

Company Overview

Infinity Capital Markets (Infinity) is a privately owned proprietary trading business. They are part of First New York Securities LLC, one of the leading proprietary trading firms in the United States.

Unhappy with the tape-based backup processes they had in place, Infinity began talks with EACS in July 2013. Following a thorough proof of concept testing process, Infinity opted to take the EACS Backup as a Service (BaaS) Cloud backup solution, powered by AssureStor.

Gary Brown, IT Manager, Infinity says:

“The EACS BaaS backup platform is easy to use, reliable, scalable, and cost effective. The EACS/AssureStor partnership is a successful one, enabling the IT service provider to deliver resilient cloud-based backup solutions well suited to the financial services industry.

As a firm, it was important that Infinity knew how much the cloud backup solution would cost for the next two years. EACS were able to answer the demand, and came up with a bespoke package for us.

Even before we signed with EACS we experienced high levels of customer service; this has been consistent ever since.”

Challenges & Solutions

Infinity required a revised, updated backup solution that was resilient, easy to deploy and cost effective. Following detailed discussions with EACS, it was clear that the client wished to move away from tape-based backups and wanted to migrate to a managed Cloud solution.

After an in-depth due diligence process was carried out, including a live four-week trial with multiple providers,



Infinity signed up for the EACS BaaS platform

Gary Brown says
“We have a backup platform that delivers daily success for our systems, including full virtual machine protection for our critical operations.”

The Results:

The client’s BaaS Cloud-based backup solution has been fully up and running for a number of months now. The results of the switch have been very successful, with Infinity streamlining their cloud backup processes and therefore reducing overheads. The BaaS solution has proven to provide effective backup as a service for trading firms.

Additional benefits include:

Predictable, monthly billing with no up-front investment

Delivering the benefit of no high start-up costs that are typically associated with an infrastructure replacement, the EACS BaaS platform can accommodate a ‘pay-as-you-use’ pricing model or can be delivered on a fixed-cost, pay-per-month basis for predictable budgeting.

Secure, tapeless solution

Through the use of FIPS140-2 equivalent techniques, and an encryption key only known by Infinity, all backup data is sent directly to the cloud in the most secure format available. The EACS BaaS platform therefore delivers heightened data protection compared to traditional tape-based solutions, including full auditability of any data access request.

Multi-platform support including full VMware integration

In most modern IT environments, it is not uncommon to find multiple solutions deployed to provide protection of the various systems, from the varying requirements of physical and virtual server environments through to the capability to protect more than just Windows operating systems and applications.

The EACS BaaS platform provides a single solution, capable of delivering end-to-end protection to an entire IT estate enabling Infinity to protect their Windows, Linux and VMware systems.