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CLIENT SUCCESS STORY:
Prop Trading Firm Partners with ACE IT Solutions for Relocation Project

CLIENT PROFILE

EASTWOOD TRADING PARTNERS, LLC
Englewood, NJ

INDUSTRY: Prop Trading
EMPLOYEES: 15

SOLUTION
Complete IT Infrastructure Relocation

It was essential that their IT solution be reliable and secure. It was also important that their infrastructure be scalable to support future growth. Failover, redundancy and business continuity were of major importance as prop trading firms have no tolerance for downtime.

Business Impact Summary

ACE IT Solutions championed the relocation of a prop trading firm by providing strategy, design, and implementation of their mission-critical IT infrastructure with minimal downtime.

CHALLENGE
Eastwood Trading Partners, LLC, based in the New York metro area, needed to relocate their entire operations because they had outgrown their current office and the building housing their office had been damaged during heavy winter storms.

The firm depends heavily on technology and required an infrastructure that was efficient, reliable and secure. It was also imperative that the relocation happen with as little disruption to day-to-day operations as possible.

They hired ACE IT Solutions to coordinate all aspects of the relocation. Our goal was to streamline the relocation process, mitigate infrastructure risks, and integrate the proper technology to keep the firm competitive. This included providing specifications for general contractors while representing the client's needs throughout the process.

REQUIREMENTS
Manage the intricacies involved with relocating and enhancing the firm's IT facilities and deliver full-scale service and support throughout the entire process, while dealing with the realities of deadlines and non-negotiable technology requirements.

- Design and deploy a highly-secure, fast, efficient and powerful technology infrastructure
- Build a scalable network deigned for future growth
- Work with vendors on electrical and HVAC specifications, layout and design
- Cabling - design and install a scalable cabling solution
- Phone system - layout, procurement, and installation
- Oversee circuit installations for both data and voice
- Failover systems in place to ensure business can continue in case of interruption in services
- Server room design and installation
- Setup and test the entire infrastructure
- Manage entire process from start to finish with no downtime

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APPROACH

IT Requirements Assessment - As part of the assessment, we met with the client to survey the existing infrastructure and gain a precise understanding of how technology is used to support the firm's operations, as well as requirements for voice, data, security and Internet. We examined the firm's technology needs from a holistic standpoint, taking into account everything from the placement of electrical outlets to the layout of the office. Tolerance of risk, disaster avoidance, and compliance requirements were also key elements of the assessment process.

Based on the assessment, we developed an outline of the criteria required to plan the technology related aspects of the relocation project and a detailed strategy for completing the project on a fixed budget and immovable timeframe.

Infrastructure Design & Development - After specific criteria were established, we coordinated the details, specifications, timelines and equipment required to complete the relocation with ease. This entailed developing a written plan outlining all the implementation details, including mechanical and electrical specifications, involved with the new technology infrastructure. The plans, which incorporated timeline specifications, allowed us to seamlessly execute the relocation project flawlessly.

Vendor Management & Coordination - This step of the process involved selecting the right vendors and equipment for the job. We aligned the client's requirements with the proper vendors, ensuring that the relocation was completed in a highly-professional manner. Additionally, ACE IT Solutions assisted the client in negotiating with vendors to settle on pricing that met the client's budget requirements.

Project Management - Our project manager worked to coordinate, manage and execute the entire undertaking, making sure that all the pieces fit into place as planned and on budget. It was also imperative that the firm experienced no trading downtime due to the move.

ACE IT Solutions proactively managed each step of the process so that the client could focus on core business operations. Throughout the project management process, we acted as the client's advocate, saving the client money and stress and ensuring that there were no surprises.

Technology Integration - During the integration phase, we took all necessary steps to ensure that the technology involved in the project was installed properly and ran smoothly. It was imperative that there were no glitches when the firm resumed trading after the relocation. This required that all technology be implemented to the highest standards. We remained onsite to ensure every detail went according to plan and no deadlines were missed.

OUTCOME

"ACE IT Solutions clearly understood what we needed and what we were looking for. They did exactly what was planned, took their job seriously, and remained focused and professional throughout the entire process."

About ACE IT Solutions
ACE IT Solutions (www.aceits.net) is a leading provider of technology and IT services to various industries. Clients rely on ACE IT Solutions as their single source for strategic IT consulting, and support in designing, deploying and managing their infrastructures. Our services include business continuity/disaster recovery planning, IT assessments, security audits, penetration testing and beyond. In addition to network consulting services, ACE IT Solutions offers a portfolio of managed services including 24x7 Help Desk, 24x7 Server/Network Monitoring, Offsite Backup, Email Archiving and Email Security. We understand the compliance requirements and have developed a platform to cover all of our clients technology needs.

ACE IT Solutions relocation service provides complete support to new, relocating, and growing financial firms throughout the entire IT project management life cycle from IT design and development to comprehensive project management, systems procurement and seamless technology integration delivered with superior client service. Contact us at **646-558-5575** at to learn more.