



Investment Bank Cashes In By Hiring Savvis to Deliver Complete IT Solution

Business Challenge:

A newly spun off investment banking, research, and trading organization needed a comprehensive and cost-effective IT hosting and networking infrastructure solution implemented within an exceedingly short timeframe.

Overview

In 2005, a major international bank with a rich 90-year history decided to spin off its major investment arm through an initial public offering (IPO). The new publicly owned company was scheduled to be launched within a year as a complete standalone unit with 600 employees. The firm's client base was comprised mainly of small to mid-sized businesses (SMBs) that utilized its services for up-to-the minute merger and acquisition (M&A) advisory services, equity and debt financings, research, institutional sales and trading services, and asset management services. Most of this information would be delivered online, making a reliable IT platform essential, especially given customers' high expectations for performance and zero tolerance for failure. But at the time the spin-off was announced, there was no IT infrastructure or staff in place.

Opportunity

The new standalone firm was committed to building a business that would depend on having an utterly reliable and secure IT infrastructure, yet had virtually no in-house IT resources, and an exceedingly aggressive "go live" date looming. Since the tight deadline as well as severe cost constraints precluded the firm from building its own IT operations from scratch, it issued a request for proposal (RFP) to select IT infrastructure managed services providers.

Solution

Savvis submitted a bid that easily won the firm's business by developing a robust, yet cost-effective and flexible IT business plan that involved outsourcing the company's entire IT infrastructure and business applications to Savvis' state-of-the-art data centers. The plan included strategies for handling all of the firm's trading, research, database, Web, and email applications, as well as all network connectivity worldwide.

Company:

U.S.-based investment banking firm

Industry:

Financial Services

Savvis Solution:

Managed Hosting, Managed Network and Professional Services

Line of Business:

Providing research, brokerage, investment banking and asset management services

Target Market:

Small to mid-size businesses (SMBs) and institutional investors

Location:

North America, expanding into Europe and Asia Pacific

Specifically, the winning “Infrastructure-as-a-Service” solution that Savvis developed includes managed hosting and co-location services delivered at two data centers – a primary one and a failover one – that together housed more than 100 servers. Savvis also provides more than 14 terabytes of storage area network (SAN)/Utility backup and restore services. In addition Savvis manages the company’s 13 network sites around the globe, providing security services such as firewalls complemented by program and project management services.

Benefits

By selecting Savvis to manage its entire IT infrastructure, including managed hosting, managed network and mail, and managed security services, the newly established firm was able to hit the ground running, delivering reliable and secure online services to its corporate clients. Over time, the Savvis solution has delivered significant cost savings, technical excellence, operational efficiencies, and the ability to speed new products and services to market.

The Future

As the investment company has grown and evolved, Savvis has flexibly scaled to meet its changing business demands. Today, the company’s research and sales and trading services are provided to more than 1,000 domestic and international clients and it has a strategic long-term IT plan to implement virtualization and open source technologies. Whatever route they choose, Savvis will be an important and trusted advisor moving forward.

**For more information
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