

CASE STUDY



Cloud migration is money
in the bank for financial
consulting company

ORGANIZATION:

[Catena Technologies](#) is a consulting and software company that works with banks and other financial institutions to implement technology solutions.

CHALLENGE:

Building, managing and securing infrastructure 24x7 for their customers while seamlessly scaling their delivery capability

SOLUTION:

Datapipe's Stratosphere Hosted Private Cloud

DATAPIPE

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FINDING THE PERFECT PARTNER

THE ORGANIZATION

Catena Technologies' main product, [TRACE Reporting™](#) is a trade repository software solution that captures, consolidates, enriches, transforms and provides regulatory reporting for over-the-counter (OTC) derivative trade, valuation and collateral information. The solution is used by a variety of financial institutions, such as banks, trustees, brokers, asset management & hedge fund firms.

TRACE serves as a gateway that manages the end-to-end flow of information between trading systems and trade repositories across multiple jurisdictions, enabling financial institutions to quickly address regulatory reporting requirements and while also enabling them to easily adapt to future changes.

THE CHALLENGE

Since 2013, Catena Technologies has offered TRACE as an off-the-shelf software product that customers can purchase and install on their own internal infrastructure. This has proven to be an efficient delivery approach for those customers who required only a lightweight version of TRACE to perform data transformation.

As more customers faced higher-volume trading requirements coupled with the mounting realization of the pain of manual reporting, they wanted a fully

automated version of TRACE that would make electronic submissions to the trade repository automatically and maintain a historical audit trail of submissions. This posed challenges to customers' infrastructure teams, as automatic submission and audit involves provisioning and maintaining databases, setting up and maintaining the connectivity to the trade repository, and managing a sophisticated workflow to integrate multiple source and destination systems. Some of these customers sought for help from Catena to host the TRACE solution for them.

Since TRACE is designed for use by financial institutions, customers are required to fulfill the guidelines and regulations mandated by the Monetary Authority of Singapore (MAS). MAS requires that such solutions run in a secure and isolated environment with an ensured level of security, availability and performance. This posed a challenge for Catena Technologies as they were not prepared to undertake the additional operational burden of building, managing and securing the infrastructure 24x7 for their customers.

In addition, as a leading trade reporting service provider in Asia Pacific, Catena Technologies also required the ability to seamlessly scale their delivery capability as they looked to grow into new global markets including Australia, Hong Kong and Europe.

ENTER DATAPIPE

The company initially turned to [Equinix](#), a market leading data center and colocation service provider operating over 100 data centers on five continents. Catena Technologies was pleased with Equinix's infrastructure, however, a collaboration with Equinix would require constant monitoring, management and support from Catena on behalf of its customers.

Equinix recommended Datapipe, [its first Platinum Partner](#) among its newly launched global [Channel Partner Program](#). Catena Technologies went through a proof of concept process with Datapipe and another potential partner. Datapipe's market leading capability, [award winning customer support](#) and local presence in Singapore allowed Catena Technologies to be more responsive to customer needs.

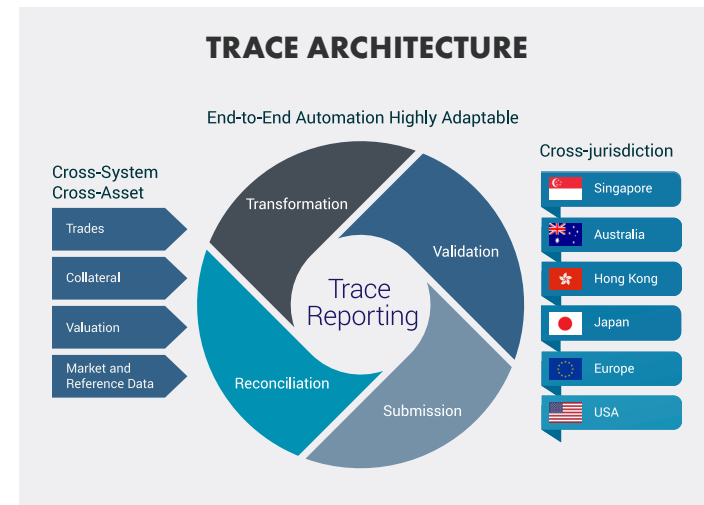
THE SOLUTION

Catena Technologies' TRACE software was already cloud-ready, and Datapipe's migration services which focuses on mitigating risk through extensive planning ensured a seamless transition to the managed environment. The largest issue was architecting a repeatable, scalable solution that aligned with MAS guidelines and regulations.

Datapipe proposed a production environment built on a VMware platform and hosted on [Datapipe's Stratosphere Hosted Private Cloud](#). This industry-leading managed private cloud solution provides the complete stack - computing, storage, security, network, and ongoing management - in a secure environment with industry leading SLAs.

Datapipe also maintains a disaster recovery site for Catena Technologies based in Hong Kong to ensure continuity of service in the event of a catastrophic disaster in Singapore.

In addition to infrastructure, Datapipe provides management and support of Catena Technologies' new production environment. Datapipe's award winning service delivered through 24x7 experts, covers physical and virtual server migration, security and performance monitoring, OS management and database management. Moreover, Datapipe's Managed Services are "all inclusive" providing Catena Technologies with predictable monthly costs and 24x7 access to high-valued resources like Database Administrators without additional charge. Datapipe was able to develop and deploy a customized, secure, managed solution to meet Catena Technologies' needs.



OPERATIONAL IMPACT

RESULTS & BENEFITS

- Lowered cost of acquiring customers
- Onboard customers and get them up and running more quickly while reducing challenges
- Opening up new functional possibilities for company's TRACE software
- New hosted solution has opened up a new business model for Catena Technologies

The solution has allowed Catena Technologies to reduce their operational burden and decrease time to market for their TRACE customers. Additionally, the hosted solution has improved operational efficiency and reduced in-house operational costs and risk. It decreases the time taken to get customers to a compliance-ready state, allowing Catena Technologies to onboard new customers and get them up and running faster than ever before. As a result, Catena Technologies experienced a lower customer acquisition cost.

Catena Technologies is now seeing a larger proportion of new customers opting for the hosted solution, as it takes away the burden of large infrastructure builds and maintenance, and improves software maintenance and support efficiency, effectively creating a new channel for sales opportunities. The hosted solution allows customers to have multiple end-users accessing TRACE software from different locations outside the organization.

"Offering a hosted solution has made us more competitive than other trade reporting vendors," said Aaron Hallmark, CEO of Catena Technologies. "Not only can we continue to offer our installed software, but we now have an efficient hosted solution aligned to the MAS requirements. We can spin up on-demand

for our customers in need of a hosted environment with ongoing management and support.”

Working with Datapipe to develop this hosted solution has opened up a new business channel for Catena Technologies. As many firms do not have the in-house IT capability to manage the TRACE software and the required infrastructure to host it on site, Catena Technologies can now offer a fully managed solution that reduces onboarding challenges.

Additionally, the hosted solution has opened up new functional possibilities for the TRACE software. The company is beginning to partner with the world’s leading financial information service providers to provide customers seamless reporting services in a hosted environment, and is even considering opening access to third party data submitters which will help drive revenue for the organization.

“Finding an experienced partner we could onboard as a trusted advisor in the cloud and hosted space, who could also take leadership over MAS outsourcing and TRM guidelines, was key.” said CEO Aaron Hallmark. “Regulation for cloud and hosted environments is a priority for anybody in the FSI space and ensuring compliance and meeting regulatory standards is what Datapipe does. We are glad to have partnered with them and look forward to a long and prosperous partnership.”

DATAPIPE

A next generation MSP, Datapipe is recognized as the pioneer of managed services for public cloud platforms. Datapipe has unique expertise in architecting, migrating, managing and securing public cloud, private cloud, hybrid IT and traditional IT around the globe. The world's most trusted brands partner with Datapipe to optimize mission-critical and day-to-day enterprise IT operations, enabling them to transform, innovate, and scale. Backed by a global team of experienced professionals and world-class interconnected data centers, Datapipe provides comprehensive cloud, compliance, security, governance, automation and DevOps solutions. Gartner named Datapipe a leader in the Magic Quadrant for Cloud-Enabled Managed Hosting.

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