server with no downtime issues, storage system management with automated redundancy and failover capabilities, and could perform at the speed required of enterprise transaction databases and the underlying replication services that supported them.

The Solution

"We examined the major manufacturers' storage solutions before choosing Open-E DSS V7," continued Boulanger. "Open-E provided the performance, resiliency and tier 1 capability at a price that made sense while allowing ITP to provide the highest quality IT services to small-to-medium Financial Services firms. They receive data center capabilities just like the big firms have."

As the leading supplier of iSCSI SAN and NAS storage management systems with over 27,000 implementations in 100 countries around the world, Open-E Data Storage Software V7 is ideal for building and managing enterprise-class data storage systems. Open-E's system include enterprise capabilities like Active-Active Failover, Active-Passive Failover, full Hyper-V Cluster Support, Volume Replication, Snapshots, Continuous Data Protection, and Storage Virtualization.

Boulanger concluded, "For us the storage software needs to replicate in milliseconds to another server in the same network and with Open-E, it has been running that way for 2 years. We have quite a few clients running systems like these in our data centers with no problems. With Open-E, we can put together a cost effective transactional database that performs in the milliseconds with no downtime issues."

"The Open-E based iSCSI SAN pulls it all together with the Hyper-V solutions to create a seamless hot failover capability. The Open-E active-active solution provides us with the confidence that if there ever is a failure, it can automatically switch over to the other system. As a result, we are able to provide business continuity for transactional systems that need to perform every hour of the day. During the trading day its transactions and in the evening it's Big Data Analysis – big batch jobs crunching historical numbers and looking for changes to prepare for the next trading day."

"Without Open-E, our whole profit margin would be blown if we used a traditional vendor. Open-E enables us to stay true to our core values of using cutting edge technology so service level is high and pricing is fair to the customer; and the flexibility to implement our 'can do' attitude to deliver what our clients need to successfully run their business."

About Open-E

Open-E is a pioneering leader and developer of IP-based storage management software. The Open-E DSS product line is a robust, award-winning enterprise storage application which offers excellent compatibility with industry standards and is the easiest to use and manage. Additionally, it is one of the most stable solutions on the market and an undisputed price performance leader. Open-E counts for over 27,000 installations worldwide and has received numerous industry awards and recognition. Thanks to its reputation, experience and business reliability, Open-E has become the technology partner of choice for industry-leading IT companies.

For more information about Open-E and how you can implement a cost-effective, enterprise class storage system call the **Open-E sales hotline** at **+1 (678) 666 2880** or visit the company's website **www.open-e.com**