



# Hotspot FX Deploys Shunra's PerformanceSuite to Optimize its Financial Trading Platform Network Performance



Hotspot FX, Inc., which operates the premier multi-bank foreign exchange marketplace, is using the Shunra PerformanceSuite to proactively ensure that all releases of its Hotspot FX Trading Platforms are optimized

for network performance, prior to deployment.

Hotspot FX's trading platforms are used by leading banks, financial institutions and investment firms worldwide. Market participants use many different Internet connections – from slow modems to high-speed broadband and DSL. As part of its commitment to deliver an efficient, instantaneous, reliable means of trading, Hotspot FX uses PerformanceSuite throughout its QA process to simulate real-world production network conditions and test the platforms under a wide range of network parameters, internet connections, latency, capacity, throughput and end-user load. When changes to the Hotspot FX platforms are needed, the QA, networking and development teams collaboratively use PerformanceSuite to ensure that these changes ensure optimal performance of the entire system. Furthermore, Hotspot FX uses PerformanceSuite during the planning and development process to help evaluate the feasibility and performance of proposed features.

"Sub second transaction execution is absolutely critical in electronic foreign exchange trading, and Shunra helps us consistently assure optimal performance for our users even before we deploy the platform in production," said Steve Leibowitz, Executive Vice President and Chief Information Officer, Hotspot FX, Inc. "Using Shunra's PerformanceSuite during the development process to understand and optimize performance in such a demanding environment – before deployment – provides strategic value to our business. Without Shunra, we would feel like we were flying blind."

## Challenge

Hotspot FX is committed to delivering an efficient, instantaneous and reliable means of trading in the foreign exchange market. With a requirement of being able to execute sub-second transactions, the company began looking for a partner who would enable them to validate performance across real-world networks and enable them to make well-informed business and technology decisions about their architecture before making any investments.

## Solution

Hotspot FX found Shunra's PerformanceSuite to be the only solution that could reliably deliver accurate performance data for their core platform, throughout the QA process, before deploying any changes, updates or fixes. With Shunra, Hotspot FX consistently meets their internal SLOs and provides confidence that the company is making the right technology investments.

"The ROI of using Shunra exists in a very real way. It gives us greater insight into the performance of our platform, allowing us to make better business and technology decisions about our architecture before we make any investments," continued Leibowitz.

"Furthermore, it reduces the amount of time and effort our QA, network and development teams need to spend identifying and troubleshooting issues, thereby freeing up IT resources to work on more forward-thinking endeavors."

Hotspot FX also uses Shunra's PerformanceSuite to evaluate and support business decisions, such as whether to enter new markets. "We use Shunra to simulate the variety of network conditions that exist in a new region so that we can see what to expect in terms of performance, and what infrastructure would be needed to support local conditions," said Leibowitz. "Knowing how our system will perform in advance of moving into a new region and whether we can meet service level objectives is a huge advantage in terms of helping us make the right decisions about future business and IT investments before we actually make those investments."

Leibowitz concluded, "PerformanceSuite is extremely flexible in simulating a wide range of conditions — from perfect to horrid. We didn't find another product that could replicate the production network and seamlessly integrate with our network and QA lab as well as Shunra did. All around it's a first class product, and it has helped make us more efficient overall."

**"Shunra VE is extremely flexible in simulating a wide range of conditions — from perfect to horrid. We didn't find another product that could replicate the production network and seamlessly integrate with our network and QA lab as well as Shunra VE did. All around it's a first class product, and it has helped make us more efficient overall."**

**Chris Chambers**

*Executive VP and CIO, Hotspot FX*

## Ask Shunra about how we can help you enhance your Application Performance Engineering efforts!

Visit [www.shunra.com](http://www.shunra.com) and request to be contacted.

Or contact Shunra directly at **1.877.474.8672** or **1.215.564.4046** (worldwide offices listed below)



**Application Performance Engineering**

[www.shunra.com](http://www.shunra.com)

**Call your Local office TODAY to find out more!**

**North America, Headquarters**  
1800 J.F. Kennedy Blvd. Ste 601  
Philadelphia, PA USA  
Tel: 215 564 4046  
Toll Free: 1 877 474 8672  
Fax: 215 564 4047  
info@shunra.com

**Israel Office**  
6B Hanagar Street  
Neve Neeman B Hod Hasharon  
45240, Israel  
Tel: +972 9 764 3743  
Fax: +972 9 764 3754  
info@shunra.com

**European Office**  
73 Watling Street  
London  
EC4M 9BJ  
Tel: +44 207 153 9835  
Fax: +44 207 285 6816  
saleseurope@shunra.com

**For a complete list of our channel partners, please visit our website [www.shunra.com](http://www.shunra.com)**