

# Case Study: Medium Enterprise Financial Services Company

## Introduction

This case study of a medium enterprise financial services company is based on a December 2015 survey of Metamako customers by TechValidate, a 3rd-party research service. The profiled company asked to have their name blinded to protect their confidentiality.



“Metamako devices simplify networks, reduce latency, and increase flexibility.”

“The products have allowed us to implement complex solutions in a more manageable and reliable fashion.”

## Challenges

- Key drivers for purchasing Metamako devices:
  - Lower trading latency
  - Reduce Costs
  - Gain operational advantages
- Evaluated the following other vendors before purchasing Metamako devices:
  - Exablaze
  - XCelor
  - Arista
  - Gigamon

## Use Case

- Rates the following Metamako capabilities compared to the competition:
  - Latency profile: significantly better
  - Signal re-generation: better
  - Ease of use: better
  - Reliability: better
- Top use cases for implementing Metamako devices:
  - Connection Monitoring
  - Reconfigurable Patch Panel
  - Media Converter
  - Failover
  - Scalable Broadcast
  - Timestamping
  - Deploy custom written applications or FPGA code
  - Test Lab
  - Multiplexing Connections (Order Entry)
  - Tap Aggregation

## Results

- Reduced their operational costs by up to 25% with Metamako.
- Found Metamako’s support services to be better than other network vendors.
- Improved their trading hit-rate after deploying Metamako.

### Company Profile

The company featured in this case study asked to have its name publicly blinded because publicly endorsing vendors is against their policies.

TechValidate stands behind the authenticity of this data.

Company Size:  
**Medium Enterprise**

Industry:  
**Financial Services**

### About Metamako

Metamako is a technology company that specialises in solutions for latency sensitive businesses. It was founded by Scott Newham, Dave Snowdon and Charles Thomas who have a background in ultra-low latency hardware, software and algorithmic trading.

Their engineering team brings together a wealth of skills and experience in digital hardware design (Boards, FPGA, ASIC), PCB design, embedded software (kernel, drivers, applications), low-level networking and full product lifecycle from design to manufacturing and support.

Metamako is headquartered in the harbour city of Sydney, Australia.

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