

Kaminario Financial Services Data Management

Helping Financial Services Organizations Meet SLAs, Reduce Cost and Improve Customer Satisfaction

Background

The Financial Services Industry (FSI) is the backbone of economic activity and growth around the world. Investments – primarily equities and fixed income, aka stocks and bonds, Banking – demand and savings accounts and the ability to transfer funds, and Insurance – for both risk management and investment, enable governments, businesses and individuals to not only conduct their activities, but to grow and to improve quality of life. Keeping up with the pace of data and transaction growth is the ultimate challenge for financial services as technological, demographical and geographical forces drive change in the industry.

Financial Services Industry Challenge

The use of information technology in financial services is a direct response to the pressure to keep pace. Geographic expansion of financial services – into more rural areas in developed and developing countries and into completely new markets in emerging economies – drives scale requirements.

Technology adoption in Financial Services takes three major forms – traditional organizations, a new breed of Internet-only services, and new technology providers. Traditional financial institutions use technology to create new business and operational models to improve delivery. The new breed of players provides end-to-end Internet-based services that fill in part of the financial services value chain. Technology companies enable financial institutions to enhance functionality and speed and reduce cost compared to legacy options.

Handling the growth in data, users and transactions while satisfying customers is financial services' key infrastructure challenge. All-flash storage delivers performance across the multiple workload types found in financial services – OLTP, analytics and development; scaling of data and performance as demand grows; cost savings in operations compared to older storage solutions; and simplicity of implementation and ongoing operations.



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Kaminario Solution Overview

The K2 all-flash array is the most cost-efficient general purpose storage platform designed from the ground up for solid-state drive (SSD) flash storage and to accommodate multiple applications and workloads such as databases, analytics and software development, see Figure 1.

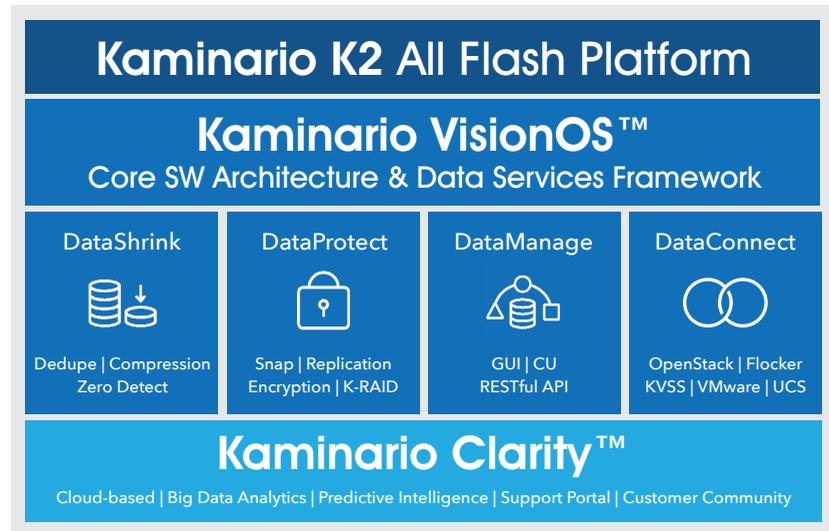


Figure 1: Kaminario All-Flash Array Solution

The Kaminario K2 all-flash storage array:

Generation 6, delivers predictable performance, cost, scale, resiliency and simplicity so organizations can handle ever-changing business requirements as they arise. Every element of the K2 design is optimized to balance costs with value and functionality. Customers can start small and grow with all benefits and capabilities included at every step. Added operational savings include reduced energy consumption and larger storage capacity in a smaller datacenter footprint. A unique software-defined architecture powers Kaminario’s exceptional all-flash performance that smoothly handles simultaneous mixed workloads.

VisionOS:

Includes a set of rich data services and enterprise functionality to protect data, maximize cost-efficiency, easily manage the environment and connect with a comprehensive set of ecosystem partners. Kaminario VisionOS, K2’s core software architecture and data services framework, enables modular components and services that demonstrate a superior value proposition across a real scale-out storage platform, in innovation, future-readiness and in ease of use.



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Predictable Performance



Mixed workloads and Analytics



Flexible Scale



Operational and Financial Benefits Reduced Costs

Kaminario Clarity:

Is a cloud-based analytics environment to assess performance and configuration information, analyze trends to spot nascent issues, suggest and advise on remedies, and provide customer access and self-service capability for operations. Clarity monitors every K2 system component looking at performance, internal processes, data deduplication, and storage capacity levels. It even watches connected systems to make sure every host is healthy. Clarity looks for changes in system condition and alerts Kaminario technical support of critical issues.

Kaminario ForeSight™:

Is the storage industry's most comprehensive, most straightforward, most valuable business guarantee program. It combines six simple guarantees - capacity, performance, availability, scale, maintenance and SSD life - to give customers certainty and predictability as their business scales.

The 2017 Critical Capabilities Report for Solid-State Arrays:

Gartner, Inc. recognized the Kaminario K2 all-flash array as achieving the highest score for three out of five use cases, including Online Transaction Processing, Analytics and High Performance Computing. In addition, Kaminario was recognized with the second highest scores for Server Virtualization and Virtual Desktop Infrastructure use cases. Additionally, Gartner recognized Kaminario as a Leader in the July 2017 Magic Quadrant for Solid State Arrays.

Kaminario Benefits for Financial Services

Performance:

All-flash provides high performance data access for financial services applications, which translates to higher transaction rates and faster analytics to increase business volume and revenue while preserving end user experience.

Mixed Workloads and Analytics:

Kaminario all-flash storage Adaptive Block Size supports mixed workload environments with no performance impact. This capability is key to delivering consistently high performance in complex workload environments such as running real-time analytics on production databases or running dev/test and production on the same infrastructure. It provides new operational efficiencies, improves service delivery, and develops greater insight into trends.

Scale:

The K2's scale-up and scale out architecture lets users independently scale capacity and performance, online and non-disruptively. High-user count transactional financial applications benefit from performance scaling, while data-intensive analytic reporting applications benefit from performance scaling. And the headroom provided by the K2's architecture lets users develop a predictable storage strategy to follow the evolution of their business.

Kaminario Financial Services customers around the world find benefits of using K2 in workloads like OLTP, deep analytics, ERP and dev/test workloads.

Kaminario financial services customers include traditional institutions, end-to-end solution offerings and technology providers that facilitate institutional operations.



“Kaminario K2 is exactly the innovative and advanced solution we were seeking. Kaminario’s demonstrated professionalism and flexibility to quickly create a plan and execute a rapid and successful data migration. They have addressed our immediate storage needs for capacity and performance while providing assured capabilities to scale up and scale out as future needs emerge.”

Hervé Gabireau
Head of IT Deployments and
Chief Executive Officer for
AREAS Insurance

Operational and Financial Benefits, Reduced Costs:

Flash storage costs are declining but most importantly, flash changes storage economics overall. The combination of real-time data compression and deduplication means that less total capacity is required to store an equivalent amount of information. And just to be certain, Kaminario guarantees customers a specific useable storage capacity on every array. That also reduces the expense of data center space and energy.

Kaminario Financial Services Customer Results

Kaminario Financial Services Clients Achieve IMMEDIATE BENEFITS

- Consistent performance regardless of load
- Analytics performance gain from 50 to 90%
- Snapshots with no impact on production
- Installed, running in under 5 hours
- Reduced data center expenses
- A predictable storage strategy
- Refocus on increasing business value
- Reliably deploy and grow new applications
- One solution for Production, Dev/Test, and DR
- Improved customer satisfaction

Aréas – France; Insurance

Aréas Assurance is an independent group of mutual insurance companies with 500 outlets across France. Founded in 1891, Aréas has a strong history offering comprehensive solutions to protect people, property, and long-term retirement savings for individuals and businesses. With 1800 users spread across 500 locations in France, all IT systems need to deliver high performance, reliability, and security. Areas storage requirements had expanded much faster than expected and existing systems were saturated. They experienced outages and users were complaining. New project development had come to a standstill.

Kaminario demonstrated technical knowledge, understanding of the global storage environment, and ability to respond quickly to Aréas tight timing requirements. Kaminario brought not only a leading edge all-flash storage product but also a global expertise and a proactive team. Taking advantage of K2 scale-up and scale-out capabilities, Aréas has established a predictable data storage strategy that will sustain and support the evolution of their business. Immediate performance improvements and flexible capacity scaling Eliminating customer complaints to refocus on increasing business value.



“Kaminario was very easy to install. It’s also easy to operate and maintain. Scalability is simple and non-disruptive. We’re getting excellent services that anticipate our needs. And we’ve gained the performance and flexibility we need for growth.”

Yaron Weiss,
VP IT Operations,
Payoneer

Payoneer – EMEA, US; Banking

Payoneer is an international payment company that enables global commerce by connecting businesses, professionals, countries and currencies with its innovative cross-border payments platform. In a borderless digital world, Payoneer enables millions of businesses and professionals from more than 200 countries by facilitating seamless, cross-border payments. Payoneer was growing at a tremendous rate. Payoneer was running on multiple storage platforms because none alone could handle their mixed workload. The entire implementation was too complicated, and the complexity would only worsen without a change in course.

Immediately, the Kaminario began to prove itself with the simplicity of operation - no sizing, no tuning, and no configuration - with an installation time under 5 hours. The K2 tested favorably across every element of Payoneer’s evaluation guide, including service, support, footprint, and pricing. Payoneer required an all-flash storage platform that could deliver mixed workload performance for business intelligence, transaction processing, and NoSQL workloads. Payoneer chose Kaminario to supports its data center strategy. Payoneer gains tremendous value from Kaminario’s scalability model. Payoneer can continue to grow capacity while ensuring consistent sub-1ms latency without ever doing a forklift upgrade.



“Our deciding factors in the choice of Kaminario were the combined cost/GB and system performance. We felt that many of the pure flash arrays were either too costly or not production worthy. Kaminario impressed us as being both enterprise ready and cost effective.”

James Price, Director of
Product Development,
Clearwater Analytics

Clearwater – US; Investments

Clearwater Analytics is a US-based innovative software as a service (SaaS) provider of investment portfolio reporting and analytics. They serve institutional investors in over 4,500 organizations that include insurers, asset managers, and financial institutions. Clearwater develops and hosts web-based SaaS applications that help clients automate critical investment data aggregation, accounting, compliance, reporting, and risk analysis processes. As the number of customers increased, so did significant amounts of data. Application performance was impacted by high latency and low throughput. The most critical production bottlenecks affected reconciliation and reporting.

Clearwater deployed separate K2 arrays for the production system, their disaster recovery site, and Dev/Test workflows. Diverse needs of production, Dev/Test, and DR - all served by a single solution Clearwater now has a solution that will seamlessly scale up and scale out to satisfy expanded storage performance and capacity. Their storage can easily support production growth, development and test requirements and is ready for expanded disaster recovery.



Why Kaminario for Financial Services

Growth in user count, data size and transaction volume puts pressure on IT organizations across the spectrum of financial services. Traditional organizations like banks, investment firms and insurers need to provide services to a growing number of ever more mobile and online customers. New providers of complete offerings look for simple solutions and excellent service so they can focus on business strategy. Technology providers, like SaaS companies need to handle many types of processing as they develop and implement their services. All financial services organizations deliver today via the internet, broadening their geographic footprint to countrywide and worldwide.

The Kaminario K2 all-flash array solution, consisting of the Generation 6 platform, VisionOS software, ForeSight guarantee program and Clarity cloud-based support platform enables financial services customers to achieve high performance and flexible scalability, to reduce operational cost and complexity, and to retain satisfied customers.



Contact

Contact a business development representative to answer any questions you may have.



Schedule a Demo

Schedule a demo with an engineer and learn if Kaminario's solution works for you.



Request a Quote

Request a quote for your application from our business development team.

About Kaminario

Kaminario, the leading all-flash storage company, is redefining the future of modern data centers. Its unique solution enables organizations to succeed in today's on-demand world and prepares them to seamlessly handle tomorrow's innovations. Only Kaminario K2 delivers the agility, scalability, performance and economics a data center requires to deal with today's cloud-first, dynamic world and provide real-time data access -- anywhere, anytime. Hundreds of customers rely on the Kaminario K2 all-flash array to power their mission critical applications and safeguard their digital ecosystem.

Headquartered in Needham, MA, Kaminario works with an extensive network of resellers and distributors, globally.

For more information, visit www.kaminario.com.