



Wholesale brokers, Martin Broker, saves £63,000 per annum by switching its managed online back up service to Oncore IT

Project introduction

With its headquarters in the City of London, Martin Brokers is the world's longest standing wholesale broking firm. Its customers are financial institutions such as banks, pension and hedge funds, as well as insurance companies.

Martin Brokers provides international access to the best rates for a range of financial products, such as long and short-term financing, commercial paper, certificates of deposit, forward foreign exchange, bonds, medium term notes, private placements and derivatives. These all rely on the company's IT infrastructure to provide robust and always-on access to continually shifting market data.

Scott Martin, Martin Brokers' IT manager, commented: "Our employees all pay for their own IT services, so we needed to give them the assurance that the business could continue to run in the event of a disaster through a failsafe yet affordable online backup system. With 12 employees in our IT department, we have the capacity to implement online back up in-house, but this would be expensive. I wanted to find a technology partner who provides best-of-breed software and corporate class managed services, but at a fraction of the cost compared to an in-house implementation."

Choosing Oncore IT, the cloud Managed Services Provider

"After approaching a number of service providers, Oncore IT immediately stood out due to its massive cost savings of £63,000 per annum compared to our previous online back up supplier," commented Martin. "Combined with the provision of a hands-on account manager, plus the ability for us to access back up reports at anytime, Oncore IT's Online Backup service was the obvious choice."

All client data is backed up to Oncore IT's network operations centre located in its tier 4 data centre in London, with information replicated to a similar facility offshore in Amsterdam.

The service is monitored on a 24x7 basis to ensure all back ups are successful, with Oncore IT system engineers proactively managing the process to ensure minimum downtime and business continuity.

Further benefits of the Oncore IT solution which Martin Brokers viewed as key include:

- The 'agentless' nature of the back up software which removes the need for an agent to be installed on every server;
- The flexibility of being able to archive data going back as long as seven years;
- A 4:1 data compression ratio which reduces storage costs;
- Compliance with laws such as the Markets in Financial Instruments Directive (MiFID) legislation from the FSA.

The solution

Oncore IT first implemented a trial for Martin Brokers with a view to signing a contract after 3 months, but this was changed to a full service contract given the company's confidence in the service.

Among the business critical applications backed up and archived by Oncore IT are emails, databases, spreadsheets, CRM tools, and BOSS, a ticketing system used for daily brokerage volume reports, and Vantage, a market data system that provides brokers with essential reports and analysis from Reuters.

On a daily basis, this mass of data is backed up securely by Oncore IT almost as soon as it is produced to ensure information is always up-to-date. In order to provide a record of key operations and to comply with data storage legislation, Oncore IT uses Back up Lifecycle Management techniques to intelligently store Martin Brokers' data for up to seven years at a lower cost than short-term storage mediums.

Oncore IT also backs up Martin Brokers' geographically dispersed remote offices data, removing the need for local backups at these locations and speeding up the recovery of lost data to any office location.

Tangible results

Martin concludes, "Oncore IT has implemented a commercially viable online backup service with enough proven resilience to reassure my managers that all IT systems would be immediately available if disaster were to strike. Additionally, I am convinced by the bottom-line cost savings of the service and know that the flexibility is there for me to adjust the backups when necessary to suit our needs."

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About Oncore IT

Oncore IT is a cloud Managed Service Provider with vast experience delivering and managing critical IT infrastructure for clients operating from state-of-the art tier 4 datacentres in the UK and Europe. One of only 10 tier 1 bandwidth providers in the world, clients get unparalleled connectivity, super fast system performance, unmatched reliability and total security.

Oncore IT offer a variety of hosting, co-location and cloud-based managed services all guaranteed by class-leading service level agreements and solutions looked after by professional, dedicated account managers and technical experts.

Oncore IT excels in designing, implementing, and managing scalable, high performance, low latency infrastructure so its works faultlessly, fully supporting line of business applications no matter what size of company or industry.

PCs, servers, firewalls, security, Internet connectivity, remote access, online data back up, anti spam, virus protection, email and office applications, along with business continuity, remote monitoring and 24/7/365 technical support – that's what we mean by infrastructure.

Oncore IT makes infrastructure work because that's what makes businesses work. That's why year after year, 95% of customers renew their contracts with us.

For more information, please visit the web at www.OncoreIT.com or call 08450 541122.