



# Trintech unlocks flexible, reliable digital infrastructure

Equinix and Dell Technologies partner to provide on-demand storage, network and compute for financial services customer.

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**Case Study**





After adopting an infrastructure solution from Equinix and Dell Technologies, Trintech is now able to process high volumes of customer transactions reliably, while improving cost efficiency and enabling future growth.

## Challenge

Trintech, a leading global provider of cloud-based financial close solutions for the Office of Finance, found that its existing data center provider wasn't meeting its expectations around quality of service and scalability. It needed a new partner that could streamline the deployment of additional capacity to accelerate growth while also keeping its per-transaction costs low.

## Solution

Trintech was looking for highly scalable digital infrastructure with best-of-breed components across every element of the stack. After evaluating a half-dozen providers, the company decided the integrated solution offered by Equinix and Dell Technologies was best suited to meet its needs.

### Scaling infrastructure for growth

The solution offers Trintech on-demand access to additional storage, network and compute capacity, unlocking opportunities for organic growth as well as growth through acquisitions.

### Enabling reliability for demanding customers

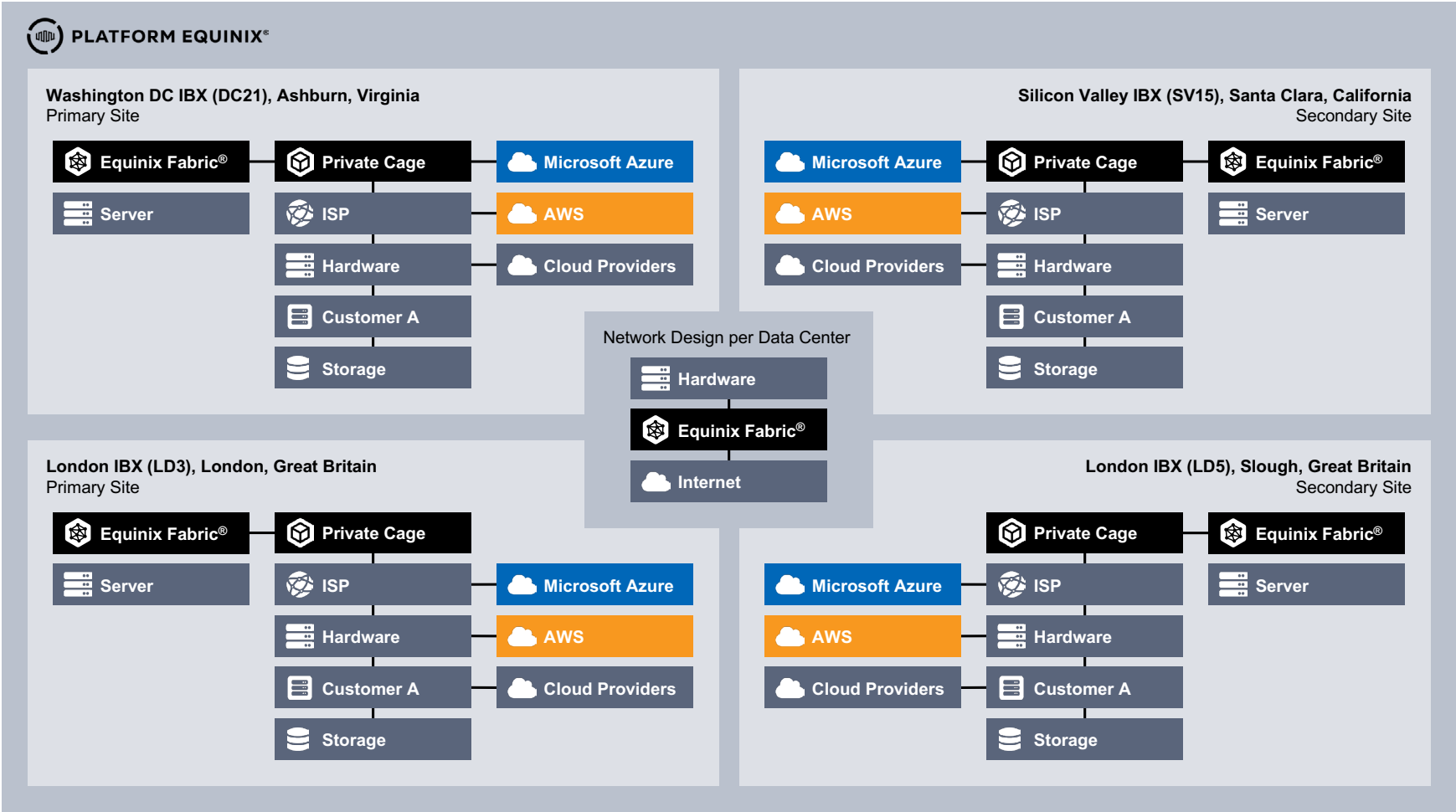
Equinix offers an industry-leading 99.999%+ average uptime record. This helps Trintech provide reliable service—even for major banking customers who need to process billions of transactions every year.

### Setting the stage for the future

Going forward, Trintech plans to expand the solution into Germany and Australia. It also hopes to use Equinix services to differentiate its own customer-facing offerings. This could include using Equinix Fabric®, our virtual interconnection solution, to help customers perform transfers at scale while bypassing the public internet.



Trintech, Inc. Digital Transformation Project



Trintech deployed redundant colocation sites in the U.S. and U.K., connected by Equinix Fabric.

Solution components

Equinix International Business Exchange™ (IBX®) Data Centers

The world’s most expansive, secure and sustainable data center platform

Equinix Cross Connects

Create a point-to-point cable link between customers and business partners or service providers in the same Equinix International Business Exchange™ (IBX®) data center

Equinix Fabric

Connects digital infrastructure and services on demand at software speed via secure, redundant, software-defined interconnection



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“The Dell/Equinix solution has not only helped us achieve our original goals of improving our financials and quality of service, it’s also become a strategic asset for us, enabling both organic growth and inorganic growth through acquisitions.”

Michael Ross, Chief Product Officer, Trintech

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## Benefits

In partnership with Equinix and Dell Technologies, Trintech has achieved the following benefits:

### **Better application performance**

Trintech reports that the solution is more than equal to the transaction needs of its customers. The company has seen average runtimes for large transactions decrease significantly, while network interruptions have gone to near zero.

### **Always-on service**

Trintech is taking advantage of Equinix’s global footprint to establish redundant pairs of production and backup sites in both the U.S. and U.K., thus ensuring business continuity in each region it operates in. Equinix Fabric enables dedicated connectivity between the different sites.

### **Lower cost profile**

As Trintech planned to grow its business, it needed to avoid growing costs in parallel. Equinix helped the company scale up its infrastructure while shrinking its cost profile on a per-transaction basis. For example, the company recently integrated an acquisition while lowering its operating expenses.

### **Ecosystem access**

The customer values the solution for its best-of-breed components, including partner services from Dell Technologies and VMware. Trintech also benefits from the depth of the Equinix financial services ecosystem. Many Trintech customers are Equinix customers themselves, which makes it quick and easy to connect with and serve those customers.

## Results

### **High performance**

Provides faster runtimes and lower latency

### **Cost efficiency**

Lowers cost per transaction

### **Scalability**

Integrates acquisition with ease

### **Customer satisfaction**

Provides the reliable, high-quality service financial customers expect

### **Flexibility**

Enables future geographic expansion and new customer-facing offerings



## About Trintech

Trintech gives people time back for what matters most. Our cloud-based platform and solutions enable over 4,200 clients worldwide to lead productivity transformation across their finance and accounting organizations—driving efficiencies, ensuring accuracy to mitigate risk and empowering strategic decision-making. Make time count with Trintech.

As the leader in financial close management, Trintech is headquartered in Plano, Texas, with offices and strategic resellers across the United States, Europe, Australia, South America, Africa, and Asia-Pacific. With a strong partner ecosystem, Trintech collaborates with over 100 companies to create a network of interconnected businesses.

[Trintech.com](https://trintech.com)

## About Dell Technologies

Dell Technologies (NYSE: DELL) helps organizations and individuals build their digital future and transform how they work, live and play. The company provides customers with the industry's broadest and most innovative technology and services portfolio for the data era.

[Dell.com](https://dell.com)

## About Equinix

Equinix (Nasdaq: EQIX) is the world's digital infrastructure company\*. Digital leaders harness Equinix's trusted platform to bring together and interconnect foundational infrastructure at software speed. Equinix enables organizations to access all the right places, partners and possibilities to scale with agility, speed the launch of digital services, deliver world-class experiences and multiply their value, while supporting their sustainability goals.

[Equinix.com](https://equinix.com)

## Ready to get started?

To learn more about how you can get agile, scalable digital infrastructure for the financial services industry, read the e-book from Dell Technologies and Equinix. Or, [contact Equinix Sales](#) today to get started.

[Download e-book](#)

### Drive your future forward on Platform Equinix®

Platform Equinix is a global digital infrastructure platform. It is the only platform that allows digital leaders to reach the most strategic global markets with the largest ecosystem of digital partners, with infrastructure that assembles and deploys virtually in minutes.

