

FinTech  
Connect –  
Digital  
Disruption



# Ecosystem Integration

## Expanding Ecosystem Adds Complexity

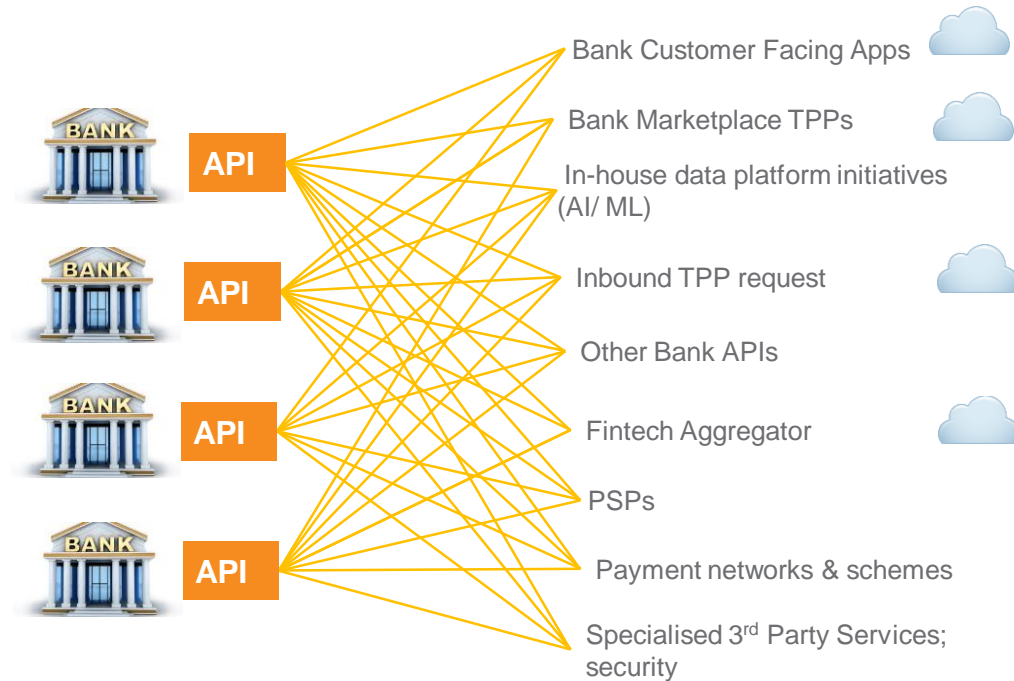
- Stream of new partners to integrate
- Slow time to market
- Bilateral connections take time, absorb resources, your costs scale

## Cloud Based TPPs

- Your partners are cloud native
- Multi-cloud access required
- PISP transaction time-outs

## Unstable, Unreliable Internet Links

- Poor end-user experience / lost revenue
- High Latency times
- Inadequate monitoring & control of network
- Threat of open attack surface (DDoS)



# Platinum Partner Status



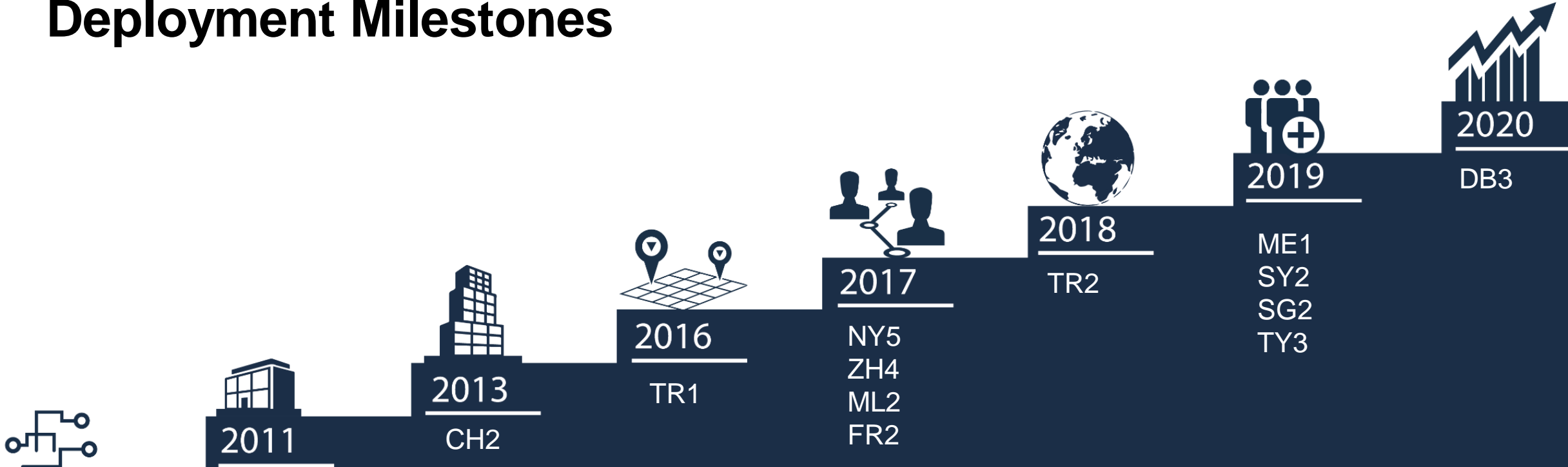
“Our Platinum Partner status with Equinix represents the culmination of many years of collaboration, innovation and service excellence. From latency sensitive clients seeking the latest liquidity sites and global colocation infrastructure, to organisations embarking on multi and hybrid cloud strategies, Equinix has facilitated the continuous development of Options’ pioneering service offering and full suite of enterprise grade solutions. We are delighted to have reached such an important milestone in our relationship with Equinix and look forward to our combined continued success.”

*Stephen Morrow, Options COO*

“Financial services companies increasingly require their IT providers to have compelling offerings to meet their digital transformation needs for today with a path for the future. Options continues to innovate for their customers by leveraging the latest solutions available to support these initiatives, like Equinix Cloud Exchange Fabric to support cloud adoption, in key markets around the world on Platform Equinix. We are excited to see them achieve Platinum Partner status and wish them continued success.”

*John Knuff, Equinix Global VP Financial services*

# Deployment Milestones



15+

Options Equinix Deployment Milestones

# Options Equinix Footprint



**250+**

Customer deployments  
across Equinix global footprint



**1500+**

Connections to third parties  
across Equinix global footprint



**190**

Contracted racks



**300%**

Growth in last 3 years



**38%**

Data centres



**50%**

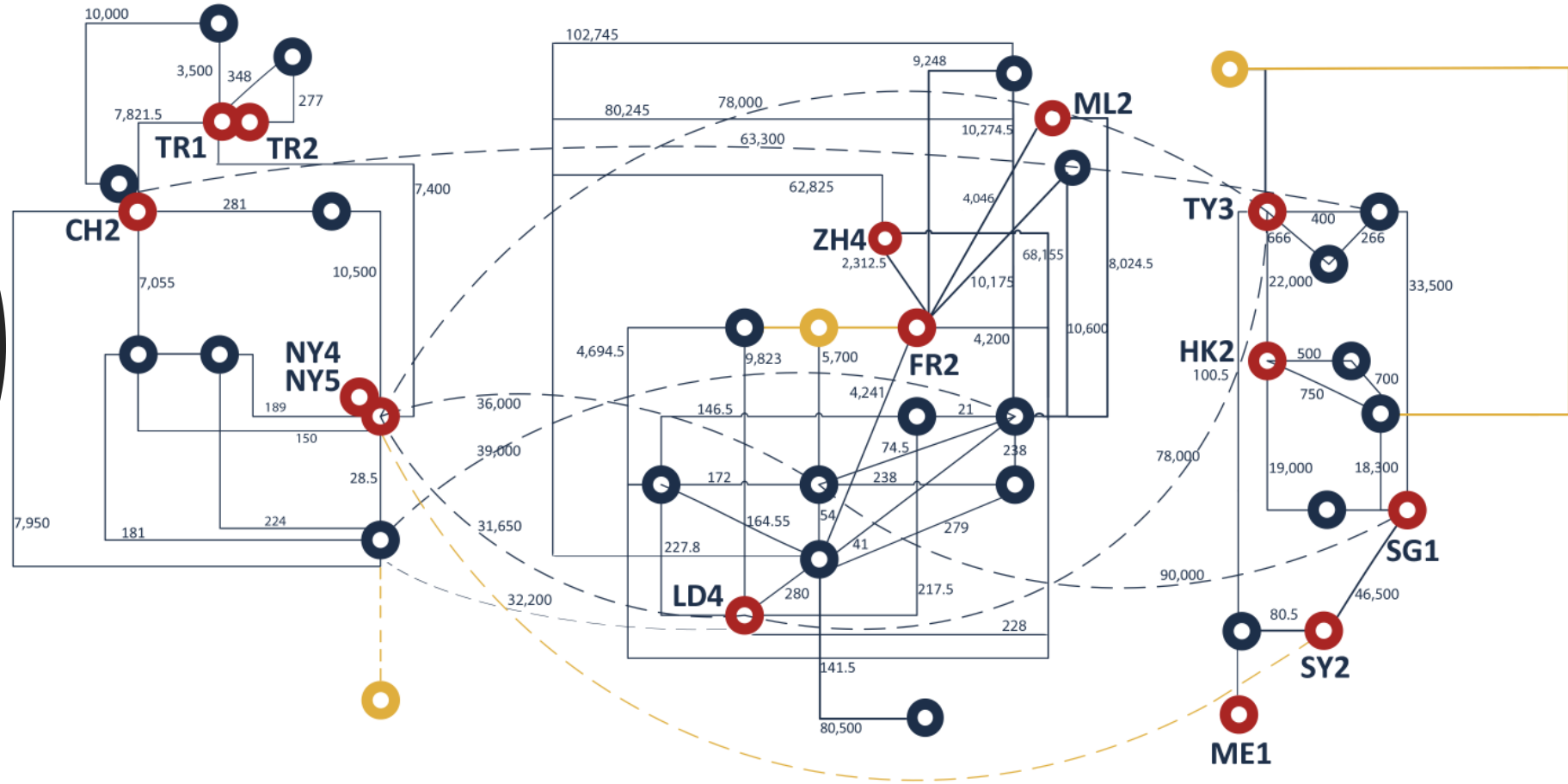
Global rack footprint



**SY2 & ME1**

Latest deployments

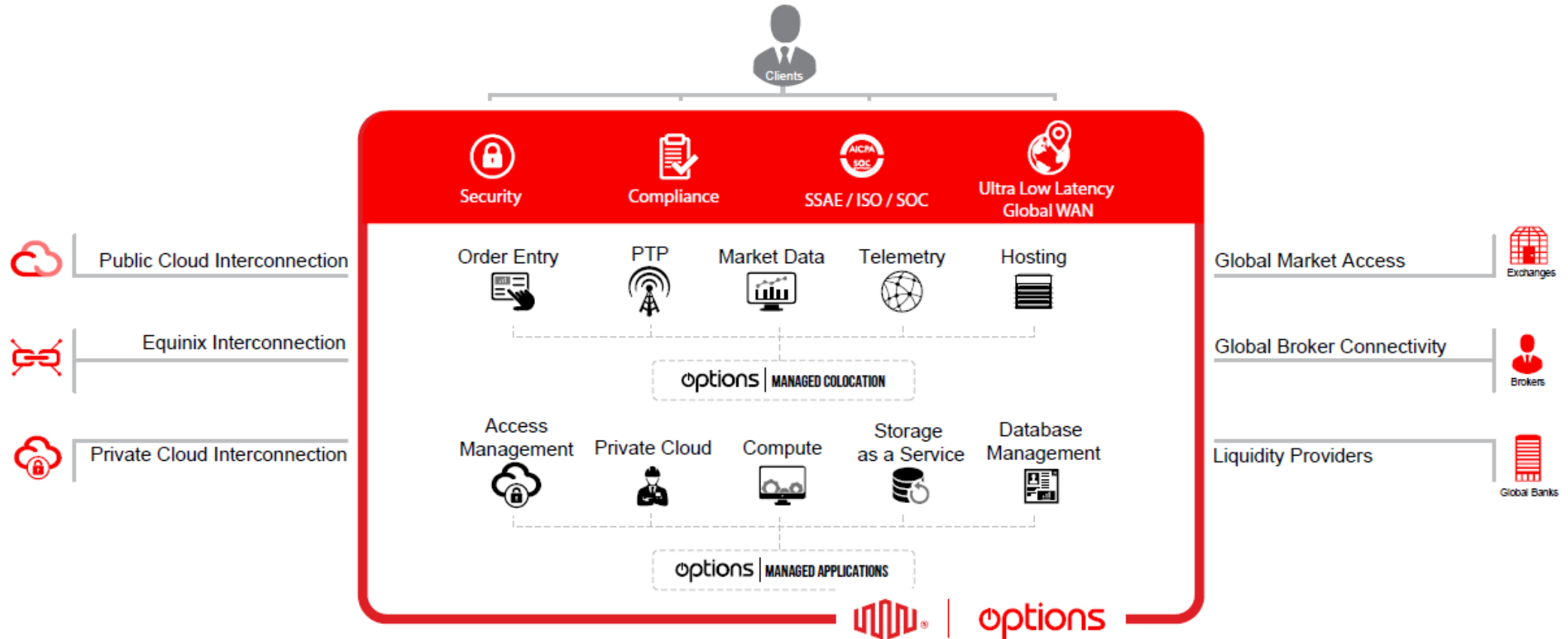
Options  
Global  
Financial  
Network  
Deployment



■ Equinix sites deployed    ■ DC deployment in progress / planned 2020    XX One way latency (microseconds)    - - - Intercontinental connectivity

# Adapting to meet the new landscape

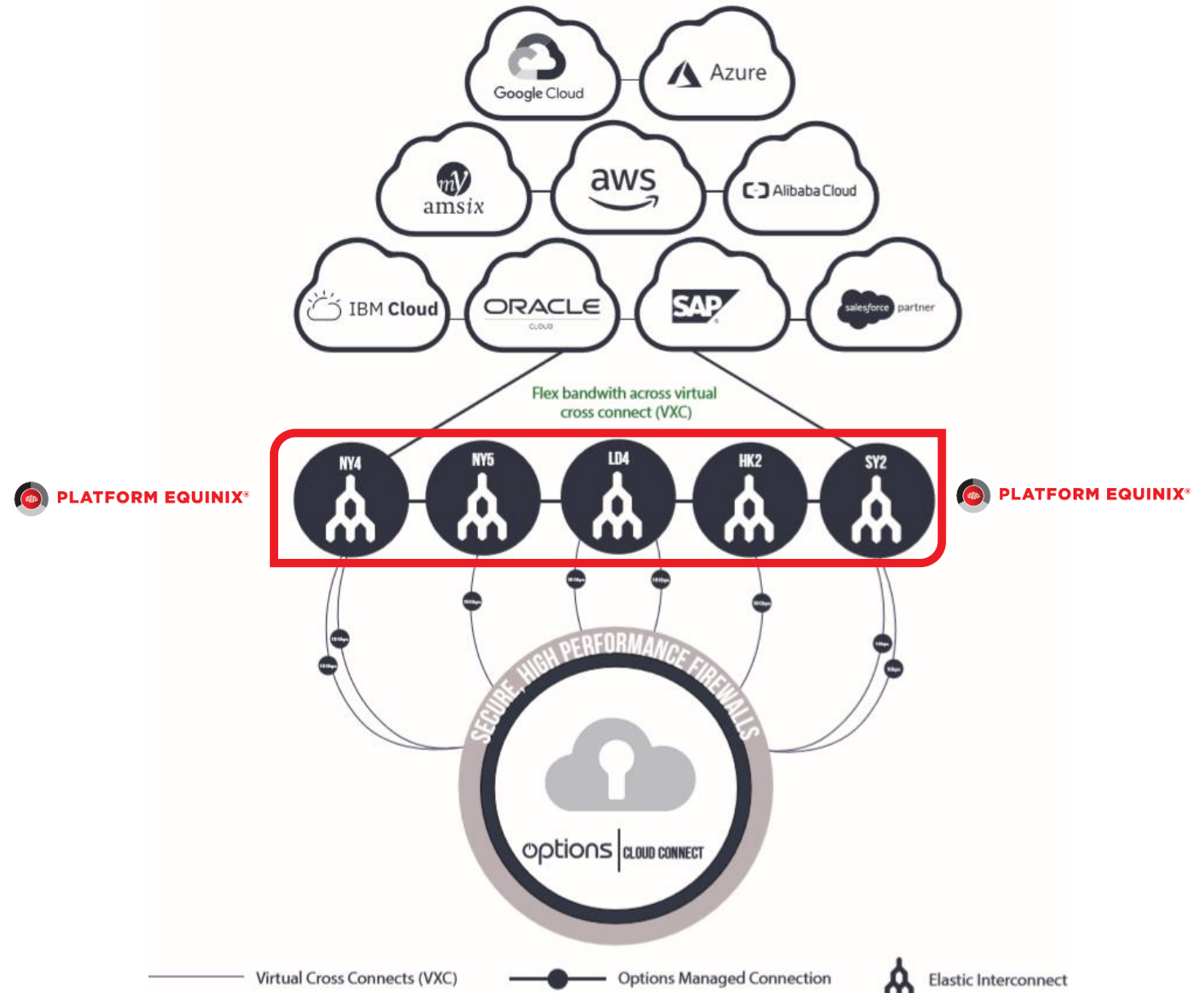
Products, Partners and Eco-Systems



Logo may need changing but think this should allow us to flow through how we are changing to meet new needs of customers etc etc

# Hybrid Cloud

Products, Partners and Eco-Systems





# Client Success Stories



## Why Options?

### Single Vendor

Client needed to leverage a single managed service provider to undertake a complex design and build exercise

### Agility

Customer worked with Options to design and build high-performance trading platform in a matter of weeks

### Hybrid Cloud

Complex high-performance server & network design, comprising derivatives market connectivity and integration with AWS customer front-end.

## Client Challenge Profile

- Incubator-backed software firm developing derivatives trading platform
- Offering global derivatives market coverage, payment in BitCoin
- Required high-performance market access and public cloud integration
- Low-latency market data/execution platform, linked to AWS-hosted customer web-front end
- Core build in <1 month
- Hosted in US and UK data centres

# Client Success Stories



## Why Options?

### Performance

100Gb trading backbone.  
PTP for ultra accurate time-keeping

### Speed to Market

Customer needed to be live and have DR tested exchange by end Nov 2019 ahead of competition.

### Segregation

Production env highly segregated for security, using custom network design for their application.

## Client Challenge Profile

- SEC-regulated firm launching US stock exchange
- Searched for managed service partner with sufficient depth of expertise
- Time-to-market critical in order to beat other exchange launches in 2020
- Custom high-performance, low-latency 100Gbps Arista switch architecture with heavy emphasis on segregation, security and telemetry

# Client Success Stories

## Soon-to-launch exchange

### Why Options?

Complex  
network  
design

Combination of low-latency trading, web security, load-balancing and public cloud integration all handled by Options

Speed to  
Market

Customer competing with 2 others to launch first US crypto futures market

Hybrid  
Cloud

Internet, public and private cloud all meshed to provide crypto futures market solution

### Client Challenge Profile

- Aiming to launch first crypto futures market that pays out settles in crypto
- Production environment designed for low-latency trading
- Direct connectivity for institutional clients
- Web connectivity for individual customers
- AWS integration for contract clearing

# Options – Delivering at Scale

How do we...

The Automated Solution

Turn up 50, 100, 500 x-connects per month?

**Options BGP Bot**

Monitor 1,000,000 servers?

**Options Power Nagios**

Support 50,000 users?

**Options Power Support**

Auto build 10,000 net devices?

**Options Device Builder**

Handle mass application deployment?

**Options Power Packager**

Handle industrial server patching?

**Options Power Patch**

Handle global market data providing and reporting?

**Options MDRP**

Handle monitoring at the speed and scale of big data?

**Options Splunk and Big Data Automation**



# Summary

- The landscape has significantly evolved over the last 5 years - **Open Banking, PSD2, SAAS, Cloud both public and Private, Outsourced middle and back office.**
- Equinix and Options have morphed their offering for Fintech audience – **Products, Partners, Eco-Systems.**
- Market has adopted a cloud-first approach - **it's not a choice of public or private – a number of factors will steer your decision-making**
- Hybrid Cloud provides best of breed service to maximise - **Security, Control, Performance, Speed.**

options |  EQUINIX