



## Wall Street Systems Boosts SaaS Success with Help from Savvis

### Business Challenge

A global provider of treasury, trading and settlement software needed a seamless transition to a Software-as-a-Service (SaaS) platform to enhance their award-winning client solutions.

### Overview

Wall Street Systems is a leading provider of corporate and bank treasury, central banking, FX trade processing, and global cross-asset back-office software. Founded in 1986, it is renowned for its integrated and scalable solutions that improve efficiency, workflow, and control of critical financial operations.

With a sterling reputation for delivering service excellence, Wall Street Systems currently serves more than 300 clients worldwide, and its software powers millions of transactions representing trillions of dollars every day. The winner of numerous industry awards, Wall Street Systems counts among its clients Bank of Tokyo-Mitsubishi UFJ, Bank of New York, Citibank, Nordea, Royal Bank of Scotland, GE Capital, Porsche, Merck, Philips, Procter & Gamble, BP, and other leading global enterprises.

### Business Opportunity

In 2006, Wall Street Systems made a strategic shift in direction. Previously, it had sold its products under a standard licensing model, with customers installing, managing, and maintaining the software at their own premises. Recognizing that the software industry as a whole was rapidly moving to the new Software-as-a-Service delivery model, Wall Street Systems decided to offer SaaS versions of its award-winning solutions. "We saw a market opportunity, and felt we could deliver better, more robust, and better managed solutions by going with the SaaS model," said Mark Tirschwell, Chief Technology Officer of Wall Street Systems.

Wall Street Systems had two choices: it could attempt to build and maintain an IT infrastructure capable of supporting the SaaS model itself, or it could outsource its infrastructure to a managed hosting services provider. "We didn't want to get into the infrastructure management business - that's not our

### Company:

Wall Street Systems  
[www.wallstreetsystems.com](http://www.wallstreetsystems.com)

### Industry:

Technology

### Line of Business:

Provides corporate, bank and central bank treasury, FX trade processing and cross-asset back-office solutions.

### Target Market:

Corporations and banks with complex financial transaction processing requirements

### Location:

New York, London and Singapore

### Summary:

The Company wanted to offer its clients a SaaS delivery model, and sought a world-class, managed infrastructure services provider to host its systems, databases, network, and security. By choosing Savvis as a provider for all its infrastructure, Wall Street Systems is succeeding in the fiercely competitive SaaS marketplace by delivering reliable, scalable, mission-critical solutions to its highly demanding client base.



strength as a company,” said Tirschwell. “We preferred to hand over those tasks to experts, and focus our internal efforts on delivering the best trading and treasury management solutions possible to our customers.”

Wall Street Systems embarked upon an exhaustive evaluation of leading data center outsourcing vendors. Among other things, it was looking for a managed hosting provider that had a cost-containing utility computing model; owned and operated its own equipment; provided frequent technology refreshes; and had been successfully SAS 70 Type II audited.

“At the end of the day we chose Savvis because it met all of our requirements and then some,” said Tirschwell. “Obviously, cost was an issue, but security and compliance were also important, as was the compatibility of our cultures.”

### Solution

Today, Wall Street Systems subscribes to a broad range of Savvis services, including managed hosting; managed network; and managed security, including firewalls, network intrusion, and other services to keep Wall Street Systems’ applications and data safe. “One of Savvis’ many strengths was its rich portfolio of managed services that spanned hosting, network, and security functionality,” said Tirschwell. “I don’t think there’s anything Savvis offers that we don’t use.”

Scalability was also critical. As Wall Street Systems was uncertain of what demand would be for the SaaS versions of its software, it needed flexibility from its hosting vendor. Savvis easily accommodated that. “A key aspect of our infrastructure design was the ability to use off-the-shelf technology components that would be easy to swap in and out as needed,” said Tirschwell. “Savvis has delivered this. All I have to do is call up my Savvis account team and tell them what I need, and it’s done.”

### Benefits

As a direct result of outsourcing its infrastructure to Savvis, Wall Street Systems is able to offer its customers more stable and reliable solutions than typical in-house deployments, which significantly boosts its competitiveness in the SaaS marketplace. “We can offer our customers faster implementation times, quicker upgrades, excellent 24/7 support, and an overall lower total cost of ownership (TCO),” said Tirschwell.

Indeed, depending on the product, customers can reduce TCO by as much as 55 percent over traditional software implementations, he said. The fact that Savvis runs Class A data centers that have been SAS 70 Type II audited, and that it provides customers full transparency and control over operational controls through its Savvis Portal helps Wall Street Systems meet their compliance mandates such as Sarbanes-Oxley. “Then there’s the full disaster recovery and the highest possible levels of uptime, availability and responsiveness that we can offer our customers thanks to the Savvis uptime guarantees,” said Tirschwell. “All these things are extremely important to our ability to close sales, because any downtime at all would be disastrous for the types of companies we do business with.”

### Future

Despite the economic uncertainty in the world at large, Wall Street Systems is expanding, and is looking forward to strong sales of its SaaS solutions in 2009. To that end, it has plans to significantly increase the number of servers hosted by Savvis in the next twelve months. “We are confident we can meet market demands due to the infrastructure services Savvis delivers,” said Tirschwell.

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**– Mark Tirschwell  
Chief Technology Officer  
Wall Street Systems**

**For more information  
about Savvis, visit  
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