

Nutanix helps Changjiang Securities grow customers fivefold in five years and move swiftly to address new demands under pandemic

Deploying the Nutanix Cloud Platform helped a Hong Kong financial services company move with the times, energize its teams and innovate its customer offering.

Changjiang Securities International Financial Group (CJS), launched in 2010, is an SFC-licensed company incorporated in Hong Kong under Changjiang Securities Company Limited. It provides a wide range of financial services including securities brokerage, asset management, IPOs and corporate finance. Adopting the Nutanix Cloud Platform has helped CJS to maintain regulatory compliance, safeguard customer data, and gain the flexibility to scale efficiently according to business needs.



“The decision to use Nutanix has had a profound impact on our business. It has liberated our manpower resources and freed up space, enabling us to focus on what is most important — providing value to our customers. As a result, our business has quintupled in size, without placing any additional burden on our IT infrastructure.”

– CK Chung, Head of I.T. , Changjiang Securities International Financial Group

INDUSTRY

Financial Services

BENEFITS

- Zero downtime in more than five years
- No system disruption when deploying new services or updates
- 10x increase in operational efficiency
- Reduced Virtual Machine (VM) deployment from 21 days to just 2 days
- Substantial savings in total operational cost (TOC) with fully optimized manpower and datacenter space

SOLUTION

Nutanix Cloud Platform

- Nutanix AHV hypervisor

Applications

- Data storage and security
- Trading application
- Internal business application
- Databases (MS SQL, MySQL)

CHALLENGES

Since its inception in 2010, CJS had used traditional on-premises servers for its data storage. As its business and the volume of transactions grew, this legacy infrastructure became a bottleneck. The sheer size and resulting maintenance costs of the datacenter's physical hardware made it unsustainable. CJS needed to evolve its system to process business demands such as account openings and transactions at a fast pace while ensuring the highest level of protection for its customer data.

SOLUTION

CJS adopted Nutanix Cloud Platform and its AHV hypervisor, starting in 2016. The move helped CJS to become more agile and flexible to ensure business continuity amid the constraints of the pandemic. It also makes it easy to monitor the status of cloud hardware and software usage. The system meant CJS no longer needed to scale up its support teams to manage server applications, network and storage. It also enabled the successful launch of several client-facing services under the pandemic. CJS launched its innovative and user-friendly Internet Trading applications and mobile app, which lets users access the market directly online. The applications provide real-time functions including streaming market quotes, profit and loss calculation, quote requests, confirmations and risk management.

CUSTOMER OUTCOMES

Maximum efficiency, zero downtime

Since upgrading to the Nutanix platform five years ago, CJS has experienced no downtime. Where it previously took between two and three weeks to deploy 10 servers, the company became able to set up and deploy a VM-ready network within the space of two days. CJS is also no longer worried about disrupting customer experiences during IT upgrades or other maintenance procedures.

More meaningful manpower allocation

While its business has grown substantially over the past five years, CJS has not needed to increase its IT manpower. The Nutanix Cloud Platform removes the need for a big team for storage management. The ability to monitor storage usage via a single dashboard — Nutanix Prism — has increased clarity and reduced the time needed for daily maintenance duties and generating reports.

Focus on adding value as the customer base grows

By adding agility to CJS's operations, Nutanix has indirectly helped the company grow its customers five-fold — from 6,000 to 30,000 — over the past five years.

NEXT STEPS

CJS currently uses Nutanix to support a range of financial services including securities and futures brokerage, asset management, and investment banking. The company now plans to work with Nutanix to expand its cloud storage to support the development of new mobile app targeting retail clients and an algorithmic trading system aimed at institutional clients.



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