

FXecosystem plans further expansion in 2016

FXecosystem, the leading provider of outsourced connectivity services to the FX market, experienced significant growth over the last year with the introduction of new products and further investment in its network infrastructure. James Banister, CEO, FXecosystem talks to us about the organisation's plans for 2016.



James Banister

What strategies do you have in place to remain a market leader?

Over the last five years we have developed a reputation for excellence in outsourced FX connectivity services and have continued to invest in our people and products in order to lead the market. For example, Matt Dangerfield has been appointed Interim CTO and brings a wealth of experience to the organisation. In addition, we have recently upgraded onto Hibernia Network's Ultra 5 Express Circuit for even faster connection between London and New York, enabling clients to maximise the number of trades processed per millisecond. We will continue to focus on our connectivity services in 2016 and are in a strong position with a presence in key data centres such as LD4 and NY4, and our Meet Meet Rooms™(MMR) which provide a single point of entry to connect multiple market participants on a global

scale. We have extended our product range with monitoring services and this has helped us to differentiate ourselves from other connectivity providers. FXeco-Eye has opened up opportunities for us to broaden our client base as the product is ideally suited for brokers and banks who manage their own networks. It monitors networks across multiple asset classes, not just FX, and therefore appeals to a wider audience. We see our growth coming from organic clients and new asset classes in 2016.

Tell us more about Fxeco-Eye.

FXeco-Eye is a unique real-time performance monitoring and analytics tool to help business units and network/trading system support teams with planning and troubleshooting. It helps them to speed up the process of establishing the root cause of any network and trading issues and gain an in-depth understanding of all their Capital Markets connectivity

links and business flows. The information is presented in a very clear, visual display, making the data very accessible and easy to interpret.

What are your plans for the year ahead?

We plan to establish a Point of Presence in Asia and will look at other new markets according to client demand. Our geographical expansion will be client-led and we have a successful formula for setting up quickly to provide the same levels of speed, reliability, security and monitoring which we offer from other data centres. We will also be extending our connectivity and hosting services to a new asset class as well as growing our team with another significant appointment to head up our sales function in EMEA. It will certainly be an exciting year ahead.

FXecosystem offers low latency network connectivity, co-location/proximity hosting and fully-managed services. For further information or to request a demo of FXeco-Eye, please visit www.fxecosystem.com