



**Company:**

Scivantage

**Industry:**

Financial Services

**Line of Business:**

Software and services

**Target Market:**

Financial Institutions

**Location:**

Jersey City, New Jersey

**Summary:**

For more than 10 years, Scivantage has provided innovative Software-as-a-Service (SaaS) solutions to help financial companies facilitate transactions more efficiently. To deliver its products to a demanding client base, Scivantage needs IT infrastructure that is reliable, secure, scalable and always available. Colocation and hosting services from Savvis have enabled Scivantage to focus on its core software business, attracting new clients and spurring rapid growth.

## Scivantage Experiences Rapid Growth and Speeds Time to Market with Savvis

### Overview

Scivantage provides web-based front- and middle-office technology solutions designed to simplify, automate and lower the cost of financial transactions. From trade processing and account management to comprehensive cost basis reporting and automated account opening, maintenance and funding, Scivantage enables financial institutions and financial professionals to dramatically improve productivity, strengthen customer relationships and reduce operational costs. Scivantage's proven, back-office independent solutions offer a full suite of powerful applications that span the workflow of financial professionals and support the complex investment needs of the retail investor. Founded in 2000, the company now serves more than 50 leading financial clients, including three of the top six U.S. banks and seven of the top 25 U.S. brokerages. Recently recognized by the Inc. Magazine as one of the fastest growing companies in the U.S., Scivantage employs over 160 staff members at its offices in Boston, New York City, and its headquarters in Jersey City, New Jersey.

### Business Opportunity

With more than a decade of experience serving the ever-changing financial sector, Scivantage understands that some things remain constant. Chief among them is the need for scalable IT infrastructure that is always secure, reliable and available. "In the financial services industry, you have to host operations in a data center that is up and running 24/7," says Mike Felice, Manager of Technology Infrastructure at Scivantage. "There's just no getting around that fact."

According to Felice, data center build-out and management is not one of their core competencies — nor should it be. "Our core business is developing and delivering innovative software and superior service to clients, and that's where we want our focus to stay," he says. "There are many factors to consider in the data center environment including hardware, redundancy, generators and more. Savvis offers us the ability to scale quickly and achieve a global presence to support our client needs."

With this in mind, Scivantage turned to Savvis — one of its longtime technology solutions providers — for hosting and colocation services. “Given our prior experience with Savvis, it was an easy decision,” says Felice. “We knew we would be getting all of the benefits of the world-class enterprise data center environment that Savvis Markets Infrastructure provides without having to manage it ourselves.”

## Solution

Over the years, Scivantage has relied on Savvis’ broad portfolio of products and services to meet its changing technology needs. Shortly after the company was founded, Scivantage utilized Savvis’ managed services, such as managed security and back-up, plus internet and general network access. As the company expanded its Software-as-a-Service (SaaS) offerings, Scivantage again chose Savvis for hosting and colocation. “The combination of services and capabilities that Savvis provides has been perfect for us,” Felice says. “Savvis Markets Infrastructure gives us the flexibility and scalability to pick what solutions are required for Scivantage, and most importantly our clients, at the right time.”

The company colocates its data in Savvis’ premier financial services data center complex in New Jersey. “We recently took a client to tour the data center, and they were very impressed with all of the security measures they saw,” says Felice. “Even without a tour, our clients know that Savvis has a reputation for strong security and compliance — for instance all their facilities are SAS 70 audited and they are committed to satisfying the replacement SSAE 16 certification. When we say Savvis provides our hosting and colocation, we send a clear message that we take data center security very seriously.”

For Scivantage’s Infrastructure team, the quality of support that Savvis provides has also been critical to keeping Scivantage’s operations running smoothly. “Everyone we’ve worked with at Savvis, from sales executives to sales engineers, has gone above and beyond to help us deliver our solutions efficiently,” Felice says. “The high-level of customer service we’ve gotten is one of the best features that Savvis provides — evidenced during Hurricane Irene in August 2011, when Savvis suffered no outages and proactively kept us informed of the situation at their facilities.”

## Benefits

With Savvis’ hosting and colocation services, Scivantage has been able to focus on its core software business and support significant company growth. “The faster we get to market, the faster we realize revenue and the faster our clients can service their end users,” Felice says. “Savvis helps us get out in front and get there quickly, a fact that gives us the edge over our competitors. Additionally, Savvis offers an excellent quality to cost ratio, and we feel like we’ve received great value for our investment.”

As Felice points out, collaboration with Savvis has been essential in helping Scivantage meet its aggressive timelines. “Over the years, Savvis has helped us streamline processes at their data centers to bring our services to market very quickly,” he says. “Savvis’ rapid execution time, reliability and superior customer support have made its solutions an integral part of Scivantage’s infrastructure for many years.”

## Future

Looking ahead, Scivantage plans to continue exploring new ways to utilize the Savvis portfolio of products and services to expand even further. “We’re always looking to reduce costs, increase efficiency and deliver better service,” Felice says. “In the coming months and years, we’re excited to continue working with Savvis to discover new ways to improve processes and service our clients more effectively.”

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**- Mike Felice  
Manager, Technology Infrastructure  
Scivantage**

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