SILK
CASE STUDY

TPG SOFTWARE ACHIEVES 30X COST SAVINGS AND 20X FASTER REPORTING WITH SILK

TPG

WHO:

TPG Software Inc, an investment accounting software solutions provider

CHALLENGES:

Needed the flexibility in its SaaS delivery model to add and remove resources to meet bimonthly periods of peak activity

SOLUTION:

Silk offered the agility TPG needed, enabling them to run at full efficiency

BENEFITS:

- 30x cost savings of Silk-enabled SaaS solution vs selfdeployment

- 20x faster reporting leading to customer satisfaction

TPG Software Overview

Founded in 1991, TPG Software, Inc. provides investment accounting software solutions that support trading, comprehensive investment analysis and reporting, investment, liability, and derivative accounting, client safekeeping, and risk and collateral management. The company's mission is to provide software tools that support financial securities in compliance with regulatory guidelines, as well as deliver products built on industry-standard software platforms using the newest technologies available.

Business Challenges

TPG's legacy business model enables its customers to self-deploy its software on-premises. Yet customers were struggling to deploy and maintain TPG's applications on the right hardware and the recommended operating system. In order to remain competitive, TPG decided to adopt a SaaS delivery model. SaaS would allow the company to deliver a consistently good application experience to customers, simplify support operations, and speed up the development and QA processes.

Yet moving to a SaaS delivery model presents its own challenges. TPG customers generate reports with large peak activity at the middle and end of each month. "This cloud-based infrastructure needed to incorporate hundreds of customers that each have, literally, hundreds of reports," said Slavek Rotkiewicz, President and Founder, TPG. To accommodate these peak workloads at the middle and end of the month, the infrastructure would need to have the flexibility to add more resources. Then, to reduce costs during the rest of the month, these resources would need to be easily turned off.

Silk for the Public Cloud

To migrate to a SaaS model, TPG turned to Silk. Silk's Cloud Data Platform enables companies to move critical applications to the cloud without the pain of rearchitecting or reengineering them. By decoupling the data from the infrastructure that it lives on, applications can quickly and easily be moved across the hybrid cloud, allowing companies like TPG to avoid a massive, endless digital transformation.

> **"**
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>
> *Slavek Rotkiewicz*
> *President and Founder,*
> *TPG*

Results

In addition to a smooth migration to the public cloud, Silk offered TPG the flexibility it needed. With TPG Cloud One – the name TPG gave its Silk implementation – the company is able to scale up resources in the public cloud when it needs to support peak reporting workloads… and then scale back down for the rest of the month. This agility means TPG can run at full efficiency and minimize the costs of managing its infrastructure.

Minimizing costs even further, Silk gave TPG Cloud One the ability to securely consolidate several application servers to fewer SQL servers. This resulted in over 10x savings on database license costs versus what the company would have spent if it had self-deployed the application servers in its own datacenter.

"When we put multiple institutions on a single SQL instillation, we could run much faster and deliver reports 10-20 times faster," added Rotkiewicz. "Silk saved us speed. Ultimately, I'm talking 30x savings since we were able to eliminate manpower. Plus, our users are much happier since they get their reports days earlier than before. I think everyone was a winner."

Learn more about how the Silk Cloud Data Platform can help you cut the costs of managing your business-critical applications in the public cloud. Visit www.silk.us.

Silk's Cloud Data Platform optimizes everything about life in the cloud, allowing organizations to get ten times the performance out of their existing cloud data while spending 30% less. It fits neatly between your full application stack and cloud infrastructure, making your entire cloud environment run smarter without changing a thing. With real-time data reduction, thin provisioning, and continuous resource optimization, Silk automatically matches your cloud data spend to your actual data needs at every moment, so you can spend less and cloud more.