



## SCOTTRADE CHOOSES FIORANO AS ENTERPRISE BACKBONE FOR REAL-TIME TRADE PROCESSING OF MILLIONS OF TRANSACTIONS

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**Jeff Polsgrove**  
CTO  
Scottrade

### CUSTOMER PROFILE

Scottrade is a leader in online investing and is currently ranked highest in Investor Satisfaction with Online Trading Services by J.D. Power and Associate .The firm serves individual investors who are comfortable making their own investment decisions. Scottrade is unique in the industry because it boasts very low commission rates while offering easily accessible, local branch office support of online trading in 228 locations serving more than one million customers nationwide. Scottrade, named Highest in Investor Satisfaction by J.D. Power and Associates five consecutive times, keeps competitive edge with Fiorano solutions.

### BUSINESS PROBLEM

In ScottradeELITE for active investors, Orders are filled within seconds, customer service is swift, and costs are low. The company offers equities, fixed income, options and more than 9,000 mutual funds - with transactions handled in real time. Every trade executed through Scottrade travels through the company's data centers. A key component of this system is an enterprise messaging product – Fiorano MQ.

Trading systems require a vast amount of hardware and applications and there often isn't much standardization between components. Scottrade's real-time trade processing system runs on an IBM iSeries mainframe coupled with Dell PowerEdge servers. Applications are written in Linux, Unix, Java, and C++. Initially, Scottrade looked at a Java multicast strategy to connect these elements, but it soon became clear that to achieve its demanding throughput and availability objectives, Scottrade needed something more sophisticated with massive scalability.

### SOLUTION

Fiorano MQ's High Availability (HA) feature was a major factor. It gave Scottrade's infrastructure the highest fault tolerance capability, ensuring that servers continue to operate during intermittent network or machine failures. Unlike other solutions, Fiorano offers a software-only state replication technique that enables enterprises to enjoy HA without requiring additional investments in hardware. The cost of implementation is substantially lower than competing solutions. Among the Fiorano MQ features Scottrade uses is the administrative API (Application Programming Interface) that allows the company to customize the application to the company's specific needs.

“Using the product's Web interface, we were able to make a new screen for our programming staff that offered a select feature set,” Polsgrove said. “That simplified the alternatives for developers and reduced the chance of errors. In addition, Fiorano technical support has also been exceptional. Fiorano provides us with premium 24x7 support and their team is always available when we need them.”

## BENEFITS

Last fall, for an unprecedented fifth consecutive time, Scottrade was awarded the J.D. Power award for Highest in Investor Satisfaction. Among the prime factors influencing customer opinions were trade execution and Web site capability.

“Fiorano MQ has performed exceptionally well for us,” Polsgrove said. “We continue to roll out new trading features that depend on Fiorano MQ, including a new Web site front-end tool that notifies our customers when a trade is executed. Fiorano has helped us compete confidently in this market.”

## ABOUT FIORANO SOFTWARE

Founded in 1995, Silicon Valley based Fiorano is a USA (California) Corporation, a trusted provider of Digital Business Backplane and enterprise integration middleware, high performance messaging and peer-to-peer distributed systems. Fiorano powers real time, digital enterprises with bimodal integration and API Management strategy that leverages the best of systematic (centralized, high-control) and adaptive (federated, high-speed) approaches to deliver solutions across cloud, on-premise and hybrid environments. Fiorano operates through its worldwide offices and a global network of technology partners and value-added resellers.

Global leaders including AT&T Wireless, Boeing, British Telecom, Federal Bank, L'Oréal, McKesson, NASA, POSCO, Rabobank, Royal Bank of Scotland, Schlumberger, US Coast Guard and Vodafone have deployed Fiorano to drive innovation through open, standards-based, event-driven real-time solutions yielding unprecedented productivity.

To find out more about how Fiorano can help you meet your enterprise integration objectives, visit [www.fiorano.com](http://www.fiorano.com) or e-mail [sales@fiorano.com](mailto:sales@fiorano.com)

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