



Inside Market Data

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CBOE Livevol Buy to Boost Volatility Analytics

The Chicago Board Options Exchange plans to leverage the data and analytics platforms of Chicago-based options data and analytics provider Livevol to create value-added analytical tools to simplify and encourage use of its proprietary datasets and trading on its marketplaces, after acquiring the platforms developed by the vendor for an undisclosed cash sum last week.

CBOE will buy the Livevol Core and Livevol Pro equities and options analytics tools, the Livevol X trading front-end, and the Livevol Enterprise data distribution platform and other data solutions. The deal is expected to close by

June 30, though serious discussions and due diligence had been underway for around six months, says John Deters, chief strategy officer and head of corporate initiatives at CBOE.

"We've known Livevol for some time," Deters says. "We are customers of Livevol—we use Livevol to help us monitor our markets—and our clients are customers of Livevol.... So it's a fortuitous alignment: we're always looking at assets that might fit well with our strategic perspective... and Livevol was looking for ways to take the business to the next level. With our resources and customer >3

Liquidnet Taps Interactive Data Continuous Bond Pricing for Price Formation, BestEx

New York-based trading platform Liquidnet will begin making Interactive Data's Continuous Evaluated Pricing for fixed income securities available to clients when it launches its corporate bond dark pool in the third quarter of this year, to provide clients with greater pre-trade transparency to support their own pricing, plus post-trade support for best execution analysis.

The trading platform will display Interactive Data's prices via its trading front end for both its lit market and dark pool as a reference price for firms to generate accurate prices to submit

to the market, instead of having to rely on prices from dealers, says Constantinos Antoniades, head of fixed income at Liquidnet.

"It is very important to help our clients assess what framework they should be thinking of when they enter a bid or offer," Antoniades says. "Two things are very important: First, the quality of data. We spent a lot of time analyzing this before we were comfortable; and second, it is important to use a well-recognized supplier. A lot of our clients use Interactive Data every day, so it is already a trusted source for them." >3

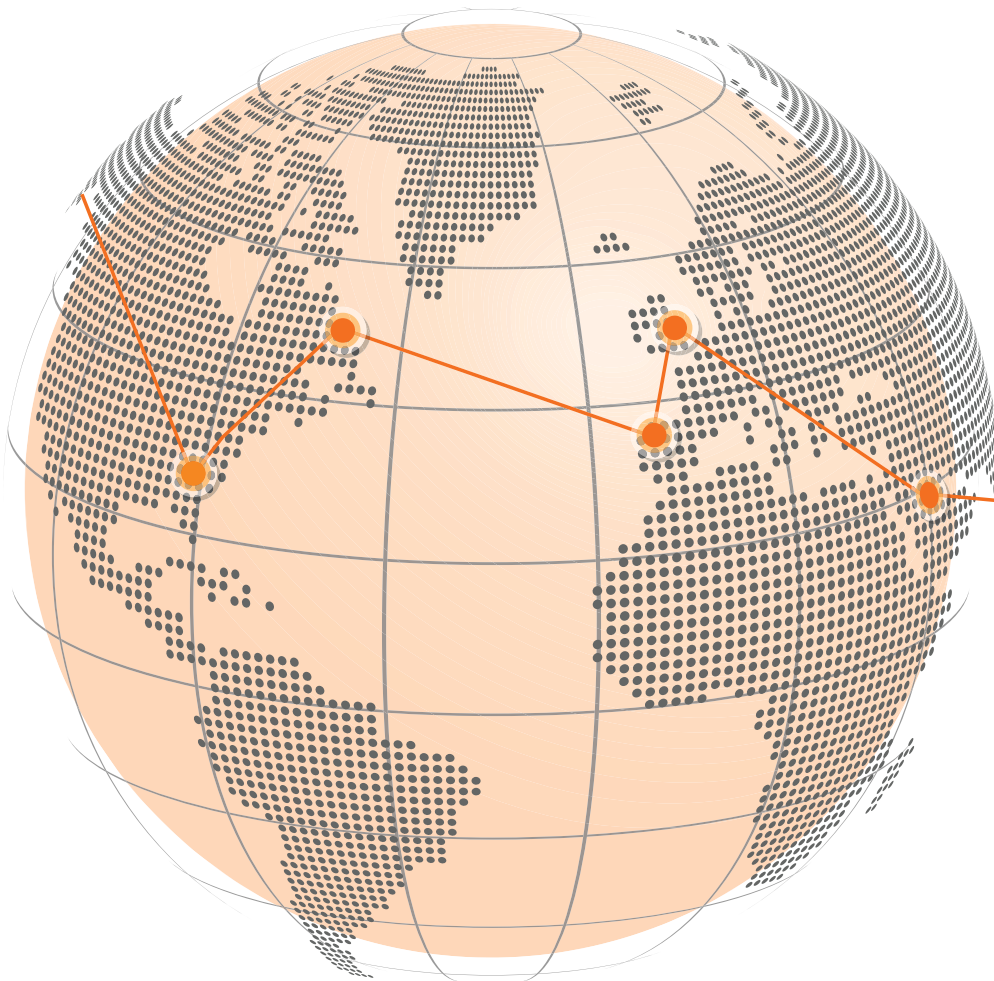
Interxion Enlists USAM as US Sales Agent

European datacenter provider Interxion has engaged USAM Group—the outsourced sales agent group set up last year by former NYSE sales executive Feargal O'Sullivan—to act as a US sales presence for its datacenters in London and throughout Europe, in a bid to boost co-location sales to US-domiciled firms trading European markets.

The deal, agreed in May, will see O'Sullivan and his three salespeople act as a regional sales team for Interxion, primarily selling hosting space in the vendor's central London proximity hosting datacenter.

"We only have datacenters in Europe. That said, last year, a large percentage of our revenue came from the US, especially from technology and cloud computing companies on the west coast," says Bill Fenick, strategy and marketing director for financial services at Interxion. "But we also have quite a few clients in New York, Chicago and Philadelphia. And if you're any kind of high-frequency firm trading in London, you're either hosted at Interxion in the center of London, which is equidistant between the main markets, or at Slough, west of London."

O'Sullivan says US trading firms and >10



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CBOE Livevol Buy to Boost Analytics

base, we think we can bring all those things to Livevol.”

The vendor’s 17 staff will transfer to CBOE and retain their existing Livevol job titles, with the engineering staff falling under the exchange’s systems and technology group, and Livevol’s management and sales teams reporting to CBOE’s business development group.

“Integrating ... is very important to us. But at the same time, Livevol has an established brand and customer base, and our intention is to preserve that” and “foster and maintain that innovative culture and spirit,” Deters says. “We know why people use Livevol, and we know how it helps customers. Certain data platforms—and this one in particular—can help participants understand our proprietary products.”

Deters says the exchange already has a roadmap of tools that it wants to use Livevol to develop to support trading in index options and volatility products on the exchange, and to enhance CBOE’s existing data products, but declines to

provide specific details of any at this time, aside from saying that CBOE and Livevol can combine their respective historical datasets to make a more appealing solution for Livevol’s client base.

However, in a statement, CBOE officials outline how Livevol’s platforms could be tailored to provide “more detailed trading analytics on CBOE’s proprietary index products, including options on the CBOE Volatility Index (VIX), S&P 500 Index (SPX), Russell 2000 Index (RUT) and MSCI Emerging Markets Index (MXEF).”



John Deters

“We’ll do everything we can to ensure we are providing analytical support to clients of our products... but there are things we do that Livevol could help us do even better,” he adds. “The more tools we can develop and offer to people, the better for the Livevol business, and the better for our listed market.”

Terms of the deal—which excludes the vendor’s Livevol Securities broker-dealer business—were not disclosed.

Max Bowie

Liquidnet

Liquidnet spoke with more than 100 asset management firms in the US and Europe before finalizing the solution, and has worked closely with those clients to deliver it, he adds.

The platform operator even had a hand in the final stages of developing the CEP service. “We were well along in the development of CEP when we met Constantinos,” says Bill Gartland, senior director of the CEP service at Interactive Data. “We provided him with some sample data, and he gave us results back, which helped us do some fine-tuning.... It was a good proof point for us to have someone in the market who has been around a long time giving favorable feedback.”

Liquidnet will also use the CEP pricing as an input to its own transaction cost analysis service to help clients perform post-trade best execution analysis, by providing a full view of what prices were available in the market, compared to the price at which a trade executed.

“We started discussing this with our clients about a year ago, and worked with leading asset managers to design the best TCA process,” Antoniadis says. “As we see more electronic trading and better data in the corporate bonds market ... I think we’ll migrate quickly to automated and electronic best execution.”

In fact, Interactive Data is developing its own best execution service, and will begin a pilot program for early adopters at the end of June, in response to client demand for a broad tool to support their best execution requirements. Gartland says that with regulators viewing best execution as a priority for review, he expects significant takeup once the tool is available. Initially, Interactive Data’s offering will provide a score for each of a firm’s trades, and will display the scores in its Vantage platform alongside scores for their peers, to allow firms to compare their execution quality.

“We’re able to do this only because we were able to create the CEP service,” Gartland says, adding that using end-of-day prices produces less accurate results. “The reference price for best execution calculations has to be one that’s moving along with the rest of the market.”

Max Bowie

DATA DISPLAY & ANALYTICS

Quadrant Adds Economic Data to eSignal, Unveils Excel Add-in

New York-based economic data startup Quadrant is making its economic content available as an optional dataset via Interactive Data’s eSignal data workstation, and has released an Excel add-in that allows users to display and manipulate its data within spreadsheets.

Quadrant provides around 400,000 global economic indicators covering 202 countries, captured directly from around 1,000 data sources, such as exchanges, central banks and government agencies, along with corresponding historical data and an economic calendar, via its website. The data is normalized between countries to deliver like-for-like information, and

can be interrogated using “powerful” search and filtering tools, says founder and chief executive Dane Vrabac.

The vendor began talking to Interactive Data about integrating its data into the eSignal desktop in November, to be able to provide an additional source of fundamental content to eSignal clients, and went live as an add-on dataset in eSignal’s app store in April.

Quadrant offers two packages of data via eSignal: a free package including US data, US key economic indicators, and a US economic calendar; and a premium “Pro” package that includes global data, key indicators for all 202 countries, a global economic calendar, and

>10

Data: The Granular Sweetener that Will Pack On the Pounds (or Dollars)

Whatever word you use to describe them—analytics, indicators, signals, or something else—datasets that provide some kind of directional indication, rather than just a static data point, are among the most valuable to any trader, analyst or investment professional.

The form these take can vary, but what they all have in common is the ability to deliver more immediate benefit than their static sidekicks, allowing users to get more value out of the data, while having to put less effort into creating a signal of their own (though they can equally overlay different signals themselves to create a proprietary indicator, if they don't mind the extra work)—then all they have to do is execute swiftly enough to make good on the data's inherent promise.

For example, the Chicago Board Options Exchange's Volatility Index—known as the VIX index, and sometimes as the “fear index”—is a significant and widely quoted barometer of market sentiment. However, CBOE realizes that users could gain even more value from the VIX—as well as the exchange's other options and volatility data—with access to more granular analytical tools. One such set of tools are those offered by Chicago-based volatility analytics provider Livevol, which the exchange acquired last week to gain full control over its direction and the combined offerings it could offer to clients.

For those facing a different challenge, there's value to be found in comparing one dataset to another, such as firms

trading on Liquidnet being able to use Interactive Data's Continuous Evaluated Pricing as a reference price to support their own price formation process—not to mention for best execution—when submitting orders to the marketplace, rather than relying on dealer runs or potentially stale prices. Instead, firms can compare Interactive Data's price to their own or to dealer prices to arrive at an accurate and advantageous trade price.

Similarly, Deutsche Borse-owned index provider Stoxx has developed a series of what it calls “True Exposure” indexes that aim to more accurately reflect the geographic dispersion of a company's revenues, rather than assuming that where a company is domiciled is also where its revenues come from. The aim of the indexes is to allow investors to see which regions and countries they are really exposed to. For example, if you invest in a US company that sells most of its products to Africa or China, in reality you are far more exposed to the African and Chinese economies than to the US market.

The vendor says it will license the indexes to third parties, such as exchange-traded funds sponsors, to create investible products that fill the gap between the True Exposure values and corresponding values for countries or markets from other indexes—though if a firm finds the indexes significantly more accurate than incumbent benchmarks, it could conceivably arbitrage the difference between them.

Of course, in some instances, there's more value to be gained from exploiting similar characteristics between datasets, rather than looking at their differences. For example, by allowing clients to input their own custom data fields into its Mint database, company fundamental data provider Bureau van Dijk is enabling users to leverage data types used in other applications—such as CRM systems—as factors when mining Mint for information.

Of course, key to any analysis are the tools that allow users to view and compare data. In CBOE's case, Livevol will play a key role in allowing users to do more with the exchange's datasets. But for many, spreadsheets remain the most-used analysis tool. Hence, for startup economic data provider Quadrant, while distributing its data via eSignal is an important development, an Excel add-in is perhaps even more critical to attracting the types of institutional end users that the vendor sees as its main audience.

So when it comes to data, pour on that sweet stuff, add a dash of analytics, and dig in.



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Stoxx Launches 'True Exposure' Indexes

Deutsche Börse-owned index provider Stoxx will this week unveil a family of "True Exposure" indexes that assess a company's revenue exposure differently from traditional methods to help investors make better asset allocation decisions.

The family includes a set of country-based indexes, region-based indexes, and global True Exposure indexes. The country indexes include a USA 900 True Exposure Index, a UK 180 True Exposure Index, the Canada 240 True Exposure Index, the Japan 600 True Exposure Index, and the Australia 150 True Exposure Index. The regional indexes include an APAC 600 True Exposure Index, a North American 600 True Exposure Index, a Europe 600 True Exposure Index, and a Euro Stoxx True Exposure Index. The global indexes include an emerging markets index, a developed markets excluding USA index, and a developed markets excluding developed Europe index.

Rod Jones, head of North America at Stoxx, says the True Exposure indexes more accurately reflect where companies' revenues come from geographically—and therefore, what countries or regions they become exposed to when buying stock in that company.

Given that many companies derive the majority of their revenues from outside their home market, it would no longer be accurate to attribute their entire revenues to their domestic base. "Twenty years ago, that was probably a good idea, because most of a company's revenue probably came from its home country. But today, companies are doing more business in other regions," Jones says. "In the S&P

500, probably only 63 percent of those companies revenues come from the US—so you should ask whether you are taking a bet on the US or on multinationals."

And instead of using a country's gross domestic product figures to model a company's revenue exposure, Stoxx uses a matrix of country-to-country exports data, sourced from the United Nations, to weight its export estimates.

Jones says Stoxx publishes index values daily on Bloomberg, Thomson Reuters, and its own website, and that the vendor aims to make the data as widely available as possible, over multiple platforms. In addition, it makes constituent data and weightings available via file download, and offers historical data back to Sept. 24, 2007.

He says the indexes will prove useful for benchmarking purposes—allowing investors with strategies focused on US companies, for example, to identify US companies whose revenues actually come from US business—and for overall asset allocation. "We've talked to a lot of hedge funds. Global macro funds are very interested," he says. "And large pension plans that spend a lot of time on asset allocation... will want to understand whether the assets they've invested in are really bringing them global exposure."

The vendor began talking to clients about these types of indexes around four years ago before producing "a couple of" early iterations—such as its Developed Emerging Markets Exposed index, which Stoxx launched around two years ago—and starting development on the new family in earnest around a year ago, Jones says.

Max Bowie

Nevirs Trades BlackRock for Franklin Templeton

Greg Nevirs, former global head of market data and reference data at BlackRock, has joined Franklin Templeton Investments as senior vice president and global head of data services, based in Fort Lauderdale, Fla.. Nevirs joined BlackRock in 2007 from Interactive Data, where he was senior director of strategic vendor alliances and rights management, and also previously served as director of data acquisition for the Americas. Before Interactive Data, Nevirs was vice president of data services at Thomson Financial, and spent six years as assistant vice president and product manager for securities data at Moody's Investors Service.

MarketAxess Taps Eaton to Head European Trading, Data Ops

Bond trading platform MarketAxess has announced the appointment of **Scott Eaton** as chief operating officer for MarketAxess Europe Limited and its Trax (formerly Xtrakter) data subsidiary, responsible for expanding the platform's European business across its trading, data and post-trade solutions. Eaton was previously managing director and global head of emerging markets trading at UniCredit Bank in London, prior to which he held various managing director-level roles at firms including ABN Amro, the Royal Bank of Scotland and Deutsche Bank. In his new role, Eaton reports to MarketAxess chief executive **Rick McVey**.

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BvD Adds Support for Proprietary Data to Mint Database; Enhances Search, Reporting

Company information provider Bureau van Dijk (BvD) has made a number of enhancements to its Mint UK company information database, to make it easier for clients to include, search and display the information they need.

BvD has added support for user-imported fields, allowing clients to automatically upload their own information about a company into their instance of the database.

"You can import information, including your internal sales figures, account manager, client status or internal identification number. You can search by these fields, display them in lists and company reports, and use them in Mint's analysis tools," says Paul Mullin, content manager at BvD.

The ability for firms to import their own data into Mint is "particularly beneficial" to those clients who have already integrated Mint with their CRM system, since it allows users to import details such as their sales territories, and use these as a factor in their searches, enabling clients to use "the same parameters in their Mint searches as they have in their CRM systems," says BvD group marketing director Louise Green.

In addition, BvD has enhanced the reporting features of Mint to enable users to search results and share company information for research and analysis purposes, and to generate a single-page report comprised of the information, which can be

used by sales staff to brief themselves on clients or to support account management. "Mint UK is used predominantly as a sales and marketing tool, but Mint Global is often used as a look-up tool in compliance functions," Green adds.

The vendor has also recently added a SME (small and medium-sized enterprises) indicator for active companies in the header section of the company report, which Green says is important to know because some organizations have policies about the quota of SMEs they will work with. "It's also good for client on-boarding and compliance to understand if a company is an SME," she adds.

Tech Fundamentals

The enhancements follow the announcement on Tuesday, June 2, that BvD has released a Technology Tracker module for Mint UK, which provides additional data on companies' financial, management and corporate structures, and specifically, tracks the technology that companies have in place, making the dataset useful to business development teams at technology companies, Green says.

The module is powered by market intelligence database provider HG Data, which generates its information from unstructured data including B2B social media, cases studies, press releases, content libraries and government documents.

Joanne Faulkner

WALLBOARD

June 23: Toronto Financial Information Summit. Toronto. Organized by Incisive Media. Details at:

waterstechnology.com/events

June 24: Asia-Pacific Trading Architecture Summit. Singapore.

Organized by Incisive Media. Details at:

waterstechnology.com/events

June 25: Buy-Side Technology Asian Summit. Singapore. Organized by Incisive Media. Details at:

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July 16: Waters Rankings. New York. Organized by Incisive Media. Details at:

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Sept. 15: European Financial Information Summit. London. Organized by Incisive Media. Details at:

waterstechnology.com/events

Oct. 7: Buy-Side Technology North American Summit. New York. Organized by Incisive Media. Details at:

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SCROLLING NEWS

>>Northern Trust Taps Interactive Data Continuous Pricing for Bond Index Calculation

Northern Trust is to use Interactive Data's Continuous Evaluated Pricing fixed income data service to provide underlying data for its Credit-Scored US Corporate Bond Index, allowing the firm to calculate and disseminate index values on an intraday basis. In addition, Northern Trust—which previously used Interactive Data's end-of-day prices to calculate the index since launching it last year, and has already adopted CEP for three of its fixed-income ETF iNAVs—will also extend the deal later this month to use the CEP data

to calculate its Credit-Scored US Long Corporate Bond Index.

>>Bloomberg, Pico to Provide Nasdaq Futures Data, Connectivity

Bloomberg is to distribute real-time order book data from Nasdaq's Futures (NFX) market via its Bloomberg Professional terminal and its B-Pipe consolidated real-time market data feed, when NFX launches in mid-2015, offering trading in energy benchmarks covering the oil, natural gas and US power markets. Meanwhile, the trading technology and market data infrastructure division of Pico Quantitative Trading will provide market

data infrastructure and real-time data-feeds for trading clients to access NFX, comprising a fully managed data infrastructure solution that includes hosting, market data, connectivity and regulatory reporting.

>>Thomson Reuters Grows CME Aurora Datacenter Services

Thomson Reuters is expanding the services it provides to clients hosted in CME's Aurora, Illinois co-location facility to include managed datafeeds and low-latency news. The vendor will provide the services through its Elektron Managed Services offering, enabling customers >8

Thomson Reuters Puts CBID Bond Data on Eikon, Elektron

Thomson Reuters has struck a deal with Canadian electronic bond trading market operator Perimeter Markets to carry real-time data from its CBID fixed income market on the vendor's Eikon desktop terminal and Elektron real-time consolidated feed, in a bid to grow its coverage of Canada's fixed income market.

CBID will provide Thomson Reuters with real-time price and yield data on 3,500 securities covering Canadian government and federal agency bonds, provincial bonds, municipal bonds, corporate bonds, strip bonds and money markets. Prices are based on live executable offerings—as opposed indications of interest—sourced from Canadian fixed income broker-dealers.

“The unique nature and rapid growth of CBID make it an ideal source of this type of information for individual investors,” says Perimeter Markets president Geoff Eby in a statement. “Unlike some other bond information sources, whose pricing may be based on indicative levels, the

CBID data represents the wholesale prices and yields in Canada's live fixed income marketplace.”

Thomson Reuters will make the live prices available on its Eikon desktop terminal as well as via its Elektron Real Time consolidated feed of normalized, market depth data, which is typically used to disseminate exchange data into proprietary and third-party applications.

To deliver the data from CBID to customers, Thomson Reuters deployed its Elektron Connect technology at CBID's location in Canada, to capture information from its live order book, says Jamie Grant, global head of rates for fixed income at Thomson Reuters.

The vendor already carries market data from many of Canada's fixed income trading platforms, but this is the first time the vendor has carried CBID's executable prices, which will raise transparency in the market, particularly for corporate bonds, Grant adds.

Currently, post-trade data on Canada's

corporate debt market is disseminated by information processor CanPX under a mandate imposed by Canadian regulator the Canadian Securities Administrators, similar to the US regulator FINRA's TRACE (Trade Reporting and Compliance Engine) feed.

“However, only a small sub-set of the corporate bond universe is part of that mandate, whereas CBID provides the full breadth and depth of coverage across the corporate bond space, and a good indication of the price at which a security will sell,” Grant says.

The vendor added market data from CBID to Eikon and Elektron in response to customer demand for more transparency into the Canadian bond market, “in keeping with meeting the existing and future needs of our customers,” Grant says. “New regulatory reforms mean that we need to make this information available to a broad network of end users, so it was a good time to add to it to our portfolio.”

Faye Kilburn

DELIVERY TECHNOLOGIES

Metamako Launches MetaApp Platform for Custom Network Apps

Australian low-latency switch vendor Metamako has rolled out a new application development and hosting environment, dubbed MetaApp, which will allow the vendor to develop new applications faster and enable third-party vendors and financial institutions to build customized network applications.

The device combines a Layer 1 switch, FPGA card and an x86 server platform, which act as the building blocks for a variety of applications, ranging from data capture, intrusion detection and firewalls to feed handlers and pre-trade risk checks. The platform includes storage, board management, extra memory and the ability to connect to an external server. “It allows firms to put their most important business logic within network devices, rather than distributed across multiple physical devices,” says Metamako founder and co-chief technology officer Dave Snowdon.

So far, Metamako has used MetaApp to develop a range of new applications that it plans to roll out over the next six to 12

months, and is now opening it up to third parties to develop their own applications.

Clients can use MetaApp to implement market data applications such as line arbitration, or to run network analytics in real-time, performing tasks like gap detection at a network or datafeed level, and precise timestamping. Market data-related challenges typically center around managing the data path between multiple devices, and being able to determine where problems arise along that path, Snowdon says.

“Networking problems in finance aren't addressed by one-size-fits-all devices, and MetaApp gives both users and third parties the ability to develop and deploy their own software on a fast, simple and adaptable platform,” he adds.

“Where vendors have an existing FPGA-based solution, it should be a simple porting exercise—bringing the FPGA closer to the network than before. A logical extension would be that financial institutions will build similar applications but also extend trading logic into these

devices,” Snowdon says.

The vendor made beta versions of MetaApp available to third parties in February, and a number of devices are already in production with client applications.

“Those customers have had an overwhelmingly positive reaction to the device. We've got a queue of orders that we're now fulfilling,” he adds. Metamako developed MetaApp in response to an increase in demand for FPGA-based applications over recent years, particularly since FPGAs can deliver deterministic latency.

“Traditionally, there have been impediments to deploying FPGA technology—they tend to be niche products that are difficult to use. MetaApp is a device that will feel familiar to network engineers, and will give developers and third parties the tools they need to deploy their applications in the network. It's a standardized platform that's professionally designed, distributed and supported,” Snowdon says.

Faye Kilburn

NovaSparks CHX Handler Fills US Equities Coverage

French FPGA feed handler and ticker plant appliance provider NovaSparks has built a new FPGA-based feed handler for the Chicago Stock Exchange's (CHX) Book Feed, completing its coverage of 11 protected US equity markets.

The new addition rounds out the vendor's existing coverage of the US cash equity protected markets—which include the Nasdaq Stock Market and Nasdaq's BX and PSX markets, BATS Global Markets' BZX, and BYX markets and the former Direct Edge EDGA and EDGX markets, the New York Stock Exchange and its NYSE Arca and NYSE MKT markets. Customers will now be able to leverage FPGA technology to calculate national best bid and offer prices and fulfill their Reg NMS best execution obligations, says NovaSparks chief executive Luc Burgun.

The CHX Book Feed is a multicast broadcast of displayable orders and trading activity on the CHX matching system, and provides full depth of book prices, participant order attribution, and system and stock event messages, delivered with 1.2 microseconds of latency—

measured wire-to-wire when using Ethernet, or wire-to-memory when using PCIe fan-out.



Luc Burgun

Six proprietary trading firms and banks are already using the new feed handler with the other 10 protected market feeds to calculate national bid and offer and validate best execution. "From a regulatory standpoint, banks need to place their order on the market, but... need information about all the markets. Now they can get information about the various books in the US very quickly so they can run the best arbitration strategy and place their order on the right market," Burgun adds.

In addition, Novasparks now offers a new arbitration feature for the 11 protected US markets, which will enable users that connect to market data over a microwave connection with a secondary fiber-optic connection as backup in case of outages to detect if a data packet has

been lost from the microwave feed, and automatically retrieve the data from the fiber-optic feed to ensure that customers experience no loss of data.

"It means that customers can really have the lowest latency by combining FPGA and microwave. We count packets, and if we detect that a packet is missing, then we know that we need to back up the microwave line with a packet from the fiber line," Burgun says.

Having completed its coverage of the 11 protected markets, NovaSparks is now turning its attention towards other markets globally in response to customer demand, and plans to build feed handlers for the SOLA feed from Canada's Montreal Exchange and NYSE's XDP Integrated Feed by the end of June, bringing its coverage to 40 market feeds.

"The trend today is globalization. Banks and prop trading firms aren't just doing arbitration between one or two feeds, they are doing global strategies, which require them to get a lot of information together as quickly as possible," Burgun says.

Faye Kilburn

SCROLLING NEWS

<6 to access its Elektron Real-Time consolidated market data feed and its low-latency News Feed Direct services via a cross-connect within the datacenter, which officials say will deliver high-performance data while lowering costs.

>>CoreOne Taps Kx Systems for Big Data Analytics

New York-based data management technology provider CoreOne Technologies is to deploy tick database provider Kx Systems' Kdb+ database across its business divisions, under the terms of an OEM (original equipment manufacturer) license agreement. The deal will enable CoreOne to better manage the growing amount of client data volumes, while performing complex analytics quickly. The database will provide access to streaming, real-time and historical data for CoreOne's expanding client base, which includes asset managers and investment banks, and will replace existing legacy databases. Kdb+ is expected to manage several gigabytes of data per client.

>>Dubai Gold & Commodities Exchange Bows New Data Website

The Dubai Gold & Commodities Exchange (DGCX) has unveiled a new micro-website, dubbed Market Watch, which contains analysis of price and trade data and price movements on DGCX, market depth, and charts. The site includes delayed quotes for all contracts traded on DGCX, with the five best bids and offers and last five trades and volume of each, and will include a local reference price for the Dubai spot gold contract, which the exchange plans to launch later this year. Officials say the website, which is built in HTML5, will soon be accessible via most mobile browsers.

>>QuantSigma Bows White-Label Historical Data, Analytics Tools

UK-based on-demand analytics startup QuantSigma has unveiled a set of plug-and-play white-label solutions for historical data and analytics, which the vendor says will allow exchanges to monetize their data assets "in a matter of weeks." Officials

say the two solutions—Historical Market Data and Advanced Analytics—reduce exchange's research and development requirement, enable fast go-to-market, offer potential for increased revenue via a pay-per-use platform, and are available via an API or a graphical user interface.

>>Equinix to Buy UK Datacenter Operator Telecity for \$3.6Bn

Datacenter and co-location provider Equinix has announced the purchase of UK-based datacenter provider Telecity Group for \$3.6 billion, to create the largest datacenter operator in Europe. The deal will strengthen Equinix's position in Europe and boost its cloud and network capabilities, while Telecity's clients will benefit from enhanced globally connected datacenter services as a result of being able to leverage the more than 100 datacenters operated by Equinix across five continents. Telecity—which operates in major European cities, including London, Paris and Frankfurt—originally planned to merge with European cloud services and **>9**

OTAS Tech Bows NLP-Generated Market Reports

UK-based analytics provider OTAS Technologies has developed a natural language reporting tool, OTAS Lingo, which leverages its OTAS Core market intelligence platform to generate easy-to-interpret, on-demand analytical reports detailing calendar events and highlighting the most significant changes in price performance, short interest, options, credit, valuation, yield and technical factors, as well as recent director dealings.

OTAS has been working on generating text-based analytics for some time, says chief executive Tom Doris, but with the launch of Lingo, has extended the concept to a much more complicated problem.

“We take all the information and our analytics for an entire list of hundreds or thousands of stocks and create a report that gives users something that’s easy to read and gives all the information that they really should be paying attention to. We make it as simple as possible for them to consume the data... in an email, or on their tablet or on a smartphone before they reach the office. It gives users the capability to consume information from a very broad range of stocks for a set of analytics that would have been complicated for them to understand.”

The new version supports daily, weekly and monthly reports, with intraday reports planned for the next release in July. “We want to develop...a set of five or six analytics reports intra-day... to really give people some orientation during the day,”

Doris says. “A lot of the time, traders are really just... looking to understand the market dynamic of the day and trying to extract that from various different market feeds. We’re in a position to consume all of the market data analytics that we do, we understand what’s important to traders, and we also have the ability to consume news on an intra-day basis, so when we see something unusual happening in the stock market we can then cross-reference to the news feeds and say ‘OK, does this look like it’s driven by news, or is it market participants driving it, or is it something about the general conditions of the stock itself that can actually explain this?’”

To help traders achieve this, the reports will pre-screen the “massive amounts of market data they receive every day,” and eliminate the need for traders to rely on multiple screens and “mounds of paper” to find the data they need—as such, contributing to what OTAS sees as a trend among end-user firms of trying to “condense” the amount of content and data services they consume, says Charlotte Wall, managing director and head of product sales at OTAS.

“We’re actually getting to the point now where all they need to do is just read and they’ve got their answers, so it’s a big change and time saving... and I think there’s a big play on this solving this problem,” Wall says.

Another big play is in making content more portable—both through mobile

solutions and through content-sharing capabilities. Wall says that feedback during testing—particularly from portfolio managers—revealed the importance for firms to be able to “transport” information.

“We felt we had to make the OTAS content more mobile and even simpler to interpret,” Wall says. “I think people see this as a great pre-morning market check on the way to work... to be alerted to risk or opportunity before they even hit the office.”

In addition, the reports can be “streamlined” to be sent to whoever within an organization needs it most. “If you know a portfolio manager is interested in X, and you’re out of the office, you can set up the report to be sent directly to him when you’re not even around. Not only are we highlighting risk in a portfolio that you might try and find concealed somewhere in your market data across your five or six screens... [but] now we’re sending through information as if you were present,” Wall adds.

Wall says Lingo also appeals to the sell-side, where the reports can provide “unique, personalized individual information for their client” that—in conjunction with the broker’s ability to review clients’ order history—adds value for the client immediately, rather than being one of many brokers calling a client to “regurgitate” the same information that everyone else has already spotted on their terminals.

Joanne Faulkner

SCROLLING NEWS

<8 datacenter provider Interxion to form an operator with a combined value of \$4.5 billion, prior to receiving Equinix’s offer.

>>TR, MarketPsych Add Company-Level Behavioral Indexes

Thomson Reuters has expanded the content available in its MarketPsych Indexes—originally set up in 2012 in partnership with behavioral finance data provider MarketPsych—to include data on 7,500 individual companies worldwide, in addition to indexes for countries, currencies, commodities, and industry sectors. Thomson Reuters officials say that incorporating the company-level indexes—

which source real-time data from 40,000 global news sources and 7,000 social media sites, and store historical information from 1998—into the vendor’s news and text analytics services will help clients understand the behavior driving market movements.

>>Asset International Buys German Fund Data Provider FWW

New York-based publisher Asset International has acquired Munich-based asset management data provider Financial Webworks (FWW) for an undisclosed sum, to grow its data and business intelligence capabilities, particularly in the German mutual fund market, where FWW already

has a large customer base. FWW provides a range of services to investors and investment advisors, including Fund Data database and FundStars rating system, which are designed to support investment decisions. The vendor will operate as an independent unit and remain based in Munich. The deal will also help FWW to expand its client base internationally as well as providing its “significant” German client base with access to Asset International’s other products, officials say. The move follows last month’s purchase of London-based market research and trade execution quality software vendor Intelligent Financial Systems, also for an undisclosed sum.

Quadrant

◀3 the ability to customize data-sets and set up notifications, priced at \$99 per month. Currently, users can access all data on Quadrant's website free of charge.

"Takeup has been pretty good.... We are seeing hundreds of new users coming through eSignal," since going live on the platform, Vrabac says.

However, Vrabac—himself a former analyst at Morgan Stanley, the Federal Reserve Board and the Federal Trade Commission—says an Excel add-in is a basic requirement to attract an institutional user base, and will be priced as a premium service. "From my experience in banking, people do most of their work in Excel, cutting and pasting data into spreadsheets," he says. "So anyone who is willing to pay for the data will want the Excel add-in."

Add-in users can download data from Quadrant's database into Excel, then display time-series data or charts for any chosen economic indicator. They can also search the database directly from Excel using a "robust" search function that delivers the same results as its online search tool, and is as fast as any competing product, Vrabac says.

Max Bowie

Interxion Enlists USAM as US Sales Agent

◀1 hedge funds participating in European markets would not want to suffer the latency of having market data transverse the Atlantic ocean, but may also not want to incur the cost of co-locating in the data-centers of all the main European markets, suggesting instead that they would benefit from a central location with cross-connects to other locations.

"They feel... that they could drive more [US-based] business if they had people on the ground," O'Sullivan says. "Certainly there's no substitute for an in-person meeting with potential clients. And we're out there all the time, selling into the industry," on behalf of a range of clients, including microwave data connectivity provider Quincy Data, he says, adding that as USAM gains more clients in the data and technology industry over the coming months, it will offer more cross-selling value to customers, creating more opportunities to showcase Interxion's services.

Though the primary intention is to leverage the position of Interxion's London datacenter, Fenick notes that Interxion has datacenters in other European market centers, including Frankfurt, Zurich, Stockholm, Madrid, Brussels and Dublin. "Interxion has local salespeople in each city where we have a datacenter, each selling across industry sectors for each datacenter. Then we have an international sales

team of experts in specific industries... and we see Feargal and his team adding a lot of opportunities to this," he says.

In addition, a member of Interxion's marketing team dedicated to financial services customers is joining USAM's weekly update calls to provide extra support, O'Sullivan says.

Hence, Interxion will likely continue using sales agents in the US for the foreseeable future. "We're only a European company, so if we start hiring people in the US, it's a much more costly proposition than hiring an agent. So this is a low-touch way of growing in the US," Fenick says.

He says engaging USAM to push Interxion's business in North America is not in response to rival datacenter operator Equinix's purchase of London-based datacenter provider Telecity, which had originally agreed a merger with Interxion.

"I started talking to Feargal about bringing him on board as a sales agent for Interxion around a year ago. I've known him for many years, I've worked with him at Tibco and Reuters, and I had reason to talk to him when he was at NYSE Technologies because Interxion hosts the SFTI (Secure Financial Transaction Infrastructure) points of presence in London, Paris and Brussels—Interxion London SFTI being extremely popular," he says.

Max Bowie

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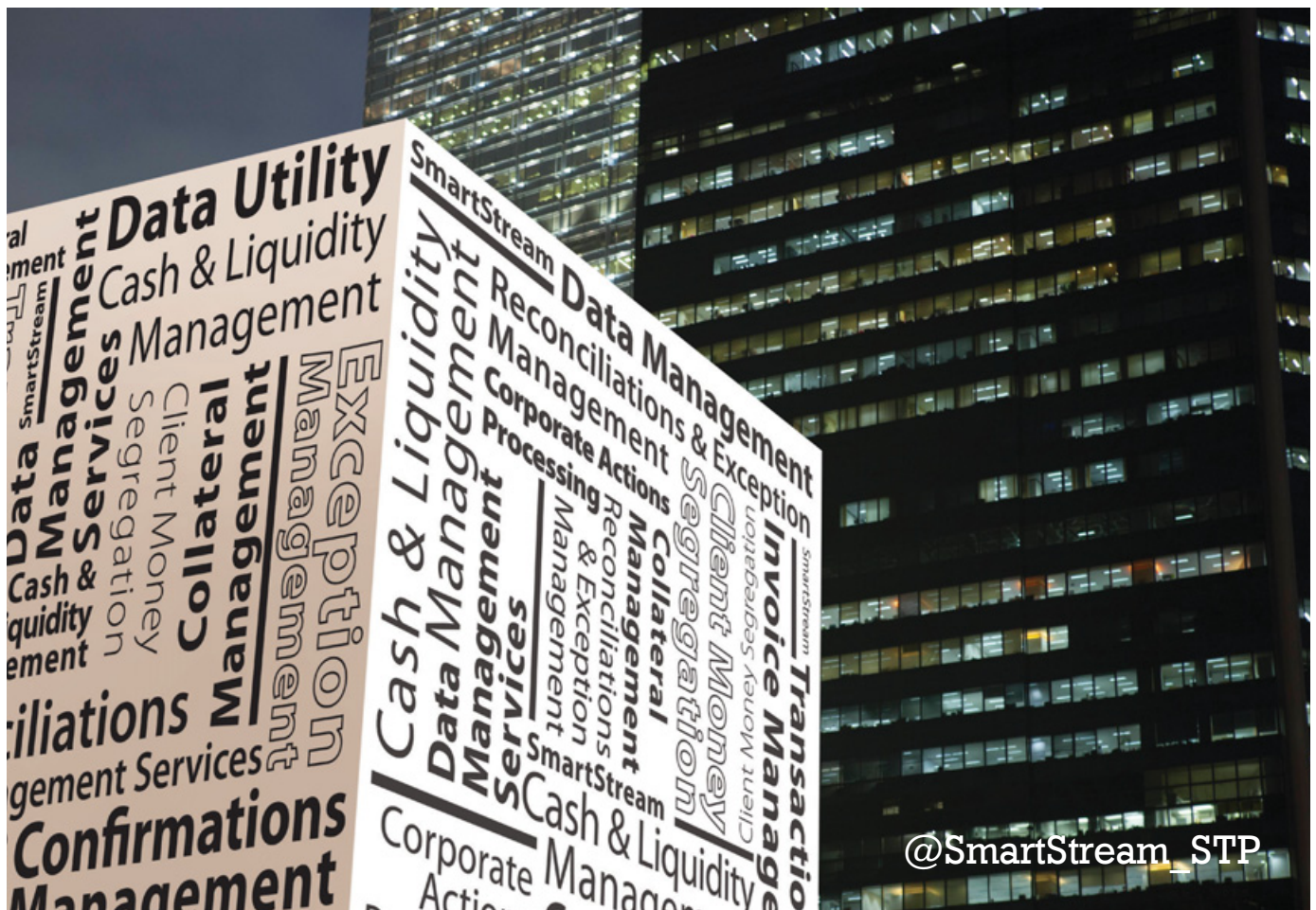
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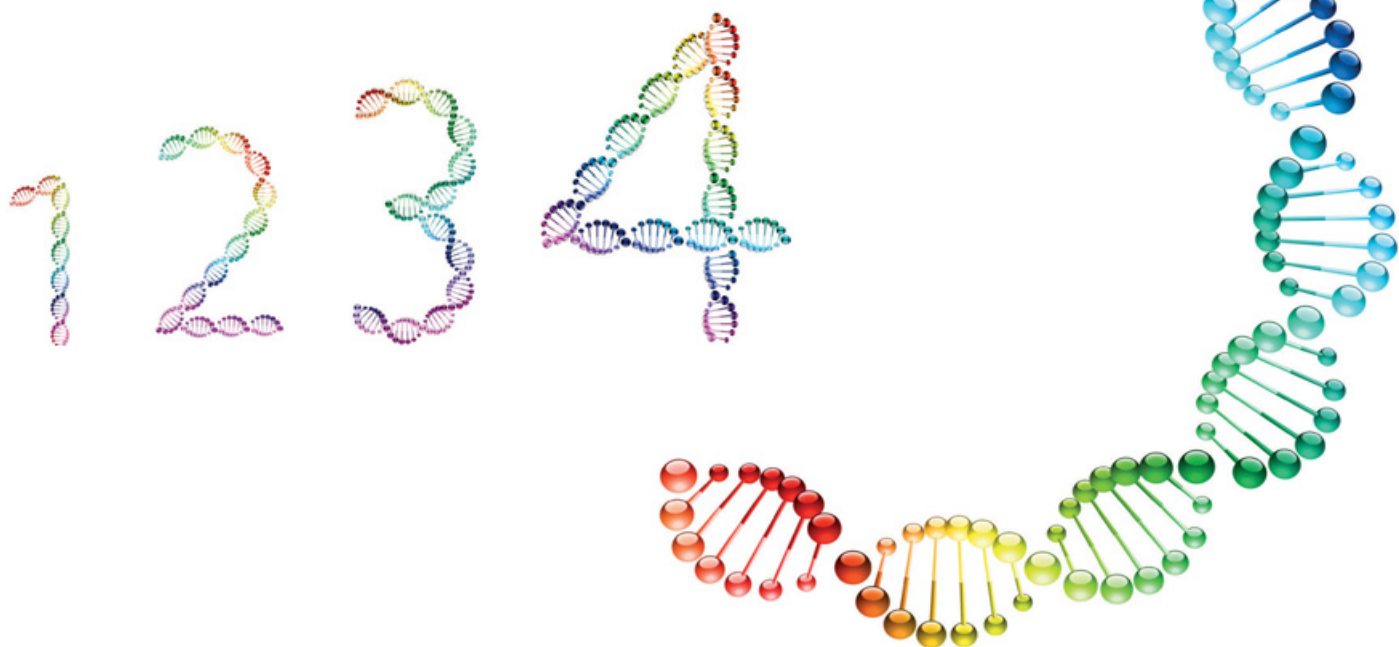
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