



Application Delivery Case Study: *Package Selection*

LARGE FINANCIAL SERVICES INSTITUTION

COMPANY OVERVIEW

This large financial institution provides a wide range of products and services, including banking, investment and asset management, to a worldwide individual and corporate customer base.

THE CHALLENGE

Faced with growing foreign exchange (FX) demand worldwide, the company sought to replace its legacy FX trading platform. The system could no longer scale sufficiently to meet projected transaction volumes across all 32 sites worldwide and did not offer new functionality that the evolving business required.

Time-to-market for the company was critical, both operationally and practically: support for the platform's legacy hardware was scheduled to be discontinued, creating an additional driver for replacement.

THE SOLUTION

The company chose TwoFour Consulting to lead the vendor evaluation process to select a new FX trading package.

TwoFour Consulting worked closely with the client to define a comprehensive set of system requirements based on the existing software's functionality and projected new business needs.

TwoFour Consulting then evaluated a number of trading platform packages against the defined requirements and created an objective 'score card' classification system for rating vendors. 'Score card' results were used to make recommendations for system selection and implementation planning.

COMPANY PROFILE

Large Financial Services Institution

One of the world's largest banking, investment and asset management services and products organizations

CHALLENGE

Modernize legacy foreign exchange (FX) trading platform to meet scalability and flexibility requirements

SOLUTION

Conduct comprehensive functionality requirements analysis and perform vendor evaluation and selection process

BENEFITS

- Comprehensive documented analysis of current and foreseeable functionality requirements to guide package selection
- Highly-structured, reusable package evaluation and selection methodology
- Auditable 'score card' classification system for evaluating and selecting vendors

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THE BENEFITS

By conducting a detailed analysis of new system requirements, TwoFour Consulting provided the client with the necessary framework for future growth and development of its FX trading business.

TwoFour Consulting's extensive financial sector expertise, technical knowledge and experience with package selection methodologies resulted in a highly-structured evaluation and recommendation process that is both reusable and repeatable.

"TwoFour Consulting's special 'score card' classification system provided the client with a practical solution for evaluating potential trading platforms against system requirements."

Jason Cohen

Senior Consultant, TwoFour Consulting

ABOUT TWOFOUR

TwoFour provides technology-enabled business solutions to leaders in the financial services industry. Headquartered in New York, TwoFour is a privately held professional services and development company that has enjoyed continuous growth and profitability. We are committed to:

- Delivering innovative solutions that solve our clients' most pressing problems;
- Anticipating and preparing clients for the impact of future industry dynamics on their business; and
- Acting as a strategic partner to leaders in the financial services industry, offering cutting edge, value-added counsel and services.



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