



A PERPETUAL EDGE ON GROWTH

How Tectrade is enabling fintech applications to run as-a-service in private and public clouds – freeing users from capex infrastructure investment.

Our client: JHC is a leading provider of innovative wealth management solutions. JHC’s Figaro and Neon applications include trading, asset management and settlement systems for brokers and investment managers.

JHC OUTCOMES DASHBOARD

60

More than 60 financial institutions utilise JHC software every day – either on site, or as a managed service.

\$195bn

Total assets under management exceed \$195bn. AUM per client ranges from \$130m to more than \$20bn.

50,000

JHC’s Figaro front, middle and back office solution successfully supports over 50,000 trades every day.



CONTEXT

JHC offers clients a fully-integrated front-to-back office solution with a web interface for client and agent access. In a traditional ISV model, the client would be responsible for the underlying IT environment, but today’s wealth managers don’t want to be hindered by investment in IT infrastructure and operations.

GOAL

JHC wanted to increase its client base by removing the need to purchase additional infrastructure and conduct regular upgrades to run its applications.

By adopting a cloud model, JHC would be able to offer an innovative service based on a managed hybrid cloud environment that’s resilient, accessible and highly secure.

CHALLENGE

JHC recognised that clients’ success and growth depends on access to innovative, agile and cost effective solutions.

JHC decided to offer a software-as-a-service (SaaS) model that can change as clients’ business grows.

By delivering excellent IT services, reducing operational risk and costs, JHC will enable firms to concentrate on managing the relationships with their clients.

SOLUTION

JHC selected Tectrade as a cloud partner – initially to host the Figaro application in a monitored and managed environment that is easy to configure, scalable and protected with enterprise-grade cyber security services.

The private PowerCloud offers a secure platform based on latest IBM Power Systems as well as Windows and Linux-based virtual machines, together with tiered storage and data protection services.

Tectrade’s cloud services allows JHC to focus on delivering the value of their wealth management software and digital transformation services to their clients with the confidence that the underlying systems are available 24x7 - operated by a trusted partner who understands how digital assets behave in commercially critical environments.

OUTCOMES

The success of offering Figaro from the PowerCloud encouraged JHC to launch their Neon platform as a SaaS model only. This has opened up new markets for JHC which is having a positive return on sales revenues and market share.

As further recognition of the impact of this initiative, Tectrade was the winner of the ‘Best Enterprise MSP Project’ award at the Managed Services & Hosting Summit held in London. Nominated by IBM, the work with JHC demonstrated a project where significant business advantage is delivered to an organisation through technology and service innovation.

JHC has the flexibility to offer both private cloud or public cloud models to meet client requirements.

“SAAS CLOUD SERVICES ALLOW COMPANIES TO BREAK AWAY FROM COSTLY SYSTEMS THAT LACK AGILITY, AND INSTEAD SCALE TECHNOLOGY UP OR DOWN AND COMPLY WITH CONSTANTLY CHANGING REGULATIONS WITH SPEED AND EASE. WE ARE DELIGHTED TO BE ABLE TO OFFER THIS WITH OUR CLOUD PARTNER’S SUPPORT.”

John Blackman,
Chief Executive Officer,
JHC



Tectrade

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