

Nutanix Enterprise Cloud solutions provide low-cost, one O.S management, fast deployment and high scalability



Nutanix Helps Ping An Securities Explore New Models of FinTech

CHALLENGES

Financial institutions are actively embracing the new wave of FinTech, ushering in an era of industry reshaping and modernization. Standing at a critical junction of technological innovation, Ping An Securities, aspires to leverage its FinTech-based business platforms, industry-leading Internet platforms, efficient offline business networks, large-scale customer portfolio and powerful asset and product strength to build itself into a securities broker with a full range of functions centering on Internet-based wealth management.

In this background, the Ping An Integrated Leading-edge Open Technologies (PILOT), a technology platform which spans China and the United States was established to connect demands between technology R&D and business team. In the process of transforming into Internet-based securities brokers, Ping An Securities requires its IT systems to make faster responses and provide solutions more swiftly. As a result, legacy IT systems and even operation and management modes face new challenges, specifically in the below areas.

First is the cost. In the past, banks, insurance companies and securities brokers alike in the financial industry are basically “IBM-Oracle-EMC” (IOE) users, running their servers on IBM minis with Oracle databases and a pile-up of EMC traditional storage architecture. To be fair, “IOE” has made great contributions to the development of China’s financial industry in the past. However, exorbitant cost is its biggest problem. As a result, the whole financial industry has seen a “de-IOE” trend going on since last year, and Ping An Securities is no exception. In 2014, Ping An Securities began to adopt the distributed x86 platform architecture to replace minicomputers. Over time, replacing the traditional storage architecture has also been put on the agenda of the company.

Second are the time and work efficiency. Under the traditional IT operation mode, it takes 2 to 3 months from putting forward a project requirement to determining hardware and software items for procurement and finally to putting online and delivering the application. This can hardly meet the business development requirements for flexibility, elasticity and responsiveness, especially currently when market opportunities are often fleeting. In practice, once a new project was initiated by the business team, a complete hardware and software environment should be delivered within a very short period of time. Such an environment includes both early-stage development and test, but also the putting online and delivery of late-stage applications. The whole process has a relatively high requirement for time.

In short, Ping An Securities needs to significantly cut down infrastructure costs so as to lower the cost of operating traditional businesses and developing new businesses. On the other hand, Ping An Securities must make its infrastructure more flexible so as to introduce

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- Hou Sheng, Head of the PILOT CM Group, Ping An Securities Limited



new services faster and enhance new competitiveness. Therefore, reforming traditional IT architecture is inevitable.

SOLUTION

It is very difficult for Ping An Securities to choose a product that addresses their unique concerns from so many products and solutions in the market. To make a fair and deliberate decision, Ping An Securities started its searching for a satisfactory solution in 2015, tested and compared products from multiple companies in 2016 and finally put the infrastructure online in the first half of 2017. Nutanix, for its outstanding enterprise cloud solution based on a hyperconverged architecture, eventually became the new choice of Ping An Securities for digital transformation.

Talking about the conveniences brought by the Nutanix hyperconverged infrastructure, Hou Sheng, head of the configuration management team of the Ping An Securities PILOT platform described it as a series of “substantial reductions”, saying that “the Nutanix solution has far exceeded my expectations in terms of deployment time, cost of use, and management and maintenance”.

Firstly, from a cost perspective, with the same inputs, Nutanix's Hyperconverged Infrastructure (HCI) solutions can virtualize 30-40% more machines than other virtualization + traditional storage mode, which is a great save in cost. In addition, as for space investment, the Nutanix HCI only requires the purchase of 4 nodes per equipment to meet the current development and test needs of Ping An Securities. For other solutions tested, to perform under the same requirements, performance and configuration and to produce the same effect, it would require 2 to 3 standard cabinets. There is no need to say that if large-scale deployment is involved in the later stage, the cost reduces brought by Nutanix's solution will multiply.

Secondly, as for the deployment time, the Nutanix solution also has a significant leading advantage. By parameters pre-setting and advance planning, c, which was impossible with the old infrastructure. Moreover, Nutanix solution has also shown its competitiveness in scalability with ability to achieve same-day use upon equipment delivery.

Thirdly, from the management and maintenance perspective, the Nutanix HCI solutions enables operation and maintenance management to be done through “One Operating System”. By comparison, other vendors' solutions often have multiple management interfaces that required higher human resource investment. It is true that the Nutanix hyperconverged solution has significantly simplified Ping An Securities' manpower and resource inputs.

In addition, Hou Sheng was deeply impressed by Nutanix's technological leadership, remarking that: “This is a really effective hyperconverged solution.” In the selection process, Ping An Securities recognized that Nutanix solution is the only solution that meets its technical specifications and its various technical indicator requirements, after making full product comparison between Nutanix and other vendors.

RESULTS

Today, with the support of the Nutanix Enterprise Cloud solutions, Ping An Securities has made solid progress in exploring new modes of FinTech. For example, drawing upon its one-stop intelligent wealth management platform, Ping An Securities has achieved 99% of online account opening. As for customer management, Ping An Securities has emphatically promoted its intelligent wealth management and full-function account-based wealth management through its full-function account system including APP and WeChat Official Accounts, providing customers with high-quality and all-around financial services ranging from investor education to financial information, product trading, wealth management and financing. It is worth mentioning that Ping An Securities' “AI Smart Stock Trading” service combines professionals' value judgment logic with AI and integrates intelligent information, intelligent diagnosis, intelligent

stock selection and intelligent investment advisory. This service has not only won recognition from customers but also opened a new way of thinking for industry development.

FUTURE OUTLOOK

Hou Sheng noted that Ping An Securities will continue its cooperation with Nutanix, gradually increasing the number of hyperconverged equipment deployed in the company and making new attempts in Nutanix Enterprise Cloud OS Software in the future. In particular, with the gradual implementation of Nutanix's latest "Software Choice" strategy, Nutanix will undoubtedly help Ping An Securities to seamlessly integrate private cloud with public cloud, horizontally expand them and enables "cross-cloud" and "multi-cloud" management. This will open up a new path of innovation and development for Ping An Securities' transformation to FinTech. Meanwhile, the success story of Ping An Securities will also set a new benchmark for FinTech transformation in the securities industry.

Company

Ping An Securities Limited is an important part of Ping An Group, which was established in 1988. In the 2017 Fortune Global 500 list, Ping An Group ranks No. 39 among all the companies and No. 1 among mainland China's mixed-ownership enterprises.

Industry

Securities

Business Need

An innovated IT infrastructure to enable Ping An securities' digital transformation and meet its growing business needs in FinTech

Solution

NX-3460-G5 *2

Application support for ELK, Fortify, Docker, SCCM, VDI, BigData, Jenkins and so forth

Benefits

- › Nutanix's hyperconverged infrastructure can virtualize 30-40% more machines and results in great save in cost.
- › The deployment time can be reduced to two hours with strong ability to scale out.
- › With "One Operating System" needed, Nutanix hyperconverged solution has significantly simplified Ping An Securities' manpower and resource investment.



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