

### Global Leader in Derivatives and Trading Systems Turns to Net Optics Director™ to Drive Network Performance Monitoring and Data Analysis

*Meeting the challenges of a split-second trading environment underlies the Company's choice of Net Optics to drive productivity and optimize reliability of its resources*

#### Director



**Industry:**  
Financial Services

**Objective:**

Drive higher network performance in multiple data centers; improve network monitoring and data analysis, gain insight into IT health, and increase overall business efficiency and return.

**Approach:**

Implement Net Optics Director Data Monitoring Switch throughout the Company's worldwide data centers to perform monitoring and data analysis for derivatives professionals.

**Technology Improvements:**

- 100 percent visibility across multiple data centers
- Enhanced ability of monitoring tools to handle traffic
- Monitoring flexibility due to Director's high port count
- Ability to aggregate, regenerate, switch, and filter traffic at line speed
- Daisy chain function allows scalability to 380 ports in a system
- Superior availability from improved monitoring and threat interdiction

**Project Outcomes:**

- Dramatically improved network performance for high-speed transactions
- Enhanced monitoring efficiency across multiple data centers
- Significant cost savings due to Director's superior flexibility, compact footprint, energy efficiency, and advanced environmental features
- Higher levels of customer satisfaction
- Business growth enabled by streamlined technology



Established in Europe in 1994, this independent software solutions provider ("the Company") rose to leadership by enabling one of the market's most dynamic, competitive activities—derivatives trading. The Company's high-performance software supports derivatives transactions known for their high stakes and complexity.

Customers relying on the Company's groundbreaking software include the world's premier international investment banks, brokers, hedge funds, proprietary traders, Commission Merchants (FCMs), and other trading institutions. Since the early 2000s, the Company has expanded its global influence, increasing the number of exchanges it serves and expanding its presence with new offices in North America, Europe, Australia, and Asia. Along with this geographic and business growth, the Company has added substantial technology resources to solidify its market leadership, forge new partnerships, and increase international visibility.

The Company's flagship order-entry platform connects traders to the world's largest derivatives exchanges. Distinguished by single-click trade execution and high-speed connections to futures exchanges, the software performs key transactions in response to real-time details. A recent upgrade delivers even higher capabilities and greater sensitivity to the ebb and flow of crucial vertical market factors. The Company's fully managed hosting solution stabilizes systems and speeds trade execution using hubs located close to major U.S. and global exchanges. The value and innovation of this software has earned the Company trading awards four years in a row, and the Company continually enhances the functionality and reach of its offerings with upgrades and new services that reinforce its market leadership.

#### Empowering the Data Center to Conquer Latency Challenges and Perform Optimally

The Company maintains fully redundant data centers in the U.S. and worldwide to increase the stability of its trading platform and accelerate customer access to international futures markets. The proximity of its architecture enables the Company to host server-based execution tools as close as possible to exchange-matching engines. This capability speeds transactions and supports the intensely high performance demanded by this particular type of trading activity.

Network performance within the Company's vital data centers is business-critical. Global financial institutions rely on the Company's platform to conduct transactions on behalf of their own customers, so an exceptional solution was required—one with the scalability, robust architecture, and flexibility to perform reliably under extreme pressure. When the Company decided to invest in improving network performance, it turned to

"Our company is at the heart of trading activity in today's white-hot derivatives arena. All of our research confirmed Director as the ideal solution for providing our traders the highest network performance and reliability."

one monitoring access vendor, Net Optics, and one solution, Net Optics Director, to deliver the IT visibility, insight, and control essential to peak performance in network monitoring. The Director Data Monitoring Switch has proven its ability to improve traffic monitoring and increase network visibility in the most intensive environments. Director is enabling the Company to increase its network monitoring and perform the instantaneous data analysis that is at the core of its offering.

### Director Increases Data Center Efficiency While Controlling Costs

In extensive testing, Director not only outperformed its rivals, but also lowered data center operations costs thanks to its compact footprint, energy efficiency, and advanced environmental features, including full RoHS and WEEE compliance. Director's high port

regenerating, switching, and filtering traffic completely at line speed. This is the level of performance we need to increase our business efficiency and improve the quality of service we offer our customers."

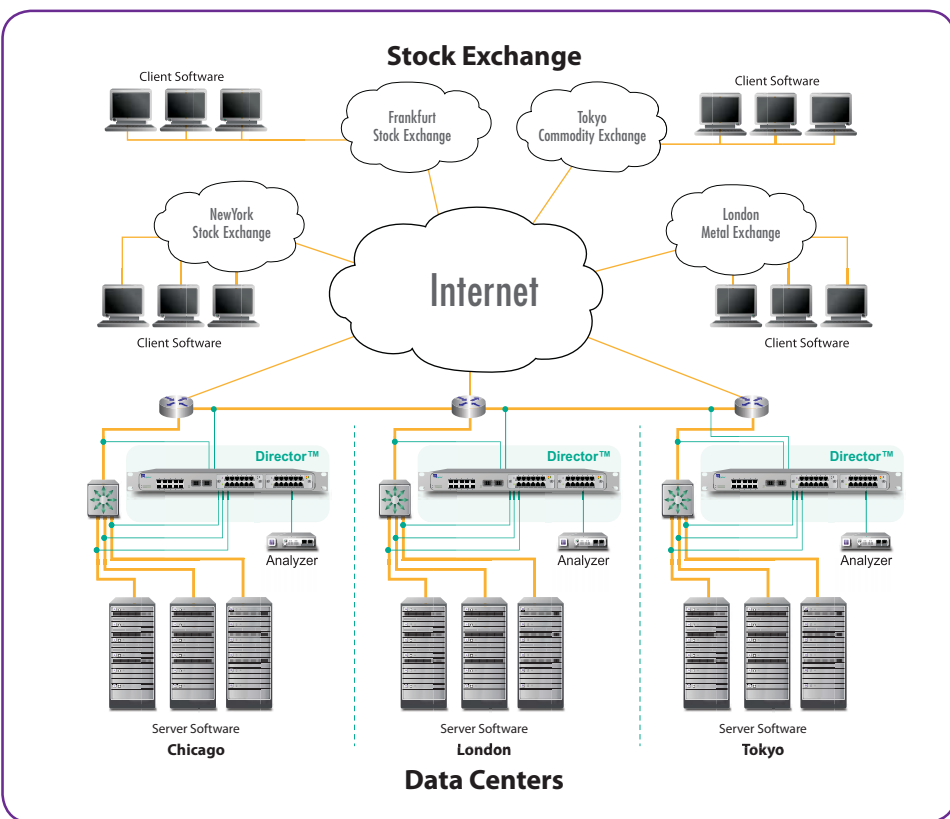
With Net Optics Director, the Company can now perform aggregation so that its monitoring tools can handle more traffic, links, and protocols. Network managers maximize the efficiency of existing monitoring tools without needing to add more, which improves return and lowers CapEx and OpEx.

Director's easy-to-use Web Manager graphical user interface lets the Company move its monitoring tools easily from one link or set of links to another without having to physically move the device. Additionally, traffic from any set of network links or ports can be combined into a single stream and copied to any monitoring port, or copied to more than one monitoring port at the same time. Diverse groups can

then monitor the same data without conflict. Director can aggregate, regenerate, switch and filter traffic on-the-fly at speeds as high as 10 Gbps, fitting it ideally for the momentum toward higher-performance networking.

Bob Shaw, Net Optics president and CEO, said, "This outstanding data center deployment demonstrates Director's ability to deliver substantial improvements in the most demanding environments and raise both cost-efficiency and performance."

As the global leader in intelligent network access solutions, Net Optics helps more than 7,000 enterprises, service providers and government organizations improve network performance, enhance security and maintain regulatory compliance. The company's growing spectrum of innovative solutions enables customers to gain 100 percent visibility into their networks without data stream interference or introducing a point of failure. Net Optics maintains a global market presence through leading OEM partner and reseller networks.



count and flexible architecture fit the needs of the Company's data center and enable the handling of more traffic, links, and protocols. Director's ability to connect dozens or hundreds of critical high-volume data links dynamically to monitoring tools placed it far ahead of comparable solutions, while TapFlow™ filtering ensures that each tool sees only traffic of interest for its particular purpose.

"Given the unrelenting pace of transactions in today's financial markets, every moment counts," said the Company's Vice President of Technology. "We were impressed that Director could deliver enhanced visibility and insight, as well as aggregating,

To learn more, visit [www.netoptics.com](http://www.netoptics.com)

**Corporate Headquarters**  
**Net Optics, Inc.**  
**5303 Betsy Ross Drive**  
**Santa Clara, CA 95054**  
**Phone: 408-737-7777**

Net Optics® is a registered trademark, and Director Pro is a trademark of Net Optics, Inc. Copyright 1996-2011 Net Optics, Inc. All rights reserved. Additional company and product names may be trademarks or registered trademarks of the individual companies and are respectfully acknowledged. Net Optics, Inc. reserves the right to make changes in specifications and other information contained in this document without prior notice.