

## Fintech company saves \$2 million on data centre and infrastructure upgrade

When a major fintech company needed to consolidate and build key strategic data centres across EMEA and the USA, it faced a major blocker.

Its existing platform was built on architecture that relies on an obsolete piece of hardware. Re-engineering the solution would have been too expensive – so the company turned to Insight for help.

Insight delivered a solution that enabled the client to expand its existing architecture on time and within budget and provided ongoing support to minimise downtime and give peace of mind.

### The Challenge

A leading financial market data company was looking to consolidate and build key strategic data centres across EMEA and the US to and upgrade its WANs, networks, and clusters to cater for surging end-user client demand.

However, a key component of the specific standardised architecture that the client had built its key platform on had become obsolete. Re-engineering the solution to avoid the need for the hardware component would have cost millions and caused unacceptable delays. The organisation, an existing Insight client, was therefore looking for an alternative approach that would enable it to expand its data centres while continuing to use its key platform.



### Quick Overview

#### Client:

A global provider of financial market data.

#### Size:

The company has more than 5,000 employees and serves 40,000 financial institutions in approximately 190 countries.

#### Challenge:

To source, install and provide support for an obsolete component that the client needed to maintain and scale up its data centres.

#### Insight Solution:

OneCall for Cisco

## The Solution

After extensively evaluating the situation and researching the resourcing options, Insight proposed a solution that would enable the client to futureproof its data centres without having to change the existing architecture and design.

Working with selected partners, Insight agreed to source and provide the obsolete components, along with an equal number of spares, as part of the three-year managed support service: OneCall Cisco support.

As part of the service, Insight directly supplied around 34 components and manages them on the client's behalf in all its data centres in EU and USA.

Insight also manages the safe and secure disposal of expired components according to environmental and security standards set by the client.

## Key Benefits

- The client saved \$2 million by futureproofing its existing architecture rather than building anew.
- The solution enabled the client to consolidate and build new data centres much more quickly, in time to meet business objectives.
- Insight's comprehensive maintenance support package gives peace of mind that key hardware is supported, and that downtime will be minimised.
- The client now has a robust network allowing for future expansion of its data centres.
- The upgraded infrastructure enables the client to expand and to deliver a better service to existing customers.

## The Results Highlights



Cost savings of more than \$2 million.



Rapid implementation of improved business infrastructure.



A three-year support package for business-critical hardware.



A robust, future-proofed network capable of further expansion.