

Partnering with SunGard, Eze Castle Integration Offers Bundled Connectivity

<http://www.securitiesindustry.com/news/22945-1.html>

Securities Industry News

November 3, 2008 By Alexa Jaworski

A new service from Eze Castle Integration joins Internet, market data, voice and FIX protocol connectivity on a highly available private network. The offering, Eze Link, gives investment firms a secure, redundant communications network for their trading operations, according to the Boston-based technology provider.

"We're providing our clients true convergence when it comes to all the communication services that they have within their firm," said Mark Coriaty, director of professional services at Eze Castle Integration, whose more than 500 hedge fund customers account for over \$300 billion of assets under management.

Through a partnership with SunGard Data Systems, Eze Castle has extended its ECINet private network--the foundation of Eze Link--by adding direct access to the SunGard Transaction Network (STN), a trade automation and connectivity solution. "Eze Castle Integration and SunGard together provide a comprehensive and competitive communications package for buy-side firms," said Bob Ward, COO of Wayne, Pa.-based SunGard's wealth management business, in a statement.

"As opposed to actually creating a new FIX network, which is very tough in this market, we teamed up with SunGard, which offers a vast amount of services through its FIX network," said Coriaty, adding that Eze Castle clients had been requesting a way to consolidate all of their communication and data services. More than 300 firms are currently using ECINet.

"STN's connectivity with ECINet eliminates the need for customers to manage multiple points of connectivity, which in turn helps to reduce cost and improve efficiency," said Sally Hart, VP of product management for STN. The combined service provides firms with "highly secure connections, which they may have had difficulty maintaining in the past, and gives customers the ability to outsource all of their communications needs so they don't need to have the domain expertise and dedicated staff to do it themselves."

SunGard's Ward noted that "expanded connectivity is especially crucial in volatile markets where greater price transparency and best execution are needed. STN helps investment firms to accelerate time-to-market, react quickly to market events, and access a wide universe of brokers for FIX order routing and trading through one secure connection."

Eze Link can be set up quickly, says Eze Castle, and provides firms with a network that can "jump-start" their trading operations. Eze Castle staff monitors the quality of service and makes adjustments as necessary to ensure peak performance.

"Enhancing and streamlining trading operations while reducing costs and risk is a top priority for our clients and the investment industry as a whole," said Eze Castle managing director Bob Guilbert. "In developing Eze Link we set out to fulfill this requirement and leverage our networking expertise to provide a complete solution that bundles the communications elements critical to a firm. With Eze Link we are ... laying the platform for future advancements."